City of Concord
Illustrative Pricing Analysis - Mark-Up Application to a Fixed Price Project
Updated 5/28/2010 based on BAFO Submission

Project Soft Cost Mark-Ups	CONSTELLATION	CONED SOLUTIONS [2]	JOHNSON CONTROLS [3]	JORGENSEN	SCHNEIDER ELECTRIC
Illustrative Hard Costs	$3,100,000	$3,100,000	$3,100,000	$3,100,000	$3,100,000
Total Soft Costs	$550,550	$557,500	$447,000	$1,382,850	$796,415
Total Overhead Costs	$746,849	$548,625	$432,240	$792,224	$623,426
Total Proft	$186,712	$256,025	$360,200	$448,285	$467,570
Audit Cost [1]	$83,695	-	$55,000	-	-
Total Cost	$4,667,806	$4,462,150	$4,394,440	$5,723,359	$4,987,411
Overall Burden Adder	50.6%	43.9%	41.8%	84.6%	60.9%
Audit Breakup Fee	$83,695	$40,000	$55,000	$429,000	$88,000
Square Footage	982,000	1,100,000	1,100,000	1,100,000	1,100,000
$ Per square foot-Break Up Fee ONLY	$0.085	$0.036	$0.050	$0.390	$0.080

[1] Audit costs are included in overheads unless specifically priced here.

[2] Per BAFO: ConEd is willing to provide a 1% decrease in the corporate profit from 8%to 7%.

[3] Per BAFO: JCI offered to lower their warranty soft cost by 1%.