

## OFFEROR PRICE AND MILESTONE PAYMENT PROPOSAL

### **SECTION 1 - OVERVIEW**

The Draft Statement of Work and Sample Subcontract identify the Tri-Laboratories' suggested milestones for the TLCC Procurement. Offerors may propose alternate milestones if they believe alternate milestones are more advantageous to the Tri-Laboratories.

*Offerors must complete this form to identify its proposed milestones and associated payment amounts. Offerors must return this form along with its proposal submission.*

*Offerors proposing milestones in accordance with the Draft Statement of Work and Sample Subcontract must insert proposed milestone payment amounts (for each milestone) in Section 2 below.*

*Offerors proposing alternate milestones must complete the tables and insert milestone payment amounts (for each milestone) in Section 3 below.*

Offerors are advised that milestone payment amounts must be commensurate with the value to be received by the Tri-Laboratories for each milestone. The Tri-Laboratories will not seriously consider milestone payment proposals that are "front-loaded", meaning that proposed milestone payment amounts (for each quarter delivery) are valued significantly higher for initial SU build milestones and leave little or no payment in reserve for final cluster acceptance milestones. The University prefers milestone payment proposals that include reasonable payment reserves for cluster acceptance, which serve to protect the Tri-Laboratories' interest. Also note that the Tri-Laboratories strongly prefer to pay for service in arrears (as opposed to advance payments) for the TLCC Procurement.

### **SECTION 2 – OFFEROR PAYMENT PROPOSAL FOR UNIVERSITY SUGGESTED MILESTONES**

OFFEROR NAME: \_\_\_\_\_

- A. Offeror's proposed milestone payment schedule for deliverables follows.

Milestone No.	Milestone Description	Due Date	Payment Amount
6.3.1	Detailed Project Plan	7 days after Subcontract award	insert \$
6.3.2	Tri-Laboratory BASS Final Checkout	09/15/07	insert \$
6.3.3	Phase 1 SU Build	10/07	insert \$
6.3.4	Phase 1 SU Delivery and Acceptance	10/07	insert \$
6.3.5	Phase 1 Cluster Integration	11/07	insert \$
6.3.9	Phase 2 SU Build	01/08	insert \$
6.3.10	Phase 2 SU Delivery and Acceptance	01/08	insert \$

Attachment 5  
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<b>Milestone No.</b>	<b>Milestone Description</b>	<b>Due Date</b>	<b>Payment Amount</b>
6.3.11	Phase 2 Cluster Integration	02/08	<i>insert \$</i>
6.3.12	Phase 3 SU Build	04/08	<i>insert \$</i>
6.3.13	Phase 3 SU Delivery and Acceptance	04/08	<i>insert \$</i>
6.3.14	Phase 3 Cluster Integration	05/08	<i>insert \$</i>
6.3.18	Phase 4 SU Build	07/08	<i>insert \$</i>
6.3.19	Phase 4 SU Delivery and Acceptance	07/08	<i>insert \$</i>
6.3.20	Phase 4 Cluster Integration	08/08	<i>insert \$</i>
<b>TOTAL</b>			<i>insert \$</i>

B. Offeror's proposed milestone payment schedule for service (i.e., hardware and software maintenance and training) follows.

<b>Milestone No.</b>	<b>Milestone Description</b>	<b>Completion Date</b>	<b>Payment Amount</b>
1	Acceptance of service for Phase 1 SUs	The date the University accepts Milestone 6.3.5	<i>insert \$</i>
2	Acceptance of first service period for Phase 1 clusters	180 days after the date the University accepts Milestone 1	<i>insert \$</i>
3	Acceptance of second service period for Phase 1 clusters	185 days after the date the University accepts Milestone 2	<i>insert \$</i>
4	Acceptance of third service period for Phase 1 clusters	180 days after the date the University accepts Milestone 3	<i>insert \$</i>
5	Acceptance of fourth service period for Phase 1 clusters	185 days after the date the University accepts Milestone 4	<i>insert \$</i>
6	Acceptance of fifth service period for Phase 1 clusters	180 days after the date the University accepts Milestone 5	<i>insert \$</i>
7	Acceptance of final service period for Phase 1 clusters	185 days after the date the University accepts Milestone 6	<i>insert \$</i>
8	Acceptance of service for Phase 2 SUs	The date the University accepts Milestone 6.3.11	<i>insert \$</i>
9	Acceptance of first service period for Phase 2 clusters	180 days after the date the University accepts Milestone 8	<i>insert \$</i>
10	Acceptance of second service period for Phase 2 clusters	185 days after the date the University accepts Milestone 9	<i>insert \$</i>

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<b>Milestone No.</b>	<b>Milestone Description</b>	<b>Completion Date</b>	<b>Payment Amount</b>
11	Acceptance of third service period for Phase 2 clusters	180 days after the date the University accepts Milestone 10	<i>insert \$</i>
12	Acceptance of fourth service period for Phase 2 clusters	185 days after the date the University accepts Milestone 11	<i>insert \$</i>
13	Acceptance of fifth service period for Phase 2 clusters	180 days after the date the University accepts Milestone 12	<i>insert \$</i>
14	Acceptance of final service period for Phase 2 clusters	185 days after the date the University accepts Milestone 13	<i>insert \$</i>
15	Acceptance of service for Phase 3 SUs	The date the University accepts Milestone 6.3.14	<i>insert \$</i>
16	Acceptance of first service period for Phase 3 clusters	180 days after the date the University accepts Milestone 15	<i>insert \$</i>
17	Acceptance of second service period for Phase 3 clusters	185 days after the date the University accepts Milestone 16	<i>insert \$</i>
18	Acceptance of third service period for Phase 3 clusters	180 days after the date the University accepts Milestone 17	<i>insert \$</i>
19	Acceptance of fourth service period for Phase 3 clusters	185 days after the date the University accepts Milestone 18	<i>insert \$</i>
20	Acceptance of fifth service period for Phase 3 clusters	180 days after the date the University accepts Milestone 19	<i>insert \$</i>
21	Acceptance of final service period for Phase 3 clusters	185 days after the date the University accepts Milestone 20	<i>insert \$</i>
22	Acceptance of service for Phase 4 SUs	The date the University accepts Milestone 6.3.20	<i>insert \$</i>
23	Acceptance of first service period for Phase 4 clusters	180 days after the date the University accepts Milestone 22	<i>insert \$</i>
24	Acceptance of second service period for Phase 4 clusters	185 days after the date the University accepts Milestone 23	<i>insert \$</i>

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<b>Milestone No.</b>	<b>Milestone Description</b>	<b>Completion Date</b>	<b>Payment Amount</b>
25	Acceptance of third service period for Phase 4 clusters	180 days after the date the University accepts Milestone 24	<i>insert \$</i>
26	Acceptance of fourth service period for Phase 4 clusters	185 days after the date the University accepts Milestone 25	<i>insert \$</i>
27	Acceptance of fifth service period for Phase 4 clusters	180 days after the date the University accepts Milestone 26	<i>insert \$</i>
28	Acceptance of final service period for Phase 4 clusters	185 days after the date the University accepts Milestone 27	<i>insert \$</i>
<b>TOTAL</b>			<i>insert \$</i>

C. Offeror's proposed milestone payment schedule for options follows.

<b>Option No.</b>	<b>Milestone</b>	<b>Option Milestone Description</b>	<b>Due Date</b>	<b>Payment Amount</b>
1	6.3.6	Phase 1 Option SU Build	TBD	<i>insert \$</i>
	6.3.7	Phase 1 Option SU Delivery and Acceptance	TBD	<i>insert \$</i>
	6.3.8	Phase 1 Option Cluster Integration	11/07	<i>insert \$</i>
2	6.3.15	Phase 3 Option SU Build	04/08	<i>insert \$</i>
	6.3.16	Phase 3 Option SU Delivery and Acceptance	04/08	<i>insert \$</i>
	6.3.17	Phase 3 Option Cluster Integration	05/08	<i>insert \$</i>
3	29	Acceptance of service for Phase 1 option SUs	The date the University accepts Milestone 6.3.8	<i>insert \$</i>
	30	Acceptance of first service period for Phase 1 option clusters	180 days after the date the University accepts Milestone 29	<i>insert \$</i>
	31	Acceptance of second service period for Phase 1 option clusters	185 days after the date the University accepts Milestone 30	<i>insert \$</i>

<b>Option No.</b>	<b>Milestone</b>	<b>Option Milestone Description</b>	<b>Due Date</b>	<b>Payment Amount</b>
	32	Acceptance of third service period for Phase 1 option clusters	180 days after the date the University accepts Milestone 31	<i>insert \$</i>
	33	Acceptance of fourth service period for Phase 1 option clusters	185 days after the date the University accepts Milestone 32	<i>insert \$</i>
	34	Acceptance of fifth service period for Phase 1 option clusters	180 days after the date the University accepts Milestone 33	<i>insert \$</i>
	35	Acceptance of final service period for Phase 1 option clusters	185 days after the date the University accepts Milestone 34	<i>insert \$</i>
4	36	Acceptance of service for Phase 3 option SUs	The date the University accepts Milestone 6.3.17	<i>insert \$</i>
	37	Acceptance of first service period for Phase 3 option clusters	180 days after the date the University accepts Milestone 36	<i>insert \$</i>
	38	Acceptance of second service period for Phase 3 option clusters	185 days after the date the University accepts Milestone 37	<i>insert \$</i>
	39	Acceptance of third service period for Phase 3 option clusters	180 days after the date the University accepts Milestone 38	<i>insert \$</i>

Option No.	Milestone	Option Milestone Description	Due Date	Payment Amount
	40	Acceptance of fourth service period for Phase 3 option clusters	185 days after the date the University accepts Milestone 39	<i>insert \$</i>
	41	Acceptance of fifth service period for Phase 3 option clusters	180 days after the date the University accepts Milestone 40	<i>insert \$</i>
	42	Acceptance of final service period for Phase 3 option clusters	185 days after the date the University accepts Milestone 41	<i>insert \$</i>
<b>TOTAL OPTION PRICES</b>				<i>insert \$</i>

**SECTION 3 – OFFEROR PAYMENT PROPOSAL FOR ALTERNATE MILESTONES**

OFFEROR NAME: \_\_\_\_\_

- A. Offeror’s proposed alternate milestone payment schedule for deliverables follows.

Milestone No.	Milestone Description	Due Date	Payment Amount
<i>insert #s</i>	<i>insert milestone descriptions</i>	<i>insert due date</i>	<i>insert \$</i>

- B. Offeror’s proposed alternate milestone payment schedule for service (i.e., hardware and software maintenance and training) follows.

Milestone No.	Milestone Description	Completion Date	Payment Amount
<i>insert #s</i>	<i>insert milestone descriptions</i>	<i>insert due date</i>	<i>insert \$</i>

- C. Offeror's proposed alternate milestone payment schedule for options follows.

<b>Option No.</b>	<b>Option Milestone Description</b>	<b>Due Date</b>	<b>Payment Amount</b>
<i>insert #s</i>	<i>insert milestone descriptions</i>	<i>insert due date</i>	<i>insert \$</i>

END.