

PRICING MODEL

Daily unit costs in British Pounds Sterling (100 points). Scored according to the following benchmark formulae: e.g lowest priced bid/price of bid x 100 x 1.00				
Maximum ceiling for Core team costs . Other roles may be necessary, but for below core costs only please state max daily costs (24hr)	Daily Direct Labour Costs (Basic pay)	Indirect costs and staff overheads. (See Note i)	Total Daily Charge Rate (total unit costs)	Individual weighting
<i>Project Director</i>	340	450	790	50
<i>Project Manager</i>	200	400	600	
<i>Team Leader / Co-ordinator</i>	715	80	795	
<i>Admin Support (local)</i>	120	110	230	
<i>Daily M/ment Fee and Profit attached to Labour costs as a %:</i>	10			50

Note i) Indirect labour costs and other overheads: All costs associated with those employed. The costs will include all taxes and contributions required by law and employer's liability and insurance (including life insurance and Medevac). All costs associated with the Contractor's standard employment benefit such as sick leave with pay, pension, non-working days, travel days, health and life assurance. All costs associated with the recruitment and dismissal of Staff, training costs and cost of visas, and any other consumable costs. All contributions to Head Office overheads, management and administration of the Contractor. This includes management information costs, area management and account management costs, operational finance function, management/financial accounting function including banking department, information technology and specialist consultancy advice.

Note ii) All goods and equipment and expenses will be at cost (unless otherwise agreed, suggest as an agreed ceiling) and no Profit or o/head attached. Profit and o/head are paid through staff rates as above.

Note iii) International Travel time will be at 50% rates

C2.

Explain how you would ensure that you deliver real value for money to the Authority throughout the lifetime of the Framework. (50 points). Include how you benchmark rates; consider the balance of quality/price; use of existing contracts within the region; cost sharing; discounts to rates over time etc. Max 500 words. Scored according to the 0 - 4 scoring mechanism.

Adam Smith International, Integrity and Chemonics will be using a number of staff and operations from existing Syria-focused projects that are based in Turkey and Jordan. The Project Director, Operations Managers, Administrative staff are all engaged in existing work and can share the cost of flights, transport and accommodation. In the fees chart above we have already split their time between projects. During the contract negotiation process we plan to put forward a shared services model for operational staff that would transfer some of the lines from the above fees-table to an aggregated expense line that would include expenses related to the management of accommodation, flights, transport, visas, operational finances, security management and IT support in-country. We use this model in Afghanistan where we absorb the cost of all the above costs and charge projects per day of international consultant's time in country. This type of approach allows the day-to-day running costs of projects to be proportional to the size of project; it also transfers risks of downsizing to us and prevents the FCO needing to continue paying for administrative staff during periods when international staff are largely absent.

While we understand that the FCO wishes to apply standard per diem rates for all international staff, Adam Smith International has been able to accommodate its associates much more economically through renting and servicing of apartments in Gaziantep and Amman. Again, we would be able to absorb the cost of renting and servicing such places and charge the project a daily rate for accommodation of staff at competitive rates. There are considerable cost savings available represented in the consortium of our tender. Chemonics already have a team in place to provide preparatory work on contacting suppliers. Integrity already have a team of researchers who can be deployed at short notice. ASI already has staff and consultants engaged in planning for city-level services support. We have also a short term pool of experts who can be utilised in a rapid response scenario. We are also both open to sharing office space thereby making cost savings on rent, equipment, running costs and communications.