COST PROPOSAL & SCORING GUIDE

NOTICE: THIS COST PROPOSAL MUST BE COMPLETED EXACTLY AS REQUIRED

COST PROPOSAL SCHEDULE— The Cost Proposal, detailed below, shall indicate the proposed price for the entire scope of service including all services defined in the Scope of Services of the RFP Attachment 6.6., *Pro Forma* Contract and for the entire contract period. The Cost Proposal shall remain valid for at least 120 days subsequent to the date of the Cost Proposal opening and thereafter in accordance with any contract resulting from this RFP. All monetary amounts shall be in U.S. currency and limited to two (2) places to the right of the decimal point.

NOTICE: The Evaluation Factor associated with each cost item is for evaluation purposes <u>only</u>. The evaluation factors do NOT and should NOT be construed as any type of volume guarantee or minimum purchase quantity. The evaluation factors shall NOT create rights, interests, or claims of entitlement in the Proposer.

Notwithstanding the cost items herein, pursuant to the second paragraph of the pro forma contract section C.1. (refer to RFP Attachment 6.6.), "The State is under no obligation to request work from the Contractor in any specific dollar amounts or to request any work at all from the Contractor during any period of this Contract."

This Cost Proposal must be signed, in the space below, by an individual empowered to bind the proposing entity to the provisions of this RFP and any contract awarded pursuant to it. If said individual is not the *President* or *Chief Executive Officer*, this document <u>must</u> attach evidence showing the individual's authority to legally bind the proposing entity.

PROPOSER SIGNATURE:	
PRINTED NAME & TITLE:	Paget Alves, President Business Markets
DATE:	June 24, 2010

PROPOSER LEGAL ENTITY NAME:	Sprint Communications Company, L.P.		
Cost Item Description	**COST**	**Evaluation Factor**	**Evaluation Cost** (cost x factor)
Proposed Unit Cost per Conversation Minute	$1.98	413,400	818,532.00
EVALUATION COST AMOUNT (sum of evaluation costs above): The RFP Coordinator will use this sum and the formula below to calculate the Cost Proposal Score. Numbers rounded to two (2) places to the right of the decimal point will be standard for calculations.			
$\dfrac{\text{lowest evaluation cost amount from all proposals}}{\text{evaluation cost amount being evaluated}}$ x RFP § 5.1. 40 (maximum section score) = SCORE:			
State Use – RFP Coordinator Signature, Printed Name & Date:			

The evaluation factor is based upon a scenario of average yearly estimated call volume of 78.000 calls multiplied by the average estimated call duration of calls is 5.3 minutes. The estimated annual growth rate is 200 calls per year. All proposed scenarios are for evaluation purposes only.