

Price Analysis

Bid/Contract: #3879 – Two (2) Intermediate, Mid-Size, Four-Door Unleaded Sedans

The evidence compiled by a price analysis includes:

- Developing and examining data from multiple sources wherever possible that prove or strongly suggest the proposed price is fair.
- Determining when multiple data consistently indicate that a given price represents a good value for the money.
- Documenting data sufficiently to convince a third party that the analyst's conclusions are valid.

By: Blake Rincon

Name: 
(Type or print written signature.)

Title: Fleet Operations Specialist

Dated: 01/04/2023

The pricing quoted on the attached sheet(s) is deemed to be fair and reasonable based on the following type of analysis:

- Comparison with competing suppliers' prices or catalog pricing for the same item. (Complete comparison matrix and attach supporting quotes or catalog pages.)
- Comparison of the proposed pricing with in-house estimate for the same item. (Attach signed in-house estimate and explain factor influencing any differences found. Complete summary matrix.)
- Comparison of proposed pricing with historical pricing from previous purchases of the same item, coupled with market data such as Product Price Index (PPI) or inflation Rate over the corresponding time period. (Attach data and historical price record.)
- Analysis of price components against current published standards, such as labor rates, dollars per pound etc. to justify the price reasonableness of the whole. (Attach analysis to support conclusions drawn.)

SUMMARY MATRIX

Adjusted Price	Government Price Concession (GPC)	Fair Market Value	Year	Make	Model	Source
\$ 23,817	\$ 4,203	\$ 28,020	2022	Chevrolet	Impala	Chevrolet website
\$ 22,202	\$ 3,918	\$ 26,120	2022	Honda	Accord	Kelley Blue Book
\$ 21,501	\$ 3,794	\$ 25,295	2022	Toyota	Camry	Toyota website
\$ 20,375	\$ 3,596	\$ 23,970	2022	Kia	Optima	Kelley Blue Book
\$ 20,528	\$ 3,623	\$ 24,150	2022	Hyundai	Sonata	Kelley Blue Book
\$ 28,513	\$ 5,032	\$ 33,545	2022	Chrysler	300	Kelley Blue Book
\$ 20,868	\$ 3,683	\$ 24,550	2022	Nissan	Altima	Nissan website
\$ 22,457	\$ 3,963	\$ 26,420	2022	Toyota	Camry	TRUECar
\$ 21,416	\$ 3,779	\$ 25,195	2022	Hyundai	Sonata	TRUECar
Est. Fair Market Cost		\$ 26,363				
Toyota of Selma Bid		\$ 30,285				
% Difference		14.9%				