

BroadWay Call-Off Phase 3 ANNEX E: Financial offer and Cost Breakdown 1(A)



The purpose of this Annex is to provide the Lead Procurer with:

- A) A fixed total Price for Phase 1, broken down to show unit prices and the number of each unit needed to carry out Phase 1 (given in euros, excluding VAT but including any other taxes and duties).
- B) Set binding unit prices for the entire duration of the Framework Agreement.
- C) An estimated total price for Phases 2 and 3

For the above purpose a Total Cost and a Cost Breakdown shall be submitted.

Financial Offers which are not submitted using this Annex will be excluded. All six sections of this document must be presented. Tenderers should however add further fields (rows and columns) with additional cost elements, as needed. Full justifications and details must always be provided.

Declaration

The Lead Tenderer is assumed to have discussed the Tender within their own company and any other body whose co-operation will be required to deliver the Project.

The Lead Tenderer will need to obtain consent from an authorised officer or appropriate signatory who will sign the Contract if successful. The Contract is a legally binding document and subject to the outcome of this Competition.

By submitting the Tender, including Annex C, you are confirming that the information given in this application is complete, that you are actively engaged in this Project and responsible for its overall management and agree to administer the Contract if made.

You are confirming that

- your organisation is prepared to carry out this Project at the stated price,
- you are not subject to the Exclusion Criteria, and
- that the services offered are within Research and Development as mentioned, and
- that you comply with the Compliance Criteria stated in the BroadWay Request for Tenders.

Name of Lead Tenderer	
Name of Authorised Signatory	
Function	
Signature	
Date	
Stamp, if available	

Annex C Financial Offer Price Breakdown - Grant Agreement No. 786912

BroadWay Call-off Phase 3 ANNEX E: GENERAL INSTRUCTIONS - Mandatory reading



Please read section of 4.6 'Financial Section of the Tender' of the Request for Tenders (TD1) and section 1.5 on the maximum budgets per Supplier per Phase to be respected.

Tenderers must specify binding unit prices for all items needed for carrying out Phase 1 and for items that are expected to be needed for Phases 2 and 3 (given in euros, excluding VAT, but including any other taxes and duties).

Tenderers must quote binding unit prices for each category of R&D resources needed, e.g. junior, senior researchers, developers, product owner, testers, etc. (hourly rates) and specify other costs. Tenderers must also quote binding unit prices for their own resources for Phases 2 and 3 that are not expected to be used in Phase 1 and quote estimated unit costs for resources of third parties to be used in Phases 2 and 3.

The unit prices quoted for each category of items remain binding for all Phases (i.e. for the duration of the Framework Agreement).

Tenderers must provide a cost breakdown for Phase 1, resulting in a fixed total price for Phase 1 and an estimated total price for Phases 2 and 3 broken down to show unit prices and the number of each unit needed to carry out the Phases (given in euros, excluding VAT, but including any other taxes and duties).

The Cost Breakdown shall provide:

- 1** a % of the labour price allocated to R&D Services. Note that the price must comply with the R&D definition (see Section 5.4 of the Request for Tenders: criteria A of the Compliance Criteria) and the total sum of the material/equipment/other Costs offered in each Phase must be less than 50 % of the total value of Total Price of each Phase)
- 2** the location or country in which the different categories of activities are carried out (e.g. x hours of senior researchers in country L at a euro/hour; y hours of junior developers in country M at b euro/hour). Demonstrate compliance with the Compliance Criteria related to the Place of Performance (Section 5.4 and Criterion C of the Request for Tenders).
- 3** a financial compensation valuing the transfer of ownership of the IPRs generated during the PCP to the Tenderer, by giving an absolute value for the price reduction between the price offered in the Tender compared to the exclusive development price (i.e. the price that would have been quoted if the IPR ownership would have been kept by the Group of Procurers)

The financial compensation for IPRs must reflect the market value of the benefits received (i.e. the opportunity that the IPRs offer for commercial exploitation) and the risks assumed by the Contractor (e.g. the cost of maintaining IPRs and bringing the products onto the market).

To ensure that a fair market price is offered, Tenderers must state two prices:

- 1** the “virtual” price that they would have quoted if all Intellectual Property Rights, including the ownership of results under the PCP, would be fully retained by the Lead Procurer (in its own name and on behalf of the GOP) and Tenderers would not have the possibility to exploit the Results; and
- 2** the “actual” price that takes into account the fact that the Tenderers keep ownership of the Intellectual Property Rights attached to the results under PCP, in accordance with the provisions of the Contracts, and that they can exploit these Results.

Note that the Price must comply with the R&D definition (see Section 5.4 of the Request for Tenders: Criteria A of the Compliance Criteria) and the total sum of non personnel costs (such as material/travelling/subcontracting/other costs) offered in each Phase must be less than 50 % of the total value of Total Price of each Phase.

Actual prices quoted for each Phase must respect the maximum budgets specified per Contractor per each Phase. See Section 1.6 BroadWay PCP Contracting Approach in the RFT.

All offers above those amounts shall be excluded from the Process.

Estimation of market price



Indicate, by means of a calculation/explanation, an estimation of future market price of the developed solution and exploitation of interims results

Binding unit prices

Provide the unit prices for all items needed for carrying out Phase 1 and for items that are expected to be needed for Phases 2 and 3 (given in euros, excluding VAT but including any other taxes and duties). These unit prices are binding, not subject to change during the entire duration of the Framework Agreement, and are set out below by means of a calculation/explanation, an estimation of future market price of the developed solution and exploitation of interims results.

Personnel unit prices

A.	Category	R&D cost? (Yes/No)	Description	Price per hour
A.1	[e.g. Senior Researcher]	[e.g. Yes]	[e.g. Prepare solution design and prototype creation]	... €/hour
A.2	[e.g. Junior Developer]	[e.g. Yes]	[e.g. Prepare solution design and prototype creation]	... €/hour
A.3	[e.g. Marketing expert]	[e.g. No]	[e.g. Preparation of business model for concept solution]	... €/hour
...				

add rows as needed

Materials & Equipments

B.	Category	Description	Unit price
B.1	[e.g. Hardware, licenses, storage, ...]	[describe what the costs consist of, overall intended usage or application for such type of cost, and if applicable, your unit price definition]	... €/unit
B.2			
...			

add rows as needed

Subcontracting

C.	Category	R&D cost? (Yes/No)	Description	Unit price
C.1	[e.g. Testbed set-up]	[e.g. Yes]	[describe what the costs consist of, overall intended usage or application for such type of cost, and if applicable, your unit price definition]	
C.2	[e.g. Graphic designer]	[e.g. Yes]		
...				

add rows as needed

Other costs

D.	Category	Description	Unit price
D.1	Travel cost	Average cost per trip	... €/unit
D.2	General and administration costs (overheads)	[describe what the costs consist of, overall intended usage or application for such type of cost, and if applicable, your unit price definition]	
D.3			
...			

add rows as needed

COST BREAKDOWN - Phase 1: Solution Design (Binding)

Provide the cost breakdown for your proposed solution for Phase 1.

This information will be used to check if you are indeed proposing R&D Services (see Section 5.4 A of the RFT in TD1). It will also be used for the overall Tender evaluation.

			Virtual Price				Actual Price
Type	A. Personnel costs	Description of activities	Price per hour	Amount of hours	Total price	% of labour allocated to R&D Services	
A.1	[e.g. Senior Researcher - 1]	[link to proposed work activities]				[e.g. 100%]	
A.2	[e.g. Senior Researcher - 2]					[e.g. 100%]	
A.3	Commercial representative - 1					[e.g. 0%]	
...							
			> add rows as needed				
Sub-Total Personnel costs			0.0 - €				€ -

			Virtual Price			Actual Price
Type	B. Materials & Equipments	Description of activities	Unit price	Amount	Total price	
B.1	[e.g. Hardware, licenses, storage, ...]					
B.2						
B.3						
...						
			> add rows as needed			
Sub-Total Materials & Equipments			0.0 - €			€ -

			Virtual Price				Actual Price
Type	C. Subcontracting	Description of activities	Unit price	Amount	Total price	Country or location of performance	
C.1	[e.g. Graphic designer]	[link to proposed work activities]					
...							
			> add rows as needed				
Sub-Total Subcontracting			0.0 - €				€ -

			Virtual Price			Actual Price
Type	D. Other costs	Description of activities	Unit price	Amount	Total price	
D.1	[Travel cost]					
D.2	[General and administration costs (overheads)]					
D.3						
...						
			> add rows as needed			
Sub-Total Other costs			0.0 - €			€ -

Phase 1 TOTAL Costs

	Virtual Price (exc. VAT)	
	Actual Price (Exc. VAT)	
	Actual Price (inc. 21% VAT)	

Comments, clarifications and remarks



COST BREAKDOWN - Phase 3: Pilot (Binding)

Provide envisioned cost breakdown for your proposed solution for Phase 3 . Only unit prices are binding. Overall resources are merely estimatives. This information will be used to check if you are indeed proposing R&D Services (see Section 5.4 A of the Request for Tenders, TD1). It will also be used for the overall Offer evaluation.

			Virtual Price					Actual Price
			Price per hour	Amount of hours	Total price	% of labour allocated to R&D Services	Country or location of performance	
Type	A. Personnel costs	Description of activities						
A.1	[e.g. Senior Researcher - 1]	[link to proposed work activities]					[e.g. 100%]	[e.g. Helsinki, Finland]
A.2	[e.g. Senior Researcher - 2]						[e.g. 100%]	[e.g. Dublin, Ireland]
A.3	Commercial representative - 1						[e.g. 0%]	
...								
					> add rows as needed			
Sub-Total Personnel costs					0.0	-	€	-

			Virtual Price			Actual Price		
Type	B. Materials & Equipments	Description of activities	Unit price	Amount	Total price			
B.1	[e.g. Hardware, licenses, storage, ...]							
B.2								
B.3								
...								
					> add rows as needed			
Sub-Total Materials & Equipments					0.0	-	€	-

			Virtual Price			Actual Price		
Type	C. Subcontracting	Description of activities	Unit price	Amount	Total price		Country or location of performance	
C.1	[e.g. Graphic designer]	[link to proposed work activities]						
...								
					> add rows as needed			
Sub-Total Subcontracting					0.0	-	€	-

			Virtual Price			Actual Price		
Type	D. Other costs	Description of activities	Unit price	Amount	Total price			
D.1	[Travel cost]							
D.2	[General and administration costs (overheads)]							
D.3								
...								
					> add rows as needed			
Sub-Total Other costs					0.0	-	€	-

Phase 3 TOTAL Costs	
Virtual Price (exc. VAT)	
Actual Price (Exc. VAT)	
Actual Price (inc. 21% VAT)	

Comments, clarifications and remarks