



Ministry  
of Defence



Template Information

Project:	AFRP
Project Phase:	ITPD
Template Name:	AFRP Tender Financial Template
Template Owner:	AFRP Finance Manager
Purpose:	This template forms Annex H to ITPD and serves to enable Bidders to provide key information on their payment, performance and incentivisation mechanisms and detailed costs in a structured manner so as to enable consistent and comparable evaluation by the Authority.
Security:	OFFICIAL - COMMERCIAL

File Information

Master Version:	AFRP Tender Financial Template_v1
Tender File Name:	AFRP Tender Financial Template_v1.00_[Bidder Name]_[Demand Name]_[Version]
Last Updated:	
Version:	
Status:	ITPD
Disclaimer:	<p>This template is currently draft and subject to ongoing development. It may therefore be incomplete and may contain errors and / or invalid assumptions.</p> <p>If you are not the intended recipient please note that any form of disclosure, distribution, copying or use of this Template or the information in it or in any attachments is strictly prohibited and may be unlawful. If you have received this Template in error, please return it to the Authority, then delete the Template and destroy any copies of it.</p>

Version Log and Release Information

Version	Date	Changes from previous version	Release/ usage
v1.00		Version as issued at ITPD	AFRP release to all Bidders

The Authority assumes that Bidders will not require any edits to this template. shall this not be the case, Bidders shall contact the Template Owner and outline below where changes have been made.

Template re-formatting

Please enter in the table any instances where formatting of any tabs (e.g. added more columns) has been required.

Tab Name	Description of edit	Reason for edit



Master Check 

OK

Index

Contents	Description	Bidder Input Required?	Check
<a href="#">AFRP Financial Template</a>	<b>Workbook details for the AFRP Tender Financial Template are contained in the following worksheets</b>	<b>No - Intentionally Blank</b>	<b>No check required</b>
<a href="#">Version Control</a>	Template information including owner and release details	Yes	No check required
<a href="#">Contents</a>	Summary of template sheets	No	No check required
<a href="#">Approach</a>	Matrix outlining what costs and fees are included in the different calculations	No	No check required
<a href="#">Summary</a>	Summary of Costs	No	No check required
<a href="#">Guidance</a>	Provides guidance required to navigate through this model	No	No check required
<a href="#">Transition</a>	<b>Transition costs from the Bidder shall be submitted in the following worksheet</b>	<b>No - Intentionally Blank</b>	<b>No check required</b>
<a href="#">Transition Fixed Costs</a>	Bidder Transition costs and associated milestone payment charges and pricing (i.e. profit) considerations, for milestones based on a Fixed pricing, between Contract Award and Service Commencement Date	Yes	OK
<a href="#">Delivery Cost Submission</a>	<b>Delivery Cost submissions required from the Bidder shall be submitted in the following worksheets</b>	<b>No - Intentionally Blank</b>	<b>No check required</b>
<a href="#">Core Delivery</a>	Core Delivery Costs for all elements of AFRS	Yes	OK
<a href="#">Pricing Mechanisms</a>	<b>Pricing Mechanism submissions required from the Bidder for the Core Contract shall be submitted in the following worksheets</b>	<b>No - Intentionally Blank</b>	<b>No check required</b>
<a href="#">Transition Milestone Fixed</a>	Transition milestone fixed payment mechanism	Yes	OK
<a href="#">Core Delivery Cost - Total</a>	Total Core Delivery Costs (Target Cost)	No	OK
<a href="#">Core TCIF</a>	Bidder Target Cost Incentive Fee components and illustrative example of cost to the Authority against 30% over run and 10% under run	Yes	OK
<a href="#">Supporting Info</a>	<b>Information underpinning the core submission required from the Bidder shall be submitted in the following worksheets</b>	<b>No - Intentionally Blank</b>	<b>No check required</b>
<a href="#">Infrastructure Req't</a>	Supplier submission of Authority infrastructure requirement in the solution	Yes	No check required
<a href="#">Military Resource Req't</a>	Supplier submission of Authority military resource requirement in the solution	Yes	No check required
<a href="#">Indicies</a>	Bidder indicies used in the calculation of firm price submissions, and any other indicies used in the calculation of cost submissions	Yes	No check required
<a href="#">CDAL</a>	Cost data assumption list to be completed by the Bidder	Yes	No check required
<a href="#">TUPE Redundancy Data</a>	TUPE roles - to be included in template following submission of ROM pricing response	Yes	No check required
<a href="#">TUPE Redundancy</a>	TUPE Redundancy breakdown - to be included in template following submission of ROM pricing response	Yes	OK
<a href="#">Supplementary Bidder Specific Data</a>	<b>Supplementary Bidder Specific Data</b>	<b>No - Intentionally Blank</b>	<b>No check required</b>
<a href="#">Bidder Input</a>	Placeholder shall Bidders wish to add supplementary information	No - Intentionally Blank at present	No check required
<a href="#">Functionality</a>	<b>Sheets driving template functionality are contained in the following worksheets</b>	<b>No - Intentionally Blank</b>	<b>No check required</b>
<a href="#">Assumptions Constraints &amp; Lists</a>	Repository of predetermined inputs to be selected across the model	No	No check required
<a href="#">GFR Offer</a>	Authority GFR	No	No check required
<a href="#">Military Capitation Rates</a>	Provides capitation rates for military resource and the relevant assumptions	No	No check required



Approach for affordability and evaluation

The following matrix outlines what will be used in calculating affordability and evaluating the Bidders price. This is an assessment of costs over 10 years (i.e. a 7 year contract for delivery plus 3 years)

Summary Costs	Pricing Component Consideration?	Included in Affordability Assessment?	Included in Evaluation (i.e. MEAT NPV)
Transition			
Transition Milestone Fixed Costs	Transition	Y	Y
Retained Costs & Risk - Transition	N/A	Y	Y
Core Delivery			
Target Cost Incentive Fee - Summary Core Delivery Costs	Target Cost	Y	Y
Target Cost Incentive Fee - Fee Component	Target Cost	Y	Y
Retained Costs & Risk - Core AFRP	N/A	Y	Y
Core Pass Through Charges		N	Y
Redundancy (Outside the Contract Price)		N	Y

The following table indicates the values entered by the Bidder as a base price for this Demand variant, it does not reflect the final values used in evaluation or any view on the figures post calculation of inflation, NPV, or risk adjustment etc.

[illegible]



Key

Editable input

Select input from dropdown

Pre-populated cell (do not edit)

Template Amendments

Category	Information

Key Notes

Item	Information
Demand Sensitivity	Bidders are required to submit three versions of this template reflecting costs of delivery for the three Demand volumes provided. These shall be clearly labelled as:
	- High Variant
	- Core Submission
	- Low Variant
	Bidders are required to submit additional CDAL assumptions in the High and Low submissions which support explanation of the delta in cost submissions. Additional information can be provided in an external document shall this be appropriate.
	The Authority will use this information, and that in the associated Financial Model, to support future change management.
Time Periods	Cost entries are to be quoted on an annual basis with the exception of Transition Milestone Costs which are requested on a monthly basis from Y0 Month 1 through until Y1 Month 12.
Cost Timings	Milestone 'Payment Profile' values shall be entered in the month in which the milestone completes and payment becomes due pending formal signoff of acceptance criteria

Completion Instructions

Item	Instruction
1	A full set of instructions for this template is contained within the ITPD documentation
2	All worksheets (in light green) requiring Bidder input shall be completed
3	Cost cells with nil cost shall return a [REDACTED] cost for positive confirmation of position
4	The Base Financial Year for all costs is [REDACTED]
5	All cost values shall be entered in 'nominal' terms, i.e. including inflation, for years which you are firm pricing. For subsequent years, all costs shall be entered in the economic condition of the last firm price year consistent with relevant rates quoted in the 'indices' worksheet. For example if you are firm pricing until the end of March [REDACTED] - all submissions including [REDACTED] shall include bidder assumed inflation, [REDACTED] onwards shall be stated in [REDACTED] economic conditons.
6	All costs quoted must be for the MOD Financial Year, which runs from 1st April to 31 March
7	All costs must be in Pound's Sterling. Where costs are incurred by the Bidder in a foreign exchange the FX rate assumed shall be captured in the CDAL. Authority exposure to the FX risk shall also be stated i.e. Bidder retained, managed through the pricing arrangement, or passed to the Authority
8	Prices shall be quoted exclusive of VAT
9	The CDAL worksheet shall be used by the Bidder to detail all assumptions made in the makeup of the financial templates including profit and overhead rates of the tenderer and its major subcontractors. Where this information cannot be provided as part of this submission (or within the Financial Template) for subcontracting organisations the subcontractor is required to submit this separately in line with instructions contained within the ITPD
10	The following colour coding has been used in this workbook:
	Editable input
	Select input from dropdown
	Pre-populated cell (do not edit)
11	Bidder inputs shall not contain links / references to external source files.
12	Check' functionality has been added to each worksheet with a status on the checks visible on each worksheet. An overall status is shown on the Version Control worksheet in the 'Master Check' cell which will identify if there is a functionality / input error somewhere.
13	Costs are assumed to fall within the specific pricing mechanism against which they are documented with the exception of 'Pass through costs (i.e. Employer Contributions)' and 'Redundancy (Outside the Contract Price)' which fall outside of the Contract Price. Information on these shall be appropriately captured within the relevant worksheets as required. These costs shall not be double counted within the pricing mechanism and the specific line item entry
14	Contractor entries shall be at cost within this file with mark-up entered separately in the relevant lines, subcontractor entries shall be entered at price to the contractor (i.e. inclusive of subcontractor mark-up where relevant but exclusive of contractor mark-up on subcontractor price where relevant). Tenderers must supply subcontractor fee information direct to the Authority as directed in ITPD

**AFRP ITPD Annex H - Tender Financial Template**

[Bidder Name]

Transition



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**AFRP ITPD Annex H - Tender Financial Template**

[Bidder Name]  
Delivery Cost Submission



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**AFRP ITPD Annex H - Tender Financial Template**

[Bidder Name]  
Pricing Mechanism



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Key

Editable input  
Select input from dropdown  
Pre-populated cell (do not edit)

Page Check

OK

		Cost Entry		Total
		Year 0 Total	Year 1 Total	
Cost element				
	Fixed or Firm			
Description				
	Transition Fixed Cost Milestone Cost - as incurred		-	-
	Transition Fixed Cost Milestone Cost - Payment profile		-	-
	Transition Fixed Cost Milestone Fees (Mark-up)		-	-
	Transition Fixed Cost Milestone Fees on own costs (Mark-up)		-	-
	Transition Fixed Cost Price (Cost + Fee)		-	-
	Milestone Fees (on own costs)			-
	Milestone Fees (on sub-contractor costs)			-
	Total Milestone Fees		-	-
				OK
				Total Fee Check

Total Core Delivery Costs (Target Cost)

Period start  
Period end

01 April 2024	01 April 2025	01 April 2026	01 April 2027	01 April 2028	01 April 2029	01 April 2030	01 April 2031	01 April 2032	01 April 2033	01 April 2034
31 March 2025	31 March 2026	31 March 2027	31 March 2028	31 March 2029	31 March 2030	31 March 2031	31 March 2032	31 March 2033	31 March 2034	31 March 2035

Description		Cost Category	RDEL/COEL/1	FIRM?	Years	FIXED?	Years	TCF	Intention/Comments	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Total Costs				Year 7	Year 8	Year 9	Year 10	Total
Recruitment Strategy																								
D1.1	Labour	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.2	IT, Software & Licensing	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.3	Travel & Subsistence	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.4	Infrastructure	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.5	Major Subcontractors - Labour	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.6	Major Subcontractors - IT, Software & Licensing	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.7	Major Subcontractors - Travel & Subsistence	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.8	Other Subcontractor Costs	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.9	Associated Risk	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.10	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.11	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.12	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.13	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.14	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.15	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.16	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.17	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.18	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.19	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.20	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.21	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.22	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.23	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.24	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.25	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Marketing																								
D1.26	Labour	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.27	IT, Software & Licensing	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.28	Travel & Subsistence	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.29	Infrastructure	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.30	Major Subcontractors - Labour	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.31	Major Subcontractors - IT, Software & Licensing	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.32	Major Subcontractors - Travel & Subsistence	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.33	Other Subcontractor Costs	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.34	Associated Risk	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.35	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.36	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.37	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.38	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.39	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.40	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.41	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.42	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.43	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.44	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.45	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.46	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.47	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.48	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.49	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.50	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Contact																								
D1.51	Labour	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.52	IT, Software & Licensing	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.53	Travel & Subsistence	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.54	Infrastructure	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.55	Major Subcontractors - Labour	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.56	Major Subcontractors - IT, Software & Licensing	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.57	Major Subcontractors - Travel & Subsistence	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.58	Other Subcontractor Costs	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.59	Associated Risk	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.60	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.61	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.62	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.63	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-	-	-	-	-	-	-	-	-	-	
D1.64	Spare to Bidder	0	0	0	0	0	0	0		-	-	-	-	-</										



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Target Cost all years	-
Target Incentive Fee (%)	
Authority Share of Under-run (%)	
Authority Share of Over-run (%)	
Max Price Level (if applicable)	

\*The price above which 100% of cost over-run will fall to the Contractor

Period Start	01 April 2024	01 April 2025	01 April 2026	01 April 2027	01 April 2028	01 April 2029	01 April 2030	01 April 2031	01 April 2032	01 April 2033	01 April 2034
Period End	31 March 2025	31 March 2026	31 March 2027	31 March 2028	31 March 2029	31 March 2030	31 March 2031	31 March 2032	31 March 2033	31 March 2034	31 March 2035

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**AFRP ITPD Annex H - Tender Financial Template**

[Bidder Name]

Supporting Info



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		Period Start	01 April 2024	01 April 2025	01 April 2026	01 April 2027	01 April 2028	01 April 2029	01 April 2030	01 April 2031	01 April 2032	01 April 2033	01 April 2034	01 April 2035	
		Period End	31 March 2025	31 March 2026	31 March 2027	31 March 2028	31 March 2029	31 March 2030	31 March 2031	31 March 2032	31 March 2033	31 March 2034	31 March 2035		
	Rank / Grade	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10		Total	
Military															
Army Trained Strength	Army - Colonel													-	
	Army - Lieutenant Colonel													-	
	Army - Major													-	
	Army - Captain													-	
	Army - Lieutenant													-	
	Army - 2nd Lieutenant													-	
	Army - Warrant Officer 1													-	
	Army - Warrant Officer 2													-	
	Army - Staff/Colour Sergeant													-	
	Army - Sergeant													-	
	Army - Corporal													-	
	Army - Lance Corporal													-	
	Army - Private													-	
Royal Air Force Trained Strength	RAF - Group Captain													-	
	RAF - Wing Commander													-	
	RAF - Squadron Leader													-	
	RAF - Flight Lieutenant													-	
	RAF - Flying Officer													-	
	RAF - Warrant Officer													-	
	RAF - Flight Sergeant													-	
	RAF - Sergeant													-	
	RAF - Corporal													-	
	RAF - Lance Corporal													-	
RAF - Senior/Leading Aircraftmen													-		
RAF - Private													-		
Royal Navy Trained Strength	RN - Captain													-	
	RN - Commander													-	
	RN - Lieutenant Commander													-	
	RN - Lieutenant													-	
	RN - Sub-Lieutenant													-	
	RN - Warrant Officer Class 1													-	
	RN - Warrant Officer Class 2													-	
	RN - Chief Petty Officer													-	
	RN - Petty Officer													-	
	RN - Lance Corporal													-	
	RN - Leading Hand													-	
	RN - Able Seaman													-	
	Army FTRS	Army FTRS FC - Colonel													-
Army FTRS FC - Lieutenant Colonel														-	
Army FTRS FC - Major														-	
Army FTRS FC - Captain														-	
Army FTRS FC - Lieutenant														-	
Army FTRS FC - Warrant Officer 1														-	
Army FTRS FC - Warrant Officer 2														-	
Army FTRS FC - Staff Sergeant														-	
Army FTRS FC - Sergeant														-	
Army FTRS FC - Corporal														-	
Army FTRS FC - Lance Corporal														-	
Army FTRS FC - Private														-	
Royal Air Force FTRS		RAF FTRS FC - Air Commodore													-
	RAF FTRS FC - Group Captain													-	
	RAF FTRS FC - Wing Commander													-	
	RAF FTRS FC - Squadron Leader													-	
	RAF FTRS FC - Flight Lieutenant													-	
	RAF FTRS FC - Flying Officer													-	
	RAF FTRS FC - Warrant Officer													-	
	RAF FTRS FC - Flight Sergeant													-	
	RAF FTRS FC - Sergeant													-	
	RAF FTRS FC - Corporal													-	
RAF FTRS FC - Lance Corporal													-		
RAF FTRS FC - Senior/Leading Aircraftmen													-		
RAF FTRS FC - Private													-		
Royal Navy FTRS	FTRS FC RN - Captain													-	
	FTRS FC RN - Commander													-	
	FTRS FC RN - Lieutenant Commander													-	
	FTRS FC RN - Lieutenant													-	
	FTRS FC RN - Sub-Lieutenant													-	
	FTRS FC RN - Warrant Officer Class 1													-	
	FTRS FC RN - Warrant Officer Class 2													-	
	FTRS FC RN - Chief Petty Officer													-	
	FTRS FC RN - Petty Officer													-	
	FTRS FC RN - Leading Hand													-	
	FTRS FC RN - Able Seaman													-	
	Military Resource Liability														
	Military														
Army Trained Strength	Army - Colonel		-	-	-	-	-	-	-	-	-	-	-	-	
	Army - Lieutenant Colonel		-	-	-	-	-	-	-	-	-	-	-	-	
	Army - Major		-	-	-	-	-	-	-	-	-	-	-	-	
	Army - Captain		-	-	-	-	-	-	-	-	-	-	-	-	
	Army - Lieutenant		-	-	-	-	-	-	-	-	-	-	-	-	
	Army - 2nd Lieutenant		-	-	-	-	-	-	-	-	-	-	-	-	
	Army - Warrant Officer 1		-	-	-	-	-	-	-	-	-	-	-	-	
	Army - Warrant Officer 2		-	-	-	-	-	-	-	-	-	-	-	-	
	Army - Staff/Colour Sergeant		-	-	-	-	-	-	-	-	-	-	-	-	
	Army - Sergeant		-	-	-	-	-	-	-	-	-	-	-	-	
	Army - Corporal		-	-	-	-	-	-	-	-	-	-	-	-	
	Army - Lance Corporal		-	-	-	-	-	-	-	-	-	-	-	-	
	Army - Private		-	-	-	-	-	-	-	-	-	-	-	-	
Royal Air Force Trained Strength	RAF - Group Captain		-	-	-	-	-	-	-	-	-	-	-	-	
	RAF - Wing Commander		-	-	-	-	-	-	-	-	-	-	-	-	
	RAF - Squadron Leader		-	-	-	-	-	-	-	-	-	-	-	-	
	RAF - Flight Lieutenant		-	-	-	-	-	-	-	-	-	-	-	-	
	RAF - Flying Officer		-	-	-	-	-	-	-	-	-	-	-	-	
	RAF - Warrant Officer		-	-	-	-	-	-	-	-	-	-	-	-	
	RAF - Flight Sergeant		-	-	-	-	-	-	-	-	-	-	-	-	
	RAF - Sergeant		-	-	-	-	-	-	-	-	-	-	-	-	
	RAF - Corporal		-	-	-	-	-	-	-	-	-	-	-	-	
	RAF - Lance Corporal		-	-	-	-	-	-	-	-	-	-	-	-	
RAF - Senior/Leading Aircraftmen		-	-	-	-	-	-	-	-	-	-	-	-		
RAF - Private		-	-	-	-	-	-	-	-	-	-	-	-		
Royal Navy Trained Strength	RN - Captain		-	-	-	-	-	-	-	-	-	-	-	-	
	RN - Commander		-	-	-	-	-	-	-	-	-	-	-	-	
	RN - Lieutenant Commander		-	-	-	-	-	-	-	-	-	-	-	-	
	RN - Lieutenant		-	-	-	-	-	-	-	-	-	-	-	-	
	RN - Sub-Lieutenant		-	-	-	-	-	-	-	-	-	-	-	-	
	RN - Warrant Officer Class 1		-	-	-	-	-	-	-	-	-	-	-	-	
	RN - Warrant Officer Class 2		-	-	-	-	-	-	-	-	-	-	-	-	
	RN - Chief Petty Officer		-	-	-	-	-	-	-	-	-	-	-	-	
	RN - Petty Officer		-	-	-	-	-	-	-	-	-	-	-	-	
	RN - Lance Corporal		-	-	-	-	-	-	-	-	-	-	-	-	
	RN - Leading Hand		-	-	-	-	-	-	-	-	-	-	-	-	
	RN - Able Seaman		-	-	-	-	-	-	-	-	-	-	-	-	
	Army FTRS	Army FTRS FC - Colonel		-	-	-	-	-	-	-	-	-	-	-	-
Army FTRS FC - Lieutenant Colonel			-	-	-	-	-	-	-	-	-	-	-	-	
Army FTRS FC - Major			-	-	-	-	-	-	-	-	-	-	-	-	
Army FTRS FC - Captain			-	-	-	-	-	-	-	-	-	-	-	-	
Army FTRS FC - Lieutenant			-	-	-	-	-	-	-	-	-	-	-	-	
Army FTRS FC - Warrant Officer 1			-	-	-	-	-	-	-	-	-	-	-	-	
Army FTRS FC - Warrant Officer 2			-	-	-	-	-	-	-	-	-	-	-	-	
Army FTRS FC - Staff Sergeant			-	-	-	-	-	-	-	-	-	-	-	-	
Army FTRS FC - Sergeant			-	-	-	-	-	-	-	-	-	-	-	-	
Army FTRS FC - Corporal			-	-	-	-	-	-	-	-	-	-	-	-	
Army FTRS FC - Lance Corporal			-	-	-	-	-	-	-	-	-	-	-	-	
Army FTRS FC - Private			-	-	-	-	-	-	-	-	-	-	-	-	
Royal Air Force FTRS		RAF FTRS FC - Air Commodore		-	-	-	-	-	-	-	-	-	-	-	-
	RAF FTRS FC - Group Captain		-	-	-	-	-	-	-	-	-	-	-	-	
	RAF FTRS FC - Wing Commander		-	-	-	-	-	-	-	-	-	-	-	-	
	RAF FTRS FC - Squadron Leader		-	-	-	-	-	-	-	-	-	-	-	-	
	RAF FTRS FC - Flight Lieutenant		-	-	-	-	-	-	-	-	-	-	-	-	
	RAF FTRS FC - Flying Officer		-	-	-	-	-	-	-	-	-	-	-	-	
	RAF FTRS FC - Warrant Officer		-	-	-	-	-	-	-	-	-	-	-	-	
	RAF FTRS FC - Flight Sergeant		-	-	-	-	-	-	-	-	-	-	-	-	
	RAF FTRS FC - Sergeant		-	-	-	-	-	-	-	-	-	-	-	-	
	RAF FTRS FC - Corporal		-	-	-	-	-	-	-	-	-	-	-	-	
RAF FTRS FC - Lance Corporal		-	-	-	-	-	-	-	-	-	-	-	-		
RAF FTRS FC - Senior/Leading Aircraftmen		-	-	-	-	-	-	-	-	-	-	-	-		
RAF FTRS FC - Private		-	-	-	-	-	-	-	-	-	-	-	-		
Royal Navy FTRS	FTRS FC RN - Captain		-	-	-	-	-	-	-	-	-	-	-	-	
	FTRS FC RN - Commander		-	-	-	-	-	-	-	-	-	-	-	-	
	FTRS FC RN - Lieutenant Commander		-	-	-	-	-	-	-	-	-	-	-	-	
	FTRS FC RN - Lieutenant		-	-	-	-	-	-	-	-	-	-	-	-	
	FTRS FC RN - Sub-Lieutenant		-	-	-	-	-	-	-	-	-	-	-	-	
	FTRS FC RN - Warrant Officer Class 1		-	-	-	-	-	-	-	-	-	-	-	-	
	FTRS FC RN - Warrant Officer Class 2		-	-	-	-	-	-	-	-	-	-	-	-	
	FTRS FC RN - Chief Petty Officer		-	-	-	-	-	-	-	-	-	-	-	-	
	FTRS FC RN - Petty Officer		-	-	-	-	-	-	-	-	-	-	-	-	
	FTRS FC RN - Leading Hand		-	-	-	-	-	-	-	-	-	-	-	-	
	FTRS FC RN - Able Seaman		-	-	-	-	-	-	-	-	-	-	-	-	
	Total Authority Cost			-	-	-	-	-	-	-	-	-	-	-	

[illegible]



01 April 2024	01 April 2025	01 April 2026	01 April 2027	01 April 2028	01 April 2029	01 April 2030	01 April 2031	01 April 2032	01 April 2033	01 April 2034
31 March 2025	31 March 2026	31 March 2027	31 March 2028	31 March 2029	31 March 2030	31 March 2031	31 March 2032	31 March 2033	31 March 2034	31 March 2035
Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10

Check that costs  
are + and  
redundancies are -

### Summary (FTE)

**Total**

10/10



100

OK

## Redundancy Split - Originating Employer [FTE]

100

10
11

## Redundancy Split - Pricing Considerations [FTE]

10


OK

OK

### Redundancy Valuation

## Redundancy Charges - Within TCIF (£)

20

100
100


## Redundancy Charges (Outside the Contract Price) - [£]



100
100

100
100

## Redundancy Charge Summary [£]

10



## Redundancy Liability Summary (£)

10

20

Totals Check OK

**Supporting Evidence (the narrative to support the figures in section 1 / 2)**

Supporting Detail

Please summarise the changes you intend to make to overall headcount for any given year within each category

[illegible]



[Bidder Name]  
Supplementary Bidder Specific Data

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Key

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Select input from dropdown

Pre-populated cell (do not edit)

Bidder Input

Bidders are free to add upto 20 tabs, each for a discrete piece of supplementary information that the Authority may find useful to understand the financial submission or the financial / technical alignment, or to build confidence in the price submitted. Examples of information include evidence to support redundancy / wider savings projections, and cost summary details which bridge the gap between template and model (such as those discussed during later stages of Competitive Dialogue) - thus increasing the Authorities potential understanding of the financial submission. This information will not be more widely circulated to technical SMEs but may be drawn on as part of the financial considerations where appropriate.

**AFRP ITPD Annex H - Tender Financial Template**

[Bidder Name]

Functionality



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AFRP ITPD Annex H - Tender Financial Template

[Bidder Name]  
Assumptions Constraints & Lists

Key

Editable input

Select input from dropdown

Pre-populated cell (do not edit)

Constraints

Data	Rationale
01/04/2024	Contract Award
01/04/2025	SCD

Contract Year	Start Date	End Date
Year 0	01/04/2024	31/03/2025
Year 1	01/04/2025	31/03/2026
Year 2	01/04/2026	31/03/2027
Year 3	01/04/2027	31/03/2028
Year 4	01/04/2028	31/03/2029
Year 5	01/04/2029	31/03/2030
Year 6	01/04/2030	31/03/2031
Year 7	01/04/2031	31/03/2032
Year 8	01/04/2032	31/03/2033
Year 9	01/04/2033	31/03/2034
Year 10	01/04/2034	31/03/2035

Monthly Breakdown	Month Start	Month End
Year 0 - Month 1	01/04/2024	30/04/2024
Year 0 - Month 2	01/05/2024	31/05/2024
Year 0 - Month 3	01/06/2024	30/06/2024
Year 0 - Month 4	01/07/2024	31/07/2024
Year 0 - Month 5	01/08/2024	31/08/2024
Year 0 - Month 6	01/09/2024	30/09/2024
Year 0 - Month 7	01/10/2024	31/10/2024
Year 0 - Month 8	01/11/2024	30/11/2024
Year 0 - Month 9	01/12/2024	31/12/2024
Year 0 - Month 10	01/01/2025	31/01/2025
Year 0 - Month 11	01/02/2025	28/02/2025
Year 0 - Month 12	01/03/2025	31/03/2025
Year 1 - Month 1	01/04/2025	30/04/2025
Year 1 - Month 2	01/05/2025	31/05/2025
Year 1 - Month 3	01/06/2025	30/06/2025
Year 1 - Month 4	01/07/2025	31/07/2025
Year 1 - Month 5	01/08/2025	31/08/2025
Year 1 - Month 6	01/09/2025	30/09/2025
Year 1 - Month 7	01/10/2025	31/10/2025
Year 1 - Month 8	01/11/2025	30/11/2025
Year 1 - Month 9	01/12/2025	31/12/2025
Year 1 - Month 10	01/01/2026	31/01/2026
Year 1 - Month 11	01/02/2026	28/02/2026
Year 1 - Month 12	01/03/2026	31/03/2026

Lists

Cost / Fee	Description
Fixed Cost	Fixed Element Cost
Variable Cost	Variable Element Cost

Confirmations	Description
Y	Yes
N	No

RDEL/CDEL	Description
RDEL	Resource Departmental Expenditure Limits
CDEL	Capital Departmental Expenditure Limits

Error Check	Description
OK	No Error
ERROR	Error

Liabe for VAT?	Description
Y	Yes
N	No

VAT Rate	
1.2	20%

Cost Element	
Fixed	
Firm	

Key

Editable input

Select input from dropdown

Pre-populated cell (do not edit)

Note - All data included here is for illustrative purposes and is subject to change ahead of submission of template

Military Capitation Rates

			Period Start	01 April 2024	01 April 2025	01 April 2026	01 April 2027	01 April 2028	01 April 2029	01 April 2030	01 April 2031	01 April 2032	01 April 2033
			Period End	31 March 2025	31 March 2026	31 March 2027	31 March 2028	31 March 2029	31 March 2030	31 March 2031	31 March 2032	31 March 2033	31 March 2034
			FY 23/24	FY 24/25	FY 25/26	FY 26/27	FY 27/28	FY 28/29	FY 29/30	FY 30/31	FY 31/32	FY 32/33	FY 33/34
			% Increase of previous year	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%
	Rank	Current Liability as @ XX/XX/2021	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Military													
Army Trained Strength	Army - Colonel		181,517	186,055	190,706	195,474	200,361	205,370	210,504	215,767	221,161	226,690	232,357
	Army - Lieutenant Colonel		153,213	157,043	160,970	164,994	169,119	173,347	177,680	182,122	186,675	191,342	196,126
	Army - Major		113,503	116,340	119,249	122,230	125,286	128,418	131,628	134,919	138,292	141,749	145,293
	Army - Captain		85,579	87,719	89,912	92,159	94,463	96,825	99,245	101,727	104,270	106,877	109,548
	Army - Lieutenant		61,851	63,398	64,982	66,607	68,272	69,979	71,729	73,522	75,360	77,244	79,175
	Army - 2nd Lieutenant		34,403	35,263	36,144	37,048	37,974	38,924	39,897	40,894	41,916	42,964	44,038
	Army - Warrant Officer 1		97,491	99,929	102,427	104,988	107,612	110,303	113,060	115,887	118,784	121,753	124,797
	Army - Warrant Officer 2		89,326	91,559	93,848	96,194	98,599	101,064	103,591	106,180	108,835	111,556	114,345
	Army - Staff/Colour Sergeant		81,722	83,765	85,860	88,006	90,206	92,461	94,773	97,142	99,571	102,060	104,612
	Army - Sergeant		73,634	75,475	77,361	79,295	81,278	83,310	85,393	87,527	89,716	91,958	94,257
	Army - Corporal		63,845	65,441	67,077	68,754	70,473	72,235	74,041	75,892	77,789	79,734	81,727
	Army - Lance Corporal		55,972	57,371	58,806	60,276	61,783	63,327	64,910	66,533	68,196	69,901	71,649
	Army - Private		41,844	42,890	43,962	45,061	46,188	47,343	48,526	49,739	50,983	52,257	53,564
Royal Air Force Trained Strength	RAF - Group Captain		182,773	187,343	192,026	196,827	201,748	206,791	211,961	217,260	222,692	228,259	233,965
	RAF - Wing Commander		156,307	160,215	164,220	168,325	172,534	176,847	181,268	185,800	190,445	195,206	200,086
	RAF - Squadron Leader		112,723	115,541	118,429	121,390	124,425	127,535	130,724	133,992	137,342	140,775	144,295
	RAF - Flight Lieutenant		89,133	91,362	93,646	95,987	98,386	100,846	103,367	105,951	108,600	111,315	114,098
	RAF - Flying Officer		63,430	65,016	66,641	68,307	70,015	71,765	73,560	75,399	77,283	79,216	81,196
	RAF - Warrant Officer		98,437	100,898	103,421	106,006	108,657	111,373	114,157	117,011	119,936	122,935	126,008
	RAF - Flight Sergeant		84,677	86,794	88,963	91,188	93,467	95,804	98,199	100,654	103,170	105,750	108,393
	RAF - Sergeant		75,825	77,721	79,664	81,655	83,697	85,789	87,934	90,132	92,385	94,695	97,062
	RAF - Corporal		64,734	66,353	68,012	69,712	71,455	73,241	75,072	76,949	78,873	80,844	82,866
	RAF - Lance Corporal		55,651	57,042	58,468	59,930	61,428	62,964	64,538	66,151	67,805	69,500	71,238
	RAF - Senior/Leading Aircraftmen		47,458	48,644	49,860	51,107	52,385	53,694	55,036	56,412	57,823	59,268	60,750
	RAF - Private		29,559	30,298	31,056	31,832	32,628	33,444	34,280	35,137	36,015	36,915	37,838
Royal Navy Trained Strength	RN - Captain		180,410	184,920	189,543	194,282	199,139	204,118	209,220	214,451	219,812	225,308	230,940
	RN - Commander		154,122	157,976	161,925	165,973	170,122	174,375	178,735	183,203	187,783	192,478	197,290
	RN - Lieutenant Commander		113,295	116,127	119,030	122,006	125,056	128,183	131,387	134,672	138,039	141,490	145,027
	RN - Lieutenant		87,985	90,185	92,440	94,751	97,119	99,547	102,036	104,587	107,202	109,882	112,629
	RN - Sub-Lieutenant		66,866	68,538	70,251	72,008	73,808	75,653	77,544	79,483	81,470	83,507	85,594
	RN - Warrant Officer Class 1		99,144	101,623	104,164	106,768	109,437	112,173	114,977	117,851	120,798	123,818	126,913
	RN - Warrant Officer Class 2		91,737	94,031	96,381	98,791	101,261	103,792	106,387	109,047	111,773	114,567	117,431
	RN - Chief Petty Officer		86,626	88,791	91,011	93,286	95,618	98,009	100,459	102,971	105,545	108,184	110,888
	RN - Petty Officer		75,693	77,585	79,525	81,513	83,551	85,640	87,781	89,975	92,224	94,530	96,893
	RN - Lance Corporal		64,840	66,461	68,122	69,825	71,571	73,360	75,194	77,074	79,001	80,976	83,000
	RN - Leading Hand		55,716	57,109	58,537	60,000	61,500	63,038	64,614	66,229	67,885	69,582	71,322
	RN - Able Seaman		42,681	43,748	44,841	45,962	47,112	48,289	49,497	50,734	52,002	53,302	54,635
Army FTRS	Army FTRS FC - Colonel		171,811	176,106	180,509	185,021	189,647	194,388	199,248	204,229	209,335	214,568	219,932
	Army FTRS FC - Lieutenant Colonel		139,371	142,855	146,427	150,088	153,840	157,686	161,628	165,669	169,810	174,056	178,407
	Army FTRS FC - Major		103,885	106,482	109,144	111,873	114,670	117,537	120,475	123,487	126,574	129,739	132,982
	Army FTRS FC - Captain		83,582	85,672	87,814	90,009	92,259	94,566	96,930	99,353	101,837	104,383	106,993
	Army FTRS FC - Lieutenant		61,019	62,544	64,108	65,710	67,353	69,037	70,763	72,532	74,345	76,204	78,109
	Army FTRS FC - Warrant Officer 1		86,889	89,061	91,287	93,570	95,909	98,307	100,764	103,283	105,865	108,512	111,225
	Army FTRS FC - Warrant Officer 2		79,700	81,693	83,735	85,829	87,974	90,174	92,428	94,739	97,107	99,535	102,023
	Army FTRS FC - Staff Sergeant		73,072	74,899	76,772	78,691	80,658	82,675	84,742	86,860	89,032	91,257	93,539
	Army FTRS FC - Sergeant		66,855	68,527	70,240	71,996	73,796	75,641	77,532	79,470	81,457	83,493	85,581
	Army FTRS FC - Corporal		57,369	58,803	60,273	61,780	63,324	64,907	66,530	68,193	69,898	71,646	73,437
	Army FTRS FC - Lance Corporal		50,048	51,299	52,582	53,896	55,244	56,625	58,040	59,491	60,979	62,503	64,066
	Army FTRS FC - Private		47,071	48,248	49,454	50,691	51,958	53,257	54,588	55,953	57,352	58,786	60,255
Royal Air Force FTRS	RAF FTRS FC - Air Commodore		202,706	207,773	212,968	218,292	223,749	229,343	235,077	240,954	246,977	253,152	259,481
	RAF FTRS FC - Group Captain		168,612	172,827	177,148	181,577	186,116	190,769	195,538	200,427	205,437	210,573	215,838
	RAF FTRS FC - Wing Commander		144,373	147,982	151,682	155,474	159,361	163,345	167,428	171,614	175,904	180,302	184,809
	RAF FTRS FC - Squadron Leader		105,551	108,190	110,894	113,667	116,508	119,421	122,407	125,467	128,603	131,818	135,114
	RAF FTRS FC - Flight Lieutenant		82,829	84,900	87,022	89,198	91,428	93,714	96,056	98,458	100,919	103,442	106,028
	RAF FTRS FC - Flying Officer		55,560	56,949	58,373	59,832	61,328	62,861	64,433	66,043	67,694	69,387	71,122
	RAF FTRS FC - Warrant Officer		86,953	89,126	91,355	93,638	95,979	98,379	100,838	103,359	105,943	108,592	111,307
	RAF FTRS FC - Flight Sergeant		76,179	78,084	80,036	82,037	84,088	86,190	88,344	90,553	92,817	95,137	97,516
	RAF FTRS FC - Sergeant		67,133	68,811	70,532	72,295	74,102	75,955	77,854	79,800	81,795	83,840	85,936
	RAF FTRS FC - Corporal		56,656	58,073	59,524	61,013	62,538	64,101	65,704	67,347	69,030	70,756	72,525
	RAF FTRS FC - Lance Corporal		48,106	49,309	50,541	51,805	53,100	54,428	55,788	57,183	58,612	60,078	61,580
	RAF FTRS FC - Senior/Leading Aircraftmen		41,703	42,745	43,814	44,909	46,032	47,183	48,362	49,571	50,811	52,081	53,383
	RAF FTRS FC - Private		25,651	26,292	26,949	27,623	28,314	29,021	29,747	30,491	31,253	32,034	32,835
Royal Navy FTRS	FTRS FC RN - Captain		202,706	207,773	212,968	218,292	223,749	229,343	235,077	240,954	246,977	253,152	259,481
	FTRS FC RN - Commander		167,513	171,700	175,993	180,393	184,903	189,525	194,263	199,120	204,098	209,200	214,430
	FTRS FC RN - Lieutenant Commander		143,254	146,835	150,506	154,269	158,126	162,079	166,131	170,284	174,541	178,905	183,377
	FTRS FC RN - Lieutenant		104,340	106,948	109,622	112,362	115,171	118,051	121,002	124,027	127,128	130,306	133,563
	FTRS FC RN - Sub-Lieutenant		81,588	83,628	85								

Civilian Resource Capitation Rates for Affordability Analysis

			Period Start	01 April 2024	01 April 2025	01 April 2026	01 April 2027	01 April 2028	01 April 2029	01 April 2030	01 April 2031	01 April 2032	01 April 2033	
			Period End	31 March 2025	31 March 2026	31 March 2027	31 March 2028	31 March 2029	31 March 2030	31 March 2031	31 March 2032	31 March 2033	31 March 2034	
			FY 23/24	FY 24/25	FY 25/26	FY 26/27	FY 27/28	FY 28/29	FY 29/30	FY 30/31				
			% Increase of previous year	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	
	Rank	Current Liability as @ XX/XX/2021	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	
Civilian														
Non Industrial Civilians	ACDO		73,263	75,094	76,821	78,588	80,396	82,245	84,136	86,072	88,051	90,076	92,148	
	BAND B1		99,800	102,295	104,852	107,474	110,160	112,914	115,737	118,631	121,597	124,636	127,752	
	BAND B2		82,359	84,418	86,529	88,692	90,909	93,182	95,512	97,899	100,347	102,855	105,427	
	BAND C1		61,235	62,766	64,336	65,944	67,593	69,282	71,014	72,790	74,609	76,475	78,387	
	BAND C2		49,762	51,006	52,281	53,588	54,928	56,301	57,708	59,151	60,630	62,146	63,699	
	BAND D		39,643	40,634	41,650	42,691	43,758	44,852	45,974	47,123	48,301	49,509	50,746	
	BAND E1		30,776	31,545	32,334	33,142	33,971	34,820	35,691	36,583	37,497	38,435	39,396	
	BAND E2		28,364	29,073	29,800	30,545	31,308	32,091	32,893	33,716	34,559	35,423	36,308	
	CIVILIAN CONSULTANT PRE OCT 03 ABATED													
	CIVILIAN CONSULTANT POST OCT 03													
	PROF OF MUSIC ENGLAND(INSTRUMENT) (9616)													
	PROF OF MUSIC ENGLAND (ACADEMIC) (9617)													
	SPARE 1		-	-	-	-	-	-	-	-	-	-	-	-
	SPARE 2		-	-	-	-	-	-	-	-	-	-	-	-
	SPARE 3		-	-	-	-	-	-	-	-	-	-	-	-
	SPARE 4		-	-	-	-	-	-	-	-	-	-	-	-
SPARE 5		-	-	-	-	-	-	-	-	-	-	-	-	
SPARE 6		-	-	-	-	-	-	-	-	-	-	-	-	
Industrial Civilians														
	SKILL_ZONE 4		38,311	39,269	40,250	41,257	42,288	43,345	44,429	45,539	46,678	47,845	49,041	
	SKILL_ZONE 3		30,861	31,633	32,424	33,234	34,065	34,917	35,790	36,684	37,601	38,541	39,505	
	SKILL_ZONE 2		27,214	27,894	28,591	29,306	30,039	30,790	31,560	32,349	33,157	33,986	34,836	
	SKILL_ZONE 1		24,777	25,396	26,031	26,682	27,349	28,032	28,733	29,452	30,188	30,943	31,716	