



Overview	<p>As outlined in the ITPD documentation Bidders are expected to provide a ROM price as part of the Pricing Response to Draft ISOP. This submission is expected to include a narrative indicating material areas of uncertainty and areas of risk in the Price that Bidders are seeking to remove by Final Tender. This template has been drafted for Bidders so they are able to clearly differentiate between the ROM price (as marked by the expected annual cost range in columns C, D and E below) and the narrative (as marked by columns F, G, H, I and J) in the Costing Information section below.</p> <p>For clarification Bidders are asked to provide their ROM price for the Core Demand outlined in the ITPD documentation</p>
Instructions	<p>Section 1. Costing Information</p> <ul style="list-style-type: none"><li>- Bidders shall use columns C, D and E to input indicative annual costs expected to be incurred through the life of the AFRP contract. This shall be a three point estimate where possible and Bidders are required to explain the rationale behind each estimate using column F.</li><li>- Bidders shall use column G to highlight any key cost drivers within the three annual cost range provided.</li><li>- Bidders shall use column H to detail assumptions on headcount required by SOR area.</li><li>- Bidders shall use column I to highlight any specific areas of material uncertainty within the ROM pricing proposal not already included in column F.</li><li>- Bidders shall use column J to highlight any other points that they wish to flag to the Authority as part of the ROM price proposal.</li><li>- Bidders shall submit costs aligned to SOR area. If there is any reason why this is not possible then Bidders shall use the "Other" rows (see rows 23-28) to input data and clearly mark the cost category</li></ul> <p>Section 2. Additional Information</p> <ul style="list-style-type: none"><li>- Bidder shall answer the questions in this section to the best of their ability. The Authority notes that solutions may not be sufficiently developed at this stage to give a firm view.</li></ul>
Additional Sheets	Where relevant, Bidders are invited to include up to 5 additional worksheets to this document in order to provide supporting information to the response to this AFRP Draft ISOP Template.

Section 1. Costing Information

	Approx. Annual Cost			Narrative				
	Min	Most Likely	Max	Rationale behind each estimate	Key Cost Drivers (Are they fixed / variable?)	Approx. Headcount	Areas of Material Uncertainty	Additional Commentary
Transition								
Recruitment Strategy								
Marketing								
Contact								
Assessment								
Digital / Data / MI								
Overheads								
Mark Up								
Other 1								
Other 2								
Other 3								
Other 4								
Other 5								
Other 6								

Section 2. Additional Information

Infrastructure

Please provide detail on any Authority-owned and leased estates that are proposed in the solution.	
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Transition

Please set out the approx. annual split of transition funds over the first two financial years post anticipated Contract Award (FY24/25 and FY25/26)	
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Military Resource

Please detail the approximate percentage of military resource (of the Authority's overall GFR commitment) that is expected to be required in the solution.	
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Capital Expenditure

Please detail any proposed capital expenditure in the solution	
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Redundancy

Please detail any proposed redundancies in the solution	
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Workshare

Please detail the approx. workshare across the bidding consortium	
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