# HGACBuy Solicitation: AO04-26

## Response Pricing Form

| Respondent: | | | | | | | |
|---|---|---|---|---|---|---|---|
| **Catalog Pricing** | | | | **Other Pricing** | | | |
| **Type of Equipment, Options, or Services** | **Manufacturer** | **Manufacturer MSRP/List Price Book Name (List price book SHALL be included separately, in proposal response)** | **Point of Purchase Percentage Discount-Off-List** | **Description** | **Manufacturer** | **STANDARD Pricing (e.g. extended warranties, installation cost/hour, etc.)** | **Point of Purchase Discount-Off-Standard Pricing** |
| * This form shall be completed in its entirety and submitted in its original Excel format (no PDF) | | | | | | | |
| * Respondent shall describe the catalog / list price book submitted on this form and show the discount off list that will be applied at the time of purchase (list pricing shall NOT be priced here, but separately) | | | | | | | |
| * Respondent shall use this form to price additional items or services not found on the manufacturers' catalog/list price books (under the "Other Pricing" columns) | | | | | | | |
| * Respondent may add as many lines as is needed, and may use supplemental pricing documents (which shall be noted on this form) | | | | | | | |
| **Example** | | | | | | | |
| Street Sweepers | ABC Manufacturing, Inc. | ABC Manufacturing 2025 List Pricing Guide, V1.1 | 7.00% | Extended Warranty (4-year extended drivetrain, hydraulics, and hopper coverage) | ABC Manufacturing, Inc. | $1,000 | 10.00% |
| Non-hub Airport Airport Management Consulting Services with Airport Connect - Monthly Retainer | GOV AI INC | Airport Connect 2026 List Pricing Guide, V1.0 | 20.00% | | | | |
| Small Hub Airport Management Consulting Services with Airport Connect - Monthly Retainer | GOV AI INC | Airport Connect 2026 List Pricing Guide, V1.0 | 14.00% | | | | |
| Medium Hub Airport Management Consulting Services with Airport Connect - Monthly Retainer | GOV AI INC | Airport Connect 2026 List Pricing Guide, V1.0 | 11.00% | | | | |
| Large Hub Airport Management Consulting Services with Airport Connect - Monthly Retainer | GOV AI INC | Airport Connect 2026 List Pricing Guide, V1.0 | 9.00% | | | | |
| Non-hub Airport Connect Annual Subscription | GOV AI INC | Airport Connect 2026 List Pricing Guide, V1.0 | 20.00% | | | | |
| Small Hub Airport Connect Annual Subscription | GOV AI INC | Airport Connect 2026 List Pricing Guide, V1.0 | 14.00% | | | | |
| Medium Hub Airport Connect Annual Subscription | GOV AI INC | Airport Connect 2026 List Pricing Guide, V1.0 | 11.00% | | | | |
| Large Hub Airport Connect Annual Subscription | GOV AI INC | Airport Connect 2026 List Pricing Guide, V1.0 | 9.00% | | | | |
| Airport Management Services Daily Consulting Rate | GOV AI INC | Airport Connect 2026 List Pricing Guide, V1.0 | 10.00% | | | | |
| Airport Management Services Hourly Consulting Rate | GOV AI INC | Airport Connect 2026 List Pricing Guide, V1.0 | 10.00% | | | | |
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