

Pricing Schedule

All pricing proposals must be complete and inclusive of all services included in this RFP. Your proposed fee must be supported with sufficient information to allow MCCCCD to evaluate whether the annual cost is reasonable and how it compares to other proposers. Indicate services to be included in the annual flat fee and those that are provided for an additional fee. The undersigned has read and understands all conditions and terms of RFP 3498-9, is authorized to submit this proposal on behalf of the company, and hereby offers to perform the services for the pricing indicated below:

7.1 Provide pricing for executive leadership coaching/consulting and training as described in the Scope of Work (Section 3). Costs/Fees listed shall include all overhead and profit. No billing will be accepted that shows any other costs than those listed. This includes, but is not limited to, travel, any out-of-pocket costs, meetings, secretarial, printing, delivery, rent, phone calls, postage, overnight mail service, accounting, fuel charges, office supplies, etc. Any contractor that MCCCCD is doing business with must agree to e-billing.

AAL's fees are \$350 per hour for offsite work and \$3,500 per day whenever AAL is onsite at an MCCCCD college or District Office or an offsite location specified by MCCCCD. All travel will be invoiced at cost, including coach-class airfare, lodging, meals, and ground transportation. Any leadership assessments requested by MCCCCD or agreed to by MCCCCD at AAL's recommendation will be priced at the cost of the instrument plus 50%.

MCCCCD's RFP does not specify the number of programs or hours of coaching desired nor whether these will be conducted onsite or online—and it cannot guarantee any minimum or maximum levels of service to be requested—so it is not possible to provide an all-inclusive flat-fee price for AAL's services. If MCCCCD can specify a scenario (e.g. a definitive number of colleges requesting a definitive number of programs of a definitive duration and location—onsite or online—a definitive number of coaching hours for a specific number of individuals, and whether any leadership assessment tools will be requested), AAL can provide a flat fee based on those defined variables.

Please confirm that the authorize agent preparing this Proposal has read, understands, and will ensure his/her firm's compliance with the provisions of this section:

Authorized Agent's Name and Initials: 