

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 / Managing Director</i>	£ 698.10	£ 104.23	£ 802.33	50	
<i>Project Manager</i>	£ 650.00	£ 97.05	£ 747.05		
<i>Team Leader / Co-ordinator</i>	£ 546.86	£ 81.65	£ 628.51		
<i>Admin Support (local)</i>	£ 152.53	£ 22.77	£ 175.30		
<i>Deputy Team Leader</i>	£ 326.94	£ 48.81	£ 375.75		
<i>Senior Analyst &amp; Research Officer</i>	£ 476.30	£ 71.11	£ 547.41		
<i>Local Analyst Assistant</i>	£ 152.53	£ 22.77	£ 175.30		
<i>Senior Monitoring &amp; Evaluation Officer</i>	£ 476.30	£ 71.11	£ 547.41		
<i>Local Database Assitant</i>	£ 152.53	£ 22.77	£ 175.30		
<i>Local Procurement Officer</i>	£ 254.03	£ 37.93	£ 291.96		
<i>Security &amp; Risk Manager</i>	£ 551.57	£ 82.35	£ 633.92		
<i>Budget Manager</i>	£ 476.30	£ 71.11	£ 547.41		
<i>Daily M/ment Fee and Profit attached to Labour costs as a %: Applied on the Daily Direct Labour Costs (Basic Pay)</i>	7.50%				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**

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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.
<p>ARK has an existing presence in the region and therefore service delivery for HMG Syria programming will benefit considerably from cost efficiency.</p> <p>There will be minimal establishment and mobilisation costs as ARK already has an active project office in Turkey and is in the process of opening an office in Jordan. ARK's disposition is also scalable in response to project requirements. As staff are employed on long-term contracts, employee benefits and allowances such as subsistence and lodging have been adjusted downwards to offset benefits of a longer term contract.</p> <p>ARK internal processes, applicable to all corporate services functions, follow procedures for competitive bidding. The bid process comprises both a technical and price evaluation, therefore both quality and price of goods and services procured are always considered. This is formalised in ARK's Logistics and Procurement (L&amp;P) manual. The bidding processes is managed by the L&amp;P Department, which is headed by an international specialist with extensive experience in public sector procurement and compliance with government regulations.</p> <p>The L&amp;P team is also staffed with experienced local staff with knowledge of the local markets for equipment and supplies. This ensures that the most competitive market prices are obtained, and savings are achieved through efficient sourcing of suppliers. The team has extensive prior expertise in sourcing equipment and supplies for Syrian beneficiaries. ARK has also established Long Term Agreements and preferred supplier relationships, with discounts for frequently purchased equipment. HMG would also benefit from economies of scale and cost sharing from bulk purchases made for equipment procured for all ARK operations for Syria.</p> <p>Value for money is also ensured in procuring services such as travel and conference facilities. ARK works with local and regional travel agencies that have relationships with hotels throughout the region, enabling ARK to obtain favourable rates. As ARK has run training events since 2012 it has established direct relationships with hotels in the region and enjoys discounted rates. In addition, due to a corporate commitment to responsible use of public funds, ARK accommodates personnel and beneficiaries in standard grade hotels and provides economy class flights.</p> <p>Value for money is also considered in Human Capital Management (HCM). ARK's team has extensive experience in the region and has developed a roster of SMEs and service-providers that can be rapidly mobilised. This provides a benchmark for market rates which is continuously reviewed for value for money and local market rate considerations. HCM procedures mandate competitive recruitment procedures to be documented and reviewed prior to receiving programmatic and financial approval. In the event that competitive recruitment is waived, sole source justifications are documented for file and are accompanied by evidence that the proposed cost is reasonable.</p> <p>All corporate services processes are subject to review by the Internal Audit and Compliance Department, ensuring transparency, integrity and cost effectiveness. ARK has received positive findings from three different, independent audits for government clients of work conducted on Syria. As in the past with HMG, discounted rates will be offered if the project endures beyond the several months indicated.</p>