**Further Clarification Questions & Responses for HBYW Evaluation**

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| **Regarding pricing proposal-Would you please confirm which cell will be evaluated? (e.g. “total staff costs over the three year” cell C80 )** | The figure provided in cell H33 of Volume 1 Appendix C Pricing Schedule for HBYW Evaluation Partner will be used to calculate the price score  |
| **As a service provider, our way of costing projects involves assigning a daily rate to each member of staff, which we then multiply by the number of days they are engaged in different assignments to arrive at a final costing. This rate is estimated to ensure our continued financial sustainability given salary and all other costs associated with our operation (e.g., recruitment, training and development, tax, sick pay, redundancy costs etc.). Given the above, we do not estimate these additional costs (recruitment, redundancy costs etc.) separately, but they are integrated within our headline rates. Would it be possible to submit our headline rates in column “Salary” and leave the “Delivery Costs” tab blank?** | Yes |
| **To aid understanding and provide clarity, would it be possible for us to change the FTE column to 'number of days' instead?** | Yes |