- 1 Before completing this Pricing Schedule Bidders should read this guidance in conjunction with Schedule 4 (Pricing and Invoicing) and Schedule 5 (Performance Regime).
- 2 When compiling the Unit Pricing Schedule the data provided within the Data Room indicates historical use and Service User forecasts. Please ensure the guidance notes for the Data Room are read thoroughly.
- 3 The Authority is introducing a "Whole Life" Financial Model as part of Schedule 4 (Pricing and Invoicing). Bidders must ensure that they complete the unit pricing for each of the Contract Years 1 3, and the optional years 4 and 5.
- 4 The Authority requires Bidders to identify detailed and accurate costs in each of the key service categories within the Financial Model. In submitting this Financial Model the Bidder is certifying:

 That costs have correctly been allocated against both the Key Expenditure Categories and expenditure lines within them; and
 That the Bidder has not increased costs to allow for future inflation (indexation) which will be separately allowed for under Schedule 4 (Pricing and Invoicing), and

- That the Bidder acknowledges that all costs within each "Contract Year" within the Pricing Tables are fixed for the duration of the contract, subject only to indexation in accordance with Schedule 4 (Pricing and Invoicing).

- 5 Where Bidders are asked to specify other costs/information, please do so in column B provided (next to the expenditure line).
- 6 VAT All values entered must be inclusive of VAT paid by the contractor, but exclusive of any VAT to be charged to the Authority.
- 7 Inserting new lines Only insert new lines into the tabs 'Detailed Unit Pricing Schedule' and 'Mobilisation Costs'. To insert a new line select the row containing the sub-total for the type of cost that a new row is required for. Right click and select 'insert'. The sub-total will automatically update.
- 8 The tab 'Detailed Unit Pricing Schedule' should only contain the cost of the service once operational. All costs related to the mobilisation of the contract should be shown seperatel in the tab 'Mobilisation Costs'.
- 9 The cost of service user travel and support worker travel will be reimbursed based on actual charges. No volume estimate is available for these and therefore they should not be priced.

On 9th September 2014 the Authority made the following amendments and the provided the following additional guidance.

- 10 The initial journey calculation now links to the number entering accommodation not overall numbers.
- 11 Cells Q7 and U7 (Contract Management Costs) on the Summary Pricing Schedule tab are now linked to 'Detailed Unit Pricing Schedule tab, cells '!E40 and F40 respectively instead of E39 and F39.
- 12 The Authority also provides the following guidance in using the bidder pricing response.

 The purpose of the Detailed Unit Pricing Schedule is to prompt bidders to identify costs. The list of potential cost lines provided is not exhaustive. Additional lines can be added by bidders for any items not included and which they wish to declare. Bidders cannot charge the Authority for costs that they have failed to identify and which were not included within the bid.

• The unit prices will be fixed for the contract, excluding any inflationary increases, and will be paid at the level shown on the Summary Pricing Schedule. i.e. The unit price to be paid by the Authority for accommodation is regardless of the type of accommodation used.

Bidders are expected to weight the cost of each accommodation type appropriately to build up an overall price to be charged per unit (not per type) of accommodation.

- 13 Total initial journeys between Jan 2013 June 2014 713
- 14 The Contractor shall provide an Initial Journey to all Service Users who will be entering the Contractor's Accommodation. The Contractor is not expected to transport Service User's to asylum accommodation.
- On 16th September 2014 the Authority provided the following additional guidance.
 The Authority can confirm that the initial journey as defined relates to a cost per journey and not per user when multiple service users are transported in the same vehicle. Suppliers will be expected to ensure the most cost effective approach.

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	e for Human Trafficking Contract			Contract		2015-16			2016-17			2017-18			2018-19			2019-20	
Bid Line Refere	nceBreakdown of Costs	Charge Unit	Charge type	Mobilisation	Units It		otal	Units It	tem charge 1	Fotal	Units	Item charge	Total	Units	Item charge	Fotal	Units	Item charge	
		e cange e can	10.10.90 000						g						3-1			g.	
Part 1	Management Costs																		
M1	Monthly staffing costs	Per month	Fixed	0.00	12.00	0.00	0.00	12.00	0.00	0.00	12.00	0.00	0.00	12.00	0.00	0.00	12.00	0.00	0.00
M2	Contract management costs	Per month	Fixed	0.00	12.00	0.00	0.00	12.00	0.00	0.00	12.00	0.00	0.00	12.00	0.00	0.00	12.00	0.00	0.00
M3	Overheads	Per month	Fixed	0.00	12.00	0.00	0.00	12.00	0.00	0.00	12.00	0.00	0.00	12.00	0.00	0.00	12.00	0.00	0.00
M4	Profit	Per month	Fixed	0.00	12.00	0.00	0.00	12.00	0.00	0.00	12.00	0.00	0.00	12.00	0.00	0.00	12.00	0.00	0.00
	Total Management Costs			0.00			0.00			0.00			0.00			0.00			0.00
Part 2	Travel Costs																		
T1	Initial travel	Per journey	Fixed	0.00	1,065.00	0.00	0.00	1,308.00	0.00	0.00	1,460.00	0.00	0.00	1,521.00	0.00	0.00	1,491.00	0.00	0.00
T2	Client travel - Service User	Actuals	Pass through	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Т3	Client travel - Support Worker	Actuals	Pass through	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Total Travel Costs			0.00			0.00			0.00			0.00			0.00			0.00
Part 3	Support Costs																		
S1	Specialist support - face to face	Per hour (or part thereof)	Pass through	0.00	66,272.01	0.00	0.00	81,409,19	0.00	0.00	90,893.78	0.00	0.00	94,656.68	0.00	0.00	92,801.54	0.00	0.00
S2	Specialist support - Admin	Per hour (or part thereof)	Pass through	0.00	22,051.05	0.00	0.00	27,087.23	0.00	0.00	30,242.28	0.00	0.00	31,495.36	0.00	0.00	30,877.72	0.00	0.00
S3	Advocacy	Per hour (or part thereof)	Pass through	0.00	16.741.14	0.00	0.00	20,564.86	0.00	0.00	22,960.59	0.00	0.00	23,911.40	0.00	0.00	23,442.68	0.00	0.00
S4	Translation costs	Per page (or part thereof)	Pass through	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
S5	Interpretation - face to face	Per hour (or part thereof)	Pass through	0.00	954.50	0.00	0.00	1,172.61	0.00	0.00	1,309.36	0.00	0.00	1.363.37	0.00	0.00	1,336.72	0.00	0.00
S6	Interpretation - by phone	Per hour (or part thereof)	Pass through	0.00	3,217.40	0.00	0.00	3,952.61	0.00	0.00	4,413.59	0.00	0.00	4,595.62	0.00	0.00	4,505.78	0.00	0.00
	Total Support Costs	i i i i i		0.00			0.00			0.00	,		0.00	,		0.00	,		0.00
						•	•							-					
Part 4	Living Costs																		
L1	Accommodation	Per night	Fixed	0.00	69,544.87	0.00	0.00	85,412.86	0.00	0.00	95,338.51	0.00	0.00	99,321.83	0.00	0.00	97,362.82	0.00	0.00
L2	Subsistence (non asylum) - Adult	week	Fixed	0.00	11,931.07	65.00	775,519.83	14,656.88	65.00	952,697.39	16,365.45	65.00	1,063,753.98	17,041.58	65.00	1,107,702.66	16,708.06	65.00	1,086,023.84
L3	Subsistence (asylum) - Adult	week	Fixed	0.00	2,227.49	30.00	66,824.79	2,739.21	30.00	82,176.43	3,062.80	30.00	91,884.08	3,183.21	30.00	95,496.23	3,123.01	30.00	93,690.16
L4	Subsistence - Dependent	week	Fixed	0.00	367.11	20.50	7,525.76	0.00	20.50	0.00	0.00	20.50	0.00	0.00	20.50	0.00	0.00	20.50	0.00
	Total Living Costs			0.00			849,870.37			1,034,873.82			1,155,638.06			1,203,198.89			1,179,714.00
	Total Per Year			0.00			849,870.37			1,034,873.82			1,155,638.06			1,203,198.89			1,179,714.00

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Detailed Unit Pricing Se	chedule		Core Contract		Optional year	Optional year
Expenditure Category	Comments	Year 1 (2015/16)	Year 2 (2016/17)	Year 3 (2017/18)	Year 4 (2018/19)	Year 5 (2019/20)
Part 1. Management Costs						
M1. Monthly Staffing Costs						
M1.1 Direct Staff Costs						
Salaries/Wages - Excl Overtime						
Salaries/Wages - Overtime						
Pension Costs						
Other (Please specify)						
Total Direct Staff Costs		£0.00	£0.00	£0.00	£0.00	£0.00
M1.2 Indirect Staff Costs				ſ		
Advertising						
Recruitment Redundancy/TUPE						
Relocation						
Subsistence costs						
Travel costs (staff)						
Training/Holiday/Sick pay						
Other Indirect Costs (Please identify in Column B)						
Total Indirect Staff Costs		£0.00	£0.00	£0.00	£0.00	£0.00
Total Monthly Staffing Costs	Per Month	£0.00	£0.00	£0.00		£0.00
M2. Contract Management Costs						
M2.1 Direct Staff Costs						
Salaries/Wages - Excl Overtime						
Salaries/Wages - Overtime						
Pension Costs						
Other (Please specify)						
Total Direct Staff Costs		£0.00	£0.00	£0.00	£0.00	£0.00
M2.2 Indirect Staff Costs						
Advertising						
Recruitment						
Redundancy/TUPE						
Relocation Subsistence costs						
Travel costs (staff)						
Training/Holiday/Sick pay						
Other Indirect Costs (Please identify in Column B)						
Total Indirect Staff Costs		£0.00	£0.00	£0.00	£0.00	£0.0
Total Contract Management Costs	Per Month	£0.00	£0.00			£0.0
M3. Overheads						
M3.1 Equipment, Supplies & Services						
Communications Equipment						
Computer Equipment						
Management Information Reports						
Photocopier/fax Machines						
Photographic Supplies						
Premises						
Stationery						
Telephone Equipment						
Staff Training Costs (New Staff)						
Staff Training Coate (Ongoing Training)	1					
Staff Training Costs (Ongoing Training)						
Vehicles - Staff						
Vehicles - Staff Other equipment & Supplies (Please identify nature of cost in Column B)		£0.00	£0.00	£0.00	£0.00	£0.0
Vehicles - Staff Other equipment & Supplies (Please identify nature of cost in Column B) Total Equipment, Supplies & Services		£0.00	£0.00	£0.00	£0.00	£0.00
Vehicles - Staff Other equipment & Supplies (Please identify nature of cost in Column B) Total Equipment, Supplies & Services M3.2 Other Overhead Costs (Not Included at M1 to M3.1)		£0.00	£0.00	£0.00	£0.00	£0.0
Vehicles - Staff Other equipment & Supplies (Please identify nature of cost in Column B) Total Equipment, Supplies & Services		£0.00	£0.00	£0.00	£0.00	£0.00

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		1				
Other Computer costs						
Postage						
Telephone Call Charges Consultants						
General insurance						
Inventory Expenses Legal fees						
Other Management overheads						
Other HR overheads						
Payroll Processing						
Security Clearance/DBS Checks						
Public Relations						
Total Other Indirect Costs		£0.00	£0.00	£0.00	£0.00	£0.00
Total Overheads	Per Month	£0.00	£0.00	£0.00	£0.00	£0.00
Total Profit (Please also insert %age Profit in Column B. To be used for		£0.00	£0.00	£0.00	20.00	£0.00
future Contract Changes)						
Total Monthly Cost for the Management Fee for the Service		£0.00	£0.00	£0.00	£0.00	£0.00
Part 2. Travel Costs						
T1 Initial Travel						
T1.1 Direct Costs						
Cost Per Vehicle Per Journey						
Fuel						
Other Direct Costs (Please specify)	1					
Total Direct Costs		£0.00	£0.00	£0.00	£0.00	£0.00
T1.2 Indirect Costs	I	1		1		
Staff						
Other Costs (Please specify)						
Total Indirect Costs		£0.00	£0.00	£0.00	£0.00	£0.00
Total Initial Travel	Per Journey	£0.00	£0.00	£0.00	£0.00	£0.00
T2 Service User Travel						
Rail Fares						
Bus Fares						
Other Transport Costs (Please specify)						
Total Service User Travel	Actual Costs	£0.00	£0.00	£0.00	£0.00	£0.00
T3 Support Worker Travel						
Rail Fares						
Bus Fares						
Other Transport Costs (Please specify)						
Total Support Worker Travel	Actual Costs	£0.00	£0.00	£0.00	£0.00	£0.00
Total Cost for Travel Services		£0.00	£0.00	£0.00	£0.00	£0.00
Part 3. Support Costs						
S1. Specialist Support Face To Face						
Hourly Rate						
Other (Please specify)						
Total Specialist Support Face to Face	Por Hour (or part thereof)	£0.00	£0.00	£0.00	£0.00	£0.00
	Per Hour (or part thereof)	20.00	20.00	20.00	£0.00	£0.00
S2. Specialist Support Administration Hourly Rate						
Other (Please specify)		00.00	00.00	00.00	00.00	00.00
Total Specialist Support Administration	Per Hour (or part thereof)	£0.00	£0.00	£0.00	£0.00	£0.00
S3. Advocacy						
Hourly Rate						
Other (Please specify)		£0.00	£0.00	£0.00		
Total Advocacy			EO 00	£0.00	£0.00	£0.00
	Per Hour (or part thereof)	£0.00	20.00	20.00		
S4. Translation Costs	Per Hour (or part thereof)	20.00	20.00	20.00		
S4. Translation Costs Page Rate Other (Please specify)	Per Hour (or part thereof)	20.00	20.00			

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Detailed Unit Pricing Schedule

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Total Translation	Per Page (or part thereof)	£0.00	£0.00	£0.00	£0.00	£0.00
S5. Interpretation Face to Face						
Hourly Rate						
Travel Costs						
Other (Please specify)						
Total Interpretation Face to Face	Per Hour (or part thereof)	£0.00	£0.00	£0.00	£0.00	£0.00
S6. Interpretation By Phone						
Hourly Rate						
Other (Please specify)						
Total Interpretation By Phone	Per Hour (or part thereof)	£0.00	£0.00	£0.00	£0.00	£0.00
Total Cost for Support Services		£0.00	£0.00	£0.00	£0.00	£0.00
Part 4. Living Costs						
L1. Accommodation Costs						
L1.1 Catered Accommodation Costs						
House						
Flat						
Hostel						
Total catered Costs		£0.00	£0.00	£0.00	£0.00	£0.00
L1.2 Self Catered Accomodation Costs						
House						
Flat						
Hostel						
Total Self Catered Costs		£0.00	£0.00	£0.00	£0.00	£0.00
L1.3 Indirect Costs						
Fees & Licences						
Furnishings						
Maintenance						
Staff						
Utilities						
Other (Please Specify)						
Total Indirect Costs		£0.00	£0.00	£0.00	£0.00	£0.00
Total Accomodation Costs	Per Night	£0.00	£0.00	£0.00	£0.00	£0.00
L2. Subsistence (non asylum) - Adult	Per Week - Rate set by the Authority	£65.00	£65.00	£65.00	£65.00	£65.00
L3. Subsistence (asylum) - Adult	Per Week - Rate set by the Authority	£30.00	£30.00	£30.00	£30.00	£30.00
L4. Subsistence - dependent	Per Week - Rate set by the Authority	£20.50	£20.50	£20.50	£20.50	£20.50
Total Cost for Accommodation Services		£115.50	£115.50	£115.50	£115.50	£115.50

Detailed Mobilisation Pricing Schedule						
Comments	Mobilisation					
	£0.00					
	£0.00 £0.00					
	£0.00					
	£0.00					
	£0.00					
	£0.00					
	£0.00					

Consultants		
General insurance		
Inventory Expenses		
Legal fees		
Other Management overheads		
Other HR overheads		
Payroll Processing		
Security Clearance/DBS Checks		
Public Relations		
Total Other Indirect Costs	·	£0.00
Total Overheads		£0.00
Total Profit (Please also insert %age Profit in Column B. To be used for		
future Contract Changes)		
Total Monthly Cost for the Management Fee for the Service		£0.00
Part 2. Travel Costs	1	
T1 Initial Travel		
T1.1 Direct Costs		
Cost Per Vehicle Per Journey		
Fuel		
Other Direct Costs (Please specify)		
Total Direct Costs		£0.00
T1.2 Indirect Costs		
Staff		
Vehicle		
Other Costs (Please specify)		
Total Indirect Costs		£0.00
Total Initial Travel		£0.00
T2 Service User Travel		
Rail Fares		
Bus Fares		
Other Transport Costs (Please specify)		
Total Service User Travel		£0.00
T3 Support Worker Travel		20.00
Rail Fares		
Bus Fares		
Other Transport Costs (Please specify)		00.00
Total Support Worker Travel		£0.00
Total Cost for Travel Services		£0.00
Part 3. Support Costs		
S1. Specialist Support Face To Face		
Hourly Rate		
Other (Please specify)		
Total Specialist Support Face to Face		£0.00
S2. Specialist Support Administration		
Hourly Rate		
Other (Please specify)		
Total Specialist Support Administration		£0.00
S3. Advocacy		
Hourly Rate		
Other (Please specify)		
Total Advocacy		£0.00
S4. Translation Costs		
Page Rate		
Other (Please specify)		
Total Translation		£0.00
S5. Interpretation Face to Face		
Hourly Rate		
Travel Costs		
Other (Please specify)		
Total Interpretation Face to Face		£0.00
		20.00

S6. Interpretation By Phone		
Hourly Rate		
Other (Please specify)		
Total Interpretation By Phone	£0.00	
Total Cost for Support Services	£0.00	

L1. Accommodation Costs	
L1.1 Catered Accommodation Costs	
House	
Flat	
Hostel	
Total catered Costs	£0.0
L1.2 Self Catered Accomodation Costs	
House	
Flat	
Hostel	
Total Self Catered Costs	£0.0
L1.3 Indirect Costs	
Fees & Licences	
Furnishings	
Maintennance	
Staff	
Utilities	
Other (Please Specify)	
Total Indirect Costs	£0.0
Total Accomodation Costs	£0.0
L2. Subsistence (non asylum) - Adult	
L3. Subsistence (asylum) - Adult	
L4. Subsistence - dependent	
otal Cost for Accommodation Services	£0.0

Reference	Service Heading	Definition
M1	Monthly Staffing Costs	This covers head office staffing costs for activities such as manning phone, responding to referral requests etc. Including but not limited to salaries, national insurance, pension costs, travel costs, cost of initial assessment.
M2	Contract management costs	The cost of carrying out management activities for the contract. Including but not limited to salaries, national insurance, pension costs, travel costs
M3	Overheads	including but not limited to cost of shared services, head office costs (rent, rates, utilities etc)
M4	Profit	Profit to be made on the contract Cost of collecting a service user on initial referral and bringing them to the service location. This covers the complete journey (i.e. from support worker base location to pickup location to service location and back to support worker base location). This includes all of the costs of providing this service including, but not limited to, petrol, insurance, vehicle wear and tear, phonecalls, necessary refreshments for the service user. Initial travel is only undertaken
T1	Initial travel	for service users entering accomodation. The cost of journeys undertaken by the service user relating to formal requirements only. Formal requirements can include, but is not limited to, doctors appointments, education, court appearances, treatment, advocacy. This excludes journeys undertaken for domestic reasons which can include, but is not limited to, pleasure activities. The service user is expected to pay for the first £10 of any travel undertaken. The method of travel chosen should
T2	Client travel - Service User	available.
ТЗ	Client travel - Support Worker	The cost of journeys (ticket cost and not time cost) undertaken by support workers whether they are accompanying a service user or not.
S1	Specialist support - face to face	The cost of providing specialised support (i.e. counselling services) to the service user in person. Includes detailed needs based assessment and exit assessment. The cost of carrying out administrative work related to the support workers
S2	Support - Admin	support of the service user. This includes but is not limited to updating records, transcription of notes etc.
S3	Advocacy	The cost of providing advocacy support for the service user. This includes the cost of providing representation of the service user to other organisations.
S4	Translation costs Interpretation (in	The cost of providing document translations for the service user
S5	accommodation) - face to face Interpretation - by	The cost of providing interpretation services to the service user in person at a contractor provided place of accommodation.
S6	phone	The cost of providing interpretation services to the service user by telephone. The total cost per service user per night of providing accommodation to the service user. Includes but not limited to cleaning costs, room costs, any
L1	Accommodation Subsistence (non	applicable taxes, food (if provided). The subsistence payment provided to service users not in asylum
L2	asylum) - Adult	accommodation. Rate set by the Authority. The subsistence payment provided to service users in asylum
L3	Adult	accommodation. Rate set by the Authority.
L4	Subsistence - Dependent	The subsistence payment provided to service users with dependents not in asylum accommodation. Rate set by the Authority.

Service volume forecast*					
	Year 1	Year 2	Year 3	Year 4	Year 5
Referrals	1843	2264	2528	2633	2581
Total entering service	1361	1672	1867	1944	1906
Accommodated	1065	1308	1460	1521	1491
Outtreach (inc asylum accomodated)	296	364	407	423	415

Authority assumptions**

	Value
Hours of Support per support day (accommodation)	0.69
Hours of Support per support day (outtreach)	0.19
Hours of Support admin per support day (accommodation)	0.41
Hours of Support admin per support day (outreach)	0.53
Hours of Client Advocacy per support day (accommodation)	0.21
Hours of Client Advocacy per support day (outreach)	0.08
Pages of Translations per client***	0.00
Average support worker travel hours per support day	0.14
Hours of interpretation per person per day (face to face)	0.01
Hours of interpretation per person per day (telephone)	0.03
Proportion in of outreach in asylum	50%
Referral Journeys	1
Average Support days per accommodated service user	63.65
Average Support days per outreach service user	105.82
Overall Average Support days per service user	78.8
Dependent Accommodation days per support day	0.03

*Forecast based on trend modelling and demand is not guaranteed. **Assumptions based on existing provision and actual demand may fluctuate. ***There have been no translation requests between the period Jan 14 to June 14