SCHEDULE 7.7

PRICING SCHEDULE

244481487

DWP Estates Services Integrator

Instructions to Bidders

Worksheets coloured Blue require Bidder input
Cells coloured Yellow require bidder input
Cells containing Red text are definitions or instructions and can be deleted
Worksheets coloured Red will be populated automatically

Bidders should adhere to the following Worksheet Instructions

Worksheet Number	Worksheet Name	Purpose of Worksheet	Instructions
2	Variables	To differentiate between the supplier profit rate earned on the bidders cost types.	Bidders should complete the Supplier Name in cell B3 Bidders should populate the % values for each of the cost types shown. These % supplier profit rates will be used to calculate the prices calculated in each of the relevant worksheets. Overhead costs do not attract supplier profit rate.
3	P&L	Presents a Profit and Loss summary of the bidders financial submission.	Automatically populated
4	Contract Price Summary	Presents financial summary information based on the inputs made in the cost input sheets by the bidders.	Automatically populated, other than Supplier Payrolling Fee. "Overall Contract Price (not including People Transformation or Payrolling Fee)" is automatically calculated. This is the total cost to be evaluated. Please enter Supplier Payrolling Fee.
5	Mobilisation	Mobilisation Costs input sheet. This should include the cost of mobilising the bidder to take over the integrator contract.	Bidders should populate the tables as presented. The workforce information requires each role to be flagged as either Contractor or Permanent. Prices are calculated automically based on supplier costs and supplier profit rate %'s.
6	People	People Costs input sheet. This shows the cost of staff employed on the integrator contract in the "business as usual" stage, both permanent and contract employees.	Bidders should populate the tables as presented. The workforce information requires each role to be flagged as either Contractor or Permanent. Prices are calculated automically based on supplier costs and supplier profit rate %'s.
7	System	Systems Costs input sheet. This covers recurring costs for the life of the contract (e.g. monthly or annual costs). This does not include one-off system costs included in Mobilisation.	Bidders should populate the tables as presented. Prices are calculated automically based on supplier costs and supplier profit rate %'s.

8	Material, Equipment & Cons'	Materials, Equipment and Consumables Costs input sheet. This should include PPE, Health and Safety Equipment and similar costs.	Bidders should populate the tables as presented. Prices are calculated automically based on supplier costs and supplier profit rate %'s.
9	Subcontracted Services	BAU Contracted Services Costs input sheet. This covers technical specialists and external professional costs required on a periodic basis.	Bidders should input any bought in services they utilise. This excludes FTE based subcontractors which should be input into worksheets 5 & 6.
10	Overheads & Property	Overheads & Property Costs input sheet	Bidders should populate the tables as presented. Prices are calculated automically, based on supplier costs and supplier profit rate % for property costs; and supplier costs without supplier profit rate for overhead costs.
11	Other	Other Costs input sheet. This should include professional subscriptions and fees and similar costs.	Bidders should populate the tables as presented. Prices are calculated automically based on supplier costs and supplier profit rate %'s.
12	Exit	Exit Costs. These costs should encompass the safe handover, final reconciliation of data and accounting.	Potential Suppliers are not required to specify Exit Costs or Exit Price. Exit Costs and Exit Price will be populated and developed during the Term as part of the development and Approval process of the Exit Management Outline Solution to Exit Management Detailed Solution. Exit Price will not be evaluated as an element of Maximum Price.
13	FTE Analysis	Presents an analysis of FTE information utilising the data in worksheets 5 and 6.	Automatically populated. Implementation days form the basis of the Implementation FTE values assuming 220 work days per annum. On-going service FTE values assume that the % Dedicated to DWP %'s represent % of FTE.
14	Cashflow	Presents a Cashflow analysis of the bidders cash inflows and outflows .	Bidders should note the main milestone payment is at the end of the mobilisation phase. Please list any deviations from this approach. Cash flow and P&L are prepared on a cash basis. Bidders should model their cost outflows on row 29. This should be reconcilable to the mobilistion expenditure in the P&L.
15	Optional - Call off Rates	List of Optional Call Off Rates	Bidders to present Optional Resource Call off rates.
16	Supply Chain Transition Call Off Rates	This should include a list of Call Off Rates for service specific to Supply Chain Transition.	Bidders to present Optional Resource Call off rates for service specific to Supply Chain Transition.

17	Pricing Rationale	Enables suppliers to provide a sufficient level of information to aid The Authority's understanding of the pricing approach	Bidders to explain the workings behind the submission and highlight any departures from the method of calculation required in the worksheets.

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Name of Bidder **Kellogg Brown & Root Limited**

	Mobilisation Mobilisation	Year 1	Year 2	Service Year 3	Year 4	Year 5	Notes
Margin %							
Labour (Supplier Owned)	[redacted]						
Subcontracted Services							
Systems / Hardware							
Property							
Equipment / Materials & Consumabl							
Overheads							
Other Costs							

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Kellogg Brown & Root Limited

	Mobilisation	Service					
	Mobilisation	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**	**Total**
Price	[redacted]						
Year on Year Change %							
Direct Costs	[redacted]						
People - Supplier Provided							
Subcontracted Resource							
Systems							
Property							
Materials, Equip & Consumable							
Other							
Total Direct Costs							
Gross Margin							
Overheads							
Overheads (as % of Direct Cost)							
Net Margin £							
Net Margin %							

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Kellogg Brown & Root Limited

OVERALL CONTRACT PRICE

[redacted]

OVERALL CONTRACT PRICE (not including People Transformation or Payrolling Fee)	**25,043,182**

CONTRACT PRICE PER YEAR

Cost Line	Mobilisation	Year 1 May 22 - April 23	Year 2 May 23 - April 24	Year 3 May 24 - April 25	Year 4 May 25 - April 26	Year 5 May 26 - January 27	Total
Mobilisation	[redacted]						
[redacted]							
Exit (refer to instructions tab)	[redacted]						
OVERALL MAXIMUM PRICE PER YEAR (Not including Year 2 People Transformation or Payrolling Fee)	[redacted]						**25,043,182**

PRICE BY COMPONENT

Mobilisation	[redacted]
Total Mobilisation (inc Mobilisation Overheads)	

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Definitions:
Contractor – a member of the Supplier Personnel engaged in the performance of the Supplier's obligations under the Agreement who does not have a permanent FTE role within the Supplier's organisation and holds a contract with the Supplier's organisation.
Permanent Staff – a member of the Supplier Personnel engaged in the performance of the Supplier's obligations under the Agreement who is employed by the Supplier's organisation on a full or part time basis.

Kellogg Brown & Root Limited

Mobilisation

[redacted]

[redacted]

[redacted]

Official Sensitive

[redacted]

Official Sensitive

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[redacted]

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[redacted]

DWP Estates Services Integrator

[redacted]

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[redacted]

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[redacted]

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Refer to Instructions Tab.

Kellogg Brown & Root Limited

Exit

[redacted]

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Kellogg Brown & Root Limited

[redacted]

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[redacted]

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Schedule Call Off Rates

[redacted]

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Schedule Call Off Rates in respect of Supply Chain Transition

[redacted]

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Pricing Rationale

[redacted]

[redacted]