### Cost Spreadsheet

<table>
<thead>
<tr>
<th>Description</th>
<th>Estimated Quantity</th>
<th>Unit</th>
<th>Unit Bid Price</th>
<th>Extended Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>EMS Personal Protective Equipment (PPE) Turnout Gear</td>
<td>200</td>
<td>Each</td>
<td>$1,086.00</td>
<td>$217,200.00</td>
</tr>
<tr>
<td>TRAINING</td>
<td>1</td>
<td>Each</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>SOFTWARE</td>
<td>1</td>
<td>Each</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Garment Measurements</td>
<td>200</td>
<td>Each</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td><strong>Total Cost</strong></td>
<td></td>
<td></td>
<td></td>
<td><strong>217,200.00</strong></td>
</tr>
</tbody>
</table>

**NOTE:** All lines items must be priced in the Unit Bid Price column on this form to be qualified in the evaluation to award.

**NOTE:** The Estimated Annual Amounts listed in Column E are estimates only. Metro does not guarantee any minimum or maximum amount of products to be purchased.

**NOTE:** A response of N/A is not acceptable. Enter $0.00 on no cost items.

Failure to follow these instructions could deem your company non-responsive.

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**Escalation/De-escalation**

Enter in the total Maximum Percentage of Escalation that may apply to your Unit Bid Prices provided in the table above. Otherwise, leaving the Maximum Percentage of Escalation at 0.00% will assume that your Unit Bid Prices will remain the same over the 5-year term of the contract and the Offeror will not be able to change the price if awarded a contract. For evaluation purposes, the Maximum Percentage of Escalation entered by the Offeror will be applied for Years 2-5 to reach a Total Maximum Contract Value. This Total Maximum Contract Value is the amount that all Offerors will be evaluated against.

Note: Pricing on this Bid Form shall remain as bid for the first 12-months from the filing date for the contract and then can be subject to the Maximum Percentage of Escalation as detailed on this Bid Form in accordance to the Escalation/De-escalation clause within the Contract Terms and Conditions.

**Manufacturer published retail pricing escalation/de-escalation**

<table>
<thead>
<tr>
<th>Year</th>
<th>Maximum Escalation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year 2</td>
<td>$225,888.00</td>
</tr>
<tr>
<td>Year 3</td>
<td>$234,923.52</td>
</tr>
<tr>
<td>Year 4</td>
<td>$244,320.46</td>
</tr>
<tr>
<td>Maximum</td>
<td>$254,093.28</td>
</tr>
</tbody>
</table>

**TOTAL MAXIMUM CONTRACT VALUE** $1,176,425.26
Award to a single offeror is approved. Thanks Sandra

Jeff L. Gossage, C.P.M.
Purchasing Agent
Metropolitan Government of Nashville & Davidson County
615-862-6639 Office
Jeff.Gossage@Nashville.gov

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Friendly Reminder.

Mr. Gossage,

Metro received one proposal from NAFECO for RFQ# 926623 Emergency Medical Service Personal Protective Equipment (PPE) Turnout Gear. NAFECO was the only vendor to show up for the pre-offer meeting. The Fire Department is good with the supplier and budget for this project.

Sincerely,

Sandra Walker
Metropolitan Nashville Dept. of Finance
Div. of Purchasing and Contract Management
730 Second Avenue South, 1st Floor | PO Box 196300 | Nashville | TN | 37219
Tel: 615.862.6707 / Fax: 615.862.6179
http://www.nashville.gov/finance/procurement
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