

**EXHIBIT J**  
**COST PROPOSAL**

1. **Total Project Cost** – In this **Exhibit**, provide pricing details below to meet full compliance of scope and requirements as defined in this RFP. This shall include everything necessary to complete system implementation. The Offeror should provide separately in this exhibit, all costs, fees, expenses that it intends to Invoice UNMH under any resulting Agreement. Miscellaneous costs can include such items as cost for standby, oxygen service, fuel, travel expenses and Outreach hours that will be provided.
  - i. Please include a statement as to when miscellaneous charges would be imposed, or if these miscellaneous charges would be absorbed in the fixed hourly rate. Specify if amounts quoted include gross receipts tax or federal excise tax and separate into its on line item. The detail should include frequency of such invoices.
2. **Prices** – All prices/discounts shall be F.O.B. destination and shall include all parts, labor, materials, software, surcharges, supplies, freight, administrative costs, etc., to fulfill the terms, conditions, and scope of work as called for in this RFP and must be based upon percent (%) discount off your current Published List Price.
  - ii. Please provide a statement that the rates quoted in this proposal are equivalent to or lower than the firm’s lowest rates for “most-preferred” clients, or else provide a detail explanation as to why they are not.
3. **Marking and Promotion Efforts** - Contractor will cooperate with UNMH on UNMH’s statewide marketing and promotion efforts, and included in its pricing will be up to twenty-four hours per year of flight time related to such activities, with flight time covered by vendor, and fuel costs covered by UNMH.
4. **A description of additional charges for any extra services – including a not to exceed amount.**
5. Prices shall remain firm throughout the initial contract year. Price increases will be subject to review and approval prior to any subsequent renewal period and upon sixty (60) days advance written notice.
6. **Any charges not specifically identified in this section of your response will be considered free of charge.**
7. *Offerors should detail clearly, all costs that the Offeror believes are the responsibility of the Hospital.*

<b>Project Component: (break costs out annually, year 1 year 2, etc. and distinguish if they are one time fees or re-accruing.</b>					
<u>Description</u>	<u># Units (Hours, users, year (s))</u> <u>QTY</u>	<u>List Price</u>	<u>% off List Price</u>	<u>UNM Price (ea)</u>	<u>UNM Extended Price</u>
Personnel Wages – Pilot(s)					
Personnel Wages - Mechanic					
Personnel Wages – Other (identify titles for other)					
Aircraft Expense(s) – Fuel, oil, disposable supplies					
Aircraft Expenses - Lease					
Aircraft Expenses – Repair and Maintenance					
Medical - Equipment					
Medical – Supplies					
Information Technology					
Marketing and Promotion Efforts					
Other Expense(s)					

**\*Please note as N/A if the description item above is not applicable to your cost proposal.**

<b>Travel: Any applicable costs associated with training, should be clearly identified.</b>					
<u>Description</u>	<u># Units (Hours, users, year (s))</u> <u>QTY</u>	<u>List Price</u>	<u>% off List Price</u>	<u>UNM Price (ea)</u>	<u>UNM Extended Price</u>

**Additional Pricing Information:** The Vendor should complete and submit this exhibit showing any Additional Pricing Information where any of the pricing schedules does not provide a line item for something.

<u>Description</u>	<u># Units (Hours, users, year (s) QTY</u>	<u>List Price</u>	<u>% off List Price</u>	<u>UNM Price (ea)</u>	<u>UNM Extended Price</u>

**Costs To Hospital:** Offerors should detail clearly any costs that the Offeror believes are the responsibility of the Hospital.

<u>Description</u>	<u># Units (Hours, users, year (s) QTY</u>				