# 8b. Pricing Narrative

Complete this form to include any information about the competitive advantage, service benefits or conditions of the pricing proposed.

Proposers may upload additional narrative information in separate Excel spreadsheets, Word or PDF documents. To upload multiple files you may need to combine them as a ZIP file and then upload the ZIP file.

## Pricing Data Form

*Complete and upload the Pricing data form, following the specific instructions on the form.*

## Checklist:

* *Have you completed at least one pricing worksheet in the workbook provided for each, and every aircraft / service combination you propose?*
* *Have you entered pricing in all applicable cells of each pricing worksheet?*
* *Have you completed and uploaded to Tenderlink the entire pricing workbook as an Excel file (.xls or .xlsx)?*

### Pricing Summary

*Provide a summary of your pricing response. Include the benefits of your proposed pricing from value and service delivery perspectives.*

*If proposing a different Contract Period from that specified, provide details of the pricing that would apply if the proposal was adopted.*

<Insert your response here>

### Multiple and Extended Services

*Detail your pricing offers for Model B and Model C (as described in the RFP document) if proposing to supply these Services. Provide pricing for any alternative Models that the proposer suggests.*

*Detail any pricing benefits related to provision of the multiple or extended Services. These benefits may include: a reduction in overall price, a reduction in the pricing of an individual Service or other innovative pricing offers.*

<Insert your response here>

### Partial Availability

*Where proposing to supply Partial Availability Services, provide details below as to any charges and conditions that may apply for making the aircraft available on a Partial Availability basis. Provide supporting information regarding the proposed charges for Standing, Commitment, and Operating Charges. Detail any other conditions that may apply.*

<Insert your response here>

### Availability outside the Service Period(s)

*Where appropriate, provide any additional details as to any charges or conditions that may apply for making the aircraft available outside a Service Period e.g. for ad hoc engagement. Include details of any proposed partial availability arrangements and proposed notice periods.*

<Insert your response here>

### ‘Preferred’ and ‘Optional’ Service Requirements

*Where proposing to supply Services that include any preferred or optional components, provide any additional pricing information or explanatory narrative. Include details of any preferred or optional components that are separately priced.*

<Insert your response here>

### Charges for Additional Capabilities

*Where appropriate detail any other charges related to optional additional capabilities offered in your organisation’s proposal.*

<Insert your response here>

### Further Information

*Detail any additional information. This may include, but is not limited to, alternative pricing models that are considered by the proposer to offer benefits to NAFC and its Members.*

<Insert your response here>

-end-