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**Exhibit D****Cost and Pricing****I. INFORMATION REQUIRED TO BE PROVIDED BY EACH COMPANY RESPONDING TO THE SOLICITATION**

Costs, markups, margins, and fees shall not exceed the maximums established in the tables below, to be provided by each responding company to the Solicitation. Markups on fees are not allowable under the ESPCP.

QESPs shall commit to adhere to these costs, markups, margins, and fees throughout all project phases when participating in the ESPCP. The Department may choose to accept the QESP's costs, markups, margins and fees proposed for the Energy-Savings Performance Project Statement of Work for individual projects without further negotiation, provided they do not exceed the maximums established in the completed tables below. Alternatively, the Department may directly negotiate with QESP for reductions as dictated by individual facility or project requirements. QESP may also propose lower IGEA costs, markups, and fees depending upon individual project considerations or their own internal business approach.

**1 Cost Markups**

Provide your company's proposed maximum markups using the table below for each category listed. Markups represent a percentage added to the base cost for the project (excluding the cost of the IGEA). This format is required and must be completed in its entirety. Use only the categories shown. Ranges for markups are not acceptable.

<b>Construction Costs</b>	<b>Will this task be completed by QESP or subcontractor?</b>	<b>Maximum Markup above actual costs (if any)</b>
Subcontractor costs (Subcontractor costs to QESP)	Subcontractor	
Other direct purchases of Equipment, materials, supplies (Supplier costs to QESP; do not include subcontractor supplies purchased as they should be included above)	QESP	
Design (indicate whether this will be completed by the QESP or subcontracted)		
Project management (indicate whether this will be completed by the QESP or subcontracted)		
Commissioning (indicate whether this will be completed by the QESP or subcontracted)		
Training (indicate whether this will be completed by the QESP or subcontracted)		
Construction measurement and verification (indicate whether this will be completed by the QESP or subcontracted)		
Permits (markup allowed only if permits are acquired by QESP)		
Performance bond	QESP	
Other		

## 2 Project Margins

Using the format of the table below provide the maximum margins that will be applied to any project within the ESPCP. Margins represent the percentage of the total price. If a proposal is from a joint venture, include proposed maximum allowable markup tables for each joint venturer.

<b>Project Margin</b>	<b>Maximum % Margin</b>
Overhead percent	
Profit percent	

## 3 Audit Fee

Using the table below, provide the maximum fee to perform the Investment-Grade Energy Audit and Project Development Proposal, on a cost per square foot basis. The proposed maximum fee shall incorporate the proposer's responsibility to adhere to and complete the full scope of work as presented in the Investment-Grade Energy Audit and Project Development Statement of Work (Exhibit C).

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	Proposed maximum cost per square foot
Investment-Grade Energy Audit and Project Proposal	\$/SF

**4 Other Fees for Annual Costs**

Using the table below, provide information for each category describing how the annual cost is determined, how the fee is charged to the project, and when it is applied. Markups on fees are not allowable under the ESPCP.

Annual Cost Category	How Price is Determined	Years Applied (One-time, Annual, etc.)
Warranty		
Post-Installation Measurement & Verification		
Maintenance		
Other:		
Other:		

**5 Contingency**

Describe your company’s typical level of contingency budget for lighting, electrical, mechanical, controls projects, and other projects and how you propose to apply contingency to cover changes in work scope and subcontractor change orders. Note that all unused contingency funds will revert to the Department or be applied to expand work scope through a change order approved by the Department.

**6 Equipment/Labor Cost Competition**

Describe your company’s process to solicit bids on Equipment/labor or to ensure price/cost competition and the best value for the Department.

**7 Pricing Transparency**

All pricing shall be provided for review and audit such that the company will fully disclose all costs, including all costs of contractors and vendors for this project. Describe your company’s approach to pricing transparency and the method for maintaining cost accounting records on authorized work performed under actual costs for labor and material, or other basis requiring accounting records.

**8 Best Value**

Briefly describe how your approach to energy-savings performance contracting delivers best value for the investment. Identify potential Connecticut Energy Efficiency Fund and Connecticut Clean Energy Finance and Investment Authority incentives and rebates or other financial incentives or grants your company may help provide and/or facilitate.

## II. INFORMATION REQUIRED TO BE PROVIDED BY QESP FOR EACH ENERGY-SAVINGS PERFORMANCE PROJECT PROPOSAL

### Pricing for Energy-Savings Performance Project Proposal

The table below is developed from the information in the tables above and shall be completed during the Energy-Savings Performance Project development stage. The base construction costs are presented in terms of markups in Section 1 for the purpose of cost and pricing for IGEA development, whereas they are represented as margins in the table below for the purpose of cost and pricing for the Energy-Savings Performance Project development.

		Project Budget	Percent of Total Project Price	Price/ Cost
		<b>Base Construction Costs</b>		
	a	Subcontractor costs (Subcontractor costs to QESP)		
	b	Other direct purchases of Equipment, materials, supplies (Supplier costs to QESP; do not include subcontractor supplies purchased as they should be included above)		
	c	Design		
	d	Project management		
	e	Commissioning		
	f	Training		
	g	Construction measurement and verification		
	h	Permits		
	i	Performance bond		
	j	Other		
sum (a:j)	k	<b>Sum Project Direct Costs</b>		
	l	Overhead percent		
	m	Profit percent		
Sum (k:m)	n	<b>PROJECT PRICE SUB TOTAL w/overhead and profit</b>		
	o	Investment-Grade Energy Audit and Project Development Proposal		
Sum (n:o)	p	<b>TOTAL PROJECT PRICE</b>		