

Attachment I
Cost Proposal - Discount % Off
Professional Grade Tools and Diagnostic Equipment
Offeror Name: Lawson Products, Inc.
Solicitation # OK-MA-818-23

INSTRUCTION:
1. This Cost Proposal form consists of multiple sections (tabs at the bottom of this spreadsheet): ---Section 1: Discount % Off Evaluation (Green Tab) ---Section 2: Market Basket Evaluation (Orange Tab) ---Section 3: Value Add Tools Evaluation (Blue Tab) ---Section 4: Value Add Diagnostic Evaluation (Purple Tab)
2. Offeror must complete all required fields (fields in a brown highlight) in both tabs. The format and structure of the Cost Proposal is intended to allow for both a minimum discount % off and fair market basket-type evaluation of like costs among Offerors. Deviation from the format or structure of this form may result in Offeror's proposal being deemed non-responsive.
3. Offeror is wholly responsible for ensuring figures and calculations submitted in Offeror's completed Cost Proposal are accurate, even if formulas have been provided by the Lead State as a courtesy.
4. Inclusion of cost or pricing information in any document other than this Cost Proposal may result in Offeror's proposal being deemed non-responsive.
5. Offeror's Cost must be inclusive of all fees and charges, including but not limited to fees or charges for shipping, delivery, credit card payments, or personnel.
6. In addition to the Cost Proposal evaluation described in this RFP, Cost Proposals may also be subject to an independent review for reasonableness and best value by the Lead State. Costs determined not to be reasonable or best-value by the Lead State may result in all or part of Offeror's proposal being rejected, notwithstanding the results of the Cost Proposal
7. It is Offerors responsibility to ensure it has completed all tabs and required inputs based on its proposed products & services.
8. Offeror must propose for each item in this Market Basket in order to be considered for an award. Failure to propose each item may result in disqualification of Offeror's proposal from that Category.

Minimum Discount % Off

1. Offeror must propose a minimum discount % greater than 0% for each Category it is seeking an award in in order to be considered for an award in that category.

Category	Products / Items	Proposed Percentage Discount from List
1	Professional Grade Tools (insert products below)	
	% discount off all Products in this Category <u>OR</u> complete fields below for individual sub-categories.	19.0%
2	Diagnostic Equipment (insert products below)	
	% discount off all Products in this Category <u>OR</u> complete fields below for individual sub-categories.	19.0%
3	Value Added Features (Offeror's may not propose only Category 3. Offered Value Added Features must be tied to Category 1 or 2 offerings)	
	% discount off all Value Added Features in this Category <u>OR</u> complete fields below for individual sub-categories.	19.0%
	Average Discount % Off --->	19.0%