

EV00000408 -ATTACHMENT F-1, COST (CATEGORY DISCOUNTS)

In addition to pricing submitted in Attachment F, Respondent may propose a category discount to allow for further coverage of items. Most of items purchased will be by these categories.

PERCENTAGE OFF LIST PER SUB- CATEGORY

COMPANY NAME _____

Please provide the percentage off of list pricing for any of the category's respondent is offering in the table below.

Category		Discount %
Compressors	JCI Cmpressors	
Refrigerant	I-Gas USA	
Condenser	JCI Condensers	
Vents	Hart & Cooley Metal	
Evaporator	JCI Evaporators	
Window AC	Friedrich MFG	
Room Heaters	Various Venndors	
Fans	Broan-Nutone LLC	
Motors	Mars Motors	
Capacitors	Mars Capacitors	
Relays	White-Rodgers	
Fuses	Diversitech Products	
Other:		
Full Catalog Discount		

EV00000408

Attachment H

Value Added Plan

This template must be used. The Value Added Plan should identify any **value added options or ideas that may benefit the State**. Use this area to show how your company is different than others, what value can you bring to the State if awarded. The value added claims should be prioritized (identify the most important claims first). The Respondent may add or delete Value Added Claim table templates, but do not exceed the **2-page** limit for this section. Do NOT include any identifying information in the Plan. Information listed under the "Documented Performance" line may describe where the Respondent has used the approach or solution previously, and what the results were in terms of verifiable metrics.

Example (this example can be deleted to accommodate more claims)

Item Claim: This would be the place to offer service/package/optional remittance method (etc) not requested in the solicitation-insert description here

How will this add value? How would the item described above add value to the State's contract?

Documented Performance: State in general terms where offered and the results

Cost Impact (%): What is cost or hourly rate?

Item #1 Claim: _____

How will this add value? _____

Documented Performance: _____

Cost Impact (%): _____

Item #2 Claim: _____

How will this add value? _____

Documented Performance: _____

Cost Impact (%): _____

Item #3 Claim: _____

How will this add value? _____

Documented Performance: _____

Cost Impact (%): _____

Item #4 Claim: _____

How will this add value? _____

Documented Performance: _____

Cost Impact (%): _____

Item #5 Claim: _____

How will this add value? _____

Documented Performance: _____

Cost Impact (%): _____