


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 as detailed. 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 only. 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 must attach evidence showing the individual's authority to legally bind the proposing entity.

PROPOSER SIGNATURE:								
PRINTED NAME & TITLE:		Gerard Badorrek, Senior Vice President						
DATE:		June 12, 2012						
PROPOSER LEGAL ENTITY NAME:		Xerox State & Local Solutions, Inc.						
Cost Item Description	Proposed Cost					State Use ONLY		
	July 15, 2012— July 14, 2013	July 15, 2013— July 14, 2014	July 15, 2014— July 14, 2015	July 15, 2015— July 14, 2016	July 15, 2016— July 14, 2017	Sum	Evaluation Factor	Evaluation Cost (sum x factor)
1. Maintenance (per RFP Attachment 6.6, <i>Pro Forma</i> Contract Sections A.2, A.3, and A.6)	↓	↓	↓	↓	↓	↓	↓	↓
(i) Monthly Maintenance for Non-Physically Held Securities	\$4.75 per month per issue	\$4.75 per month per issue	\$4.75 per month per issue	\$4.75 per month per issue	\$4.75 per month per issue	23.75	30,000	712,500.00
(ii) Monthly Maintenance for Physically Held Securities	\$8.00 per month per issue	\$8.00 per month per issue	\$8.00 per month per issue	\$8.00 per month per issue	\$8.00 per month per issue	40.00	480	19,200.00

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2. Corporate Actions (per RFP Attachment 6.6, Pro Forma Contract Sections A.5.c and A.5 d) NOTE: Corporate Actions do not include any action that results in cash dividends or the reinvestment of cash.	↓	↓	↓	↓	↓	↓	↓	↓
(i) Process Corporate Actions for Non-Physically Held Securities	<u>\$0.00</u> per Corporate Action	<u>\$0.00</u> per Corporate Action	<u>\$0.00</u> per Corporate Action	<u>\$0.00</u> per Corporate Action	<u>\$0.00</u> per Corporate Action	0	300	0
(ii) Process Corporate Actions for Physically Held Securities	<u>\$0.00</u> per Corporate Action	<u>\$0.00</u> per Corporate Action	<u>\$0.00</u> per Corporate Action	<u>\$0.00</u> per Corporate Action	<u>\$0.00</u> per Corporate Action	0	2	0
3. Deposits (per RFP Attachment 6.6, Pro Forma Contract Section A.4)	↓	↓	↓	↓	↓	↓	↓	↓
(i) Deposits of Non-Physically Held Securities	<u>\$18.00</u> per deposit <u>\$25.00</u> per deposit	<u>\$18.00</u> per deposit <u>\$25.00</u> per deposit	<u>\$18.00</u> per deposit <u>\$25.00</u> per deposit	<u>\$18.00</u> per deposit <u>\$25.00</u> per deposit	<u>\$18.00</u> per deposit <u>\$25.00</u> per deposit	90.00	2,500	225,000.00
(ii) Deposits of Physically Held Securities	<u>\$25.00</u> per deposit	<u>\$25.00</u> per deposit	<u>\$25.00</u> per deposit	<u>\$25.00</u> per deposit	<u>\$25.00</u> per deposit	125.00	25	3,125.00
4. Transfers (per RFP Attachment 6.6, Pro Forma Contract Section A.9)	↓	↓	↓	↓	↓			

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(i) Transfers of Non-Physically Held Securities to Owners	\$18.00 per transfer	\$18.00 per transfer	\$18.00 per transfer	\$18.00 per transfer	\$18.00 per transfer	90.00	3,000	270,000.00	
(ii) Transfers of Physically Held Securities to Owners **	\$532.00 per transfer	\$532.00 per transfer	\$532.00 per transfer	\$532.00 per transfer	\$532.00 per transfer	2660.00	25	66,500.00	
5. Liquidations (per RFP Attachment 6.6, Pro Forma Contract Section A.5.e)	↓	↓	↓	↓	↓				
(i) Liquidations of Non-Physically Held Securities *	\$18.00 per issue liquidated	\$18.00 per issue liquidated	\$18.00 per issue liquidated	\$18.00 per issue liquidated	\$18.00 per issue liquidated	90.00	1,500	135,000.00	
(ii) Liquidations of Physically Held Securities *	\$18.00 per issue liquidated	\$18.00 per issue liquidated	\$18.00 per issue liquidated	\$18.00 per issue liquidated	\$18.00 per issue liquidated	90.00	2	180.00	
6. Wire or ACH Transfers (per RFP Attachment 6.6, Pro Forma Contract Sections A.5.f and A.5.h)	↓	↓	↓	↓	↓	↓	↓	↓	
(i) Outgoing Wire or ACH to the State	\$12.00 each	\$12.00 each	\$12.00 each	\$12.00 each	\$12.00 each	60.00	52	3,120.00	
TOTAL 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								1,434,625.00	
$\frac{\text{lowest evaluation cost amount from all proposals}}{\text{evaluation cost amount being evaluated}} \times 30$								= SCORE: 780	
State Use - RFP Coordinator Signature, Printed Name & Date:									