

## Exhibit 2 – Pricing Instructions

1. Supplier shall complete Exhibit 2 – Pricing per instructions therein. Best value evaluation includes whether Supplier offers all requested items and services or only some of the requested items and services., as well as the overall lowest costs.
2. Supplier may complete any or all tabs within Exhibit 2 at its discretion based upon its proposed offering.
3. For solicitation evaluations purposes, Supplier must provide current quote MSRP and percentage discount for the items as listed. If Supplier does not offer exact item as listed, Supplier may offer a comparable make/model within its offering which is as nearly identical as possible. If Supplier does not offer exact or comparable item, then Supplier will so indicate.
4. In addition to quoted items for solicitation evaluation purposes, Supplier may provide any catalog of items which supports the scope of this solicitation. Supplier acknowledges that offered catalog of items will either be at one discounted rate against all MSRP prices and items, or otherwise delineated with additional discounts by brand, volume discounts, etc. It is Supplier responsibility to ensure that offerings are true, correct, and available to the State of Oklahoma. Supplier further warrants that from time-to-time catalogs may be updated as new products and offering become available, but only with the express permission and consent of contracting officer.
5. Pricing Evaluation Criteria: Supplier shall be evaluated and scored on the overall lowest cost for items as described within (3). Lowest cost shall be determined by offered MSRP minus proposed discount percentage to determine the overall lowest cost for the basket of goods.
6. Shipping: For purposes of this solicitation, all pricing shall not include shipping/handling/freight charges or service travel charges which shall be quoted to the specific State of Oklahoma customer at time of order based upon individual customer requirements.

.xlsx tabs to complete as follows and all **REQUIRED**:

1. Market Basket of Goods: Note: This tab **REQUIRED** and must be populated per the instructions therein. This tab will be used to evaluate your overall lowest price against a representative sample of a usual basket of goods based on historical past buying practices of agencies within the State of Oklahoma.
2. Leasing Options: This tab **REQUIRED** and must be populated per the instructions therein.
3. Parts: This tab **REQUIRED** and must be populated per the instructions therein.

4. Service: This tab **REQUIRED** and must be populated per the instructions therein.
5. Depot Repair: This tab **REQUIRED** and must be populated per the instructions therein.