

## Price Analysis

PO/Contract: Eleven (11) New Four Door Mid-Size Sedan

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.

Date: 12/7/2017

Prepared By: C. Bowman

Name: Caleb Bowman

(Type or print written signature.)

Title: Fleet Operations Specialist

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

	KBB.com	TrueCar.com	Avg.	Gov. \$ Concession (GPC)	Estimated \$ (tax, fee, reg.)
Ford Fusion	\$ 21,769	\$ 22,486	\$ 22,128	\$ 3,000	\$ 21,053
Chevrolet Malibu	\$ 21,271	\$ 20,628	\$ 20,950	\$ 3,000	\$ 19,781
Toyota Camry	\$ 23,136	\$ 24,539	\$ 23,838	\$ 3,000	\$ 22,899
Honda Accord	\$ 21,486	\$ 22,664	\$ 22,075	\$ 3,000	\$ 20,996
				<b>Total Avg.</b>	\$ 21,182
				<b>Bid Total</b>	\$ 20,589
				<b>% Diff.</b>	2.8%

## Independent Cost Estimate

Contract Type: One-time formal bid purchase Date of Estimate: 11/8/2017

Description of Goods/Services: Eleven (11) New Four Door Mid-Size Sedan

### Method of Obtaining the Estimate:

I have obtained the following estimates from:

- Published Price List/Past Pricing.
- Engineering or Technical Estimate.
- Independent Third Party Estimate.
- Other (specify): \_\_\_\_\_

### Cost Estimate Details:

Through the method stated above it has been determined that the total cost of the goods/services is expected to be: \$ 233,002.00 per vehicle. (See below for detailed cost estimate calculations)

Previous Spend: \$ 0.00

Inflation Rate Applied: 0.00 %

Estimate Cost: \$ 21,182.00


### A. Cost of Standard Items

Product	Cost (\$/ea)	Cost (\$/ea)	Cost (\$/ea)	Notes / Data Source
	Vehicle	Delivered	No Freight	
Ford Fusion	\$21,053	\$0.00	\$0.00	KBB/TrueCar
Chevrolet Malibu	\$19,781	\$0.00	\$0.00	KBB/TrueCar
Toyota Camry	\$22,899	\$0.00	\$0.00	KBB/TrueCar
Honda Accord	\$21,486	\$0.00	\$0.00	KBB/TrueCar
Avg. Total	\$21,182	\$0.00	\$0.00	KBB/TrueCar

### Cost History

#### Signature of Preparer:

The preceding cost estimate was obtained or prepared:

By: 

Name: Caleb Bowman  
(Type or print written signature.)

Title: Fleet Operations Specialist

Dated: 11/8/2017