

| INDEX NO.: MAC034   |    | BID NO.: RS901021 |              |                    | OPENING DATE: 06/09/21 |                    |              |                    | PRODUCT/SERVICE: Emergency Generator Service and Repair |                |  |           |  |                |  |
|---|----|-------------------|--------------|--------------------|------------------------|--------------------|--------------|--------------------|---|----------------|--|-----------|--|----------------|--|
| VENDOR NO.  |    | ANNUAL            |              | 1                  |                        | 2                  |              | 3                  |   |                |  |           |  |                |  |
| VENDOR NAME   |    | EST.              |              | EE&A               |                        | Cummins Inc        |              | PM Tech            |   |                |  |           |  |                |  |
| DEL. OFFERED  |    | USAGE/            |              | FOB Dest.          |                        | FOB Dest.          |              | FOB Dest.          |   |                |  |           |  |                |  |
| LOC. BY STATE   |    | UOM               |              | EA                 |                        | OH                 |              | OH                 |   |                |  |           |  |                |  |
| ITEM/Description  |    |                   |              | Bid Price          |                        | Extended Price     |              | Bid Price          |   | Extended Price |  | Bid Price |  | Extended Price |  |
| <b>Region 1</b>   |    |                   |              |                    |                        |                    |              |                    |   |                |  |           |  |                |  |
| Labor Rate (Straight Time)  | HR | 20                | \$90.000     | \$1,800.000        | \$166.000              | \$3,320.000        | \$107.000    | \$2,140.000        |   |                |  |           |  |                |  |
| Emergency Service Rate  | HR | 10                | \$135.000    | \$1,350.000        | \$204.000              | \$2,040.000        | \$159.000    | \$1,590.000        |   |                |  |           |  |                |  |
| Repair/Replacement Parts percentage mark-up over cost   | %  | \$300             | 15.000%      | \$345.000          | 20.000%                | \$360.000          | 20.000%      | \$360.000          |   |                |  |           |  |                |  |
| Rental Generator percentage mark-up over cost   | %  | \$500             | 15.000%      | \$575.000          | 0.000%                 | \$500.000          | 20.000%      | \$600.000          |   |                |  |           |  |                |  |
| <b>Grand Total</b>  |    |                   | <b>AWARD</b> | <b>\$4,070.000</b> | <b>AWARD</b>           | <b>\$6,220.000</b> | <b>AWARD</b> | <b>\$4,690.000</b> |   |                |  |           |  |                |  |
| EVALUATION: Bids will be evaluated in accordance with Article 1-17 of the "Instructions to Bidders. Bids will be evaluated for each Contract Region.  |    |                   |              |                    |                        |                    |              |                    |   |                |  |           |  |                |  |
| CONTRACT AWARD: The Contract will be awarded to the lowest responsive and responsible Bidders by low lot total for each of the five (5) Contract Regions. The State may award multiple Bidders per Region, that the State, in its sole discretion, deems is in the best interest of the State. Low lot total will be determined by multiplying the unit cost by the estimated usage listed in the bid page and then adding each of the totals together to arrive at a total for all items A Bidder may bid on one (1), two (2), three (3), four (4) or all five (5) Contract Regions. |    |                   |              |                    |                        |                    |              |                    |   |                |  |           |  |                |  |

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|---|-----|-------------------|---------------------|------------------------|----------------------------|--------------------|------------------------|---|--|
| VENDOR NO.  |     | ANNUAL EST.       | 1 EE&A FOB Dest. OH |                        | 2 Cummins Inc FOB Dest. OH |                    | 3 PM Tech FOB Dest. OH |   |  |
| VENDOR NAME   |     | USAGE/EA          | Bid Price           | Extended Price         | Bid Price                  | Extended Price     | Bid Price              | Extended Price  |  |
| DEL. OFFERED  |     |                   |                     |                        |                            |                    |                        |   |  |
| LOC. BY STATE   | UOM |                   |                     |                        |                            |                    |                        |   |  |
| ITEM/Description                                      |     |                   |                     |                        |                            |                    |                        |   |  |
| <b>Region 2</b>                                       |     |                   |                     |                        |                            |                    |                        |   |  |
| Labor Rate (Straight Time)                            | HR  | 20                | \$90.000            | \$1,800.000            | \$166.000                  | \$3,320.000        | no bid                 | #VALUE!   |  |
| Emergency Service Rate                                | HR  | 10                | \$135.000           | \$1,350.000            | \$204.000                  | \$2,040.000        | no bid                 | #VALUE!   |  |
| Repair/Replacement Parts percentage mark-up over cost | %   | \$300             | 15.000%             | \$345.000              | 20.000%                    | \$360.000          | no bid                 | #VALUE!   |  |
| Rental Generator percentage mark-up over cost         | %   | \$500             | 15.000%             | \$575.000              | 0.000%                     | \$500.000          | no bid                 | #VALUE!   |  |
| <b>Grand Total</b>                                    |     |                   | <b>AWARD</b>        | <b>\$4,070.000</b>     | <b>AWARD</b>               | <b>\$6,220.000</b> |                        | #VALUE!   |  |

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| VENDOR NAME   |     | USAGE/EA          | Bid Price                | Extended Price         | Bid Price                  | Extended Price | Bid Price                | Extended Price  |  |
| DEL. OFFERED  |     |                   |                          |                        |                            |                |                          |   |  |
| LOC. BY STATE   | UOM |                   |                          |                        |                            |                |                          |   |  |
| <b>Region 3</b>                                       |     |                   |                          |                        |                            |                |                          |   |  |
| Labor Rate (Straight Time)                            | HR  | 20                | \$90.000                 | \$1,800.000            | \$166.000                  | \$3,320.000    | \$107.000                | \$2,140.000   |  |
| Emergency Service Rate                                | HR  | 10                | \$135.000                | \$1,350.000            | \$204.000                  | \$2,040.000    | \$159.000                | \$1,590.000   |  |
| Repair/Replacement Parts percentage mark-up over cost | %   | \$300             | 15.000%                  | \$345.000              | 20.000%                    | \$360.000      | 20.000%                  | \$360.000   |  |
| Rental Generator percentage mark-up over cost         | %   | \$500             | 15.000%                  | \$575.000              | 0.000%                     | \$500.000      | 20.000%                  | \$600.000   |  |
| <b>Grand Total</b>                                    |     |                   | <b>AWARD \$4,070.000</b> |                        | <b>AWARD \$6,220.000</b>   |                | <b>AWARD \$4,690.000</b> |   |  |

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| VENDOR NAME   |     | USAGE/EA          | Bid Price                | Extended Price         | Bid Price                  | Extended Price | Bid Price                | Extended Price  |  |
| DEL. OFFERED  |     |                   |                          |                        |                            |                |                          |   |  |
| LOC. BY STATE   | UOM |                   |                          |                        |                            |                |                          |   |  |
| <b>Region 4</b>                                       |     |                   |                          |                        |                            |                |                          |   |  |
| Labor Rate (Straight Time)                            | HR  | 20                | \$90.000                 | \$1,800.000            | \$166.000                  | \$3,320.000    | \$107.000                | \$2,140.000   |  |
| Emergency Service Rate                                | HR  | 10                | \$135.000                | \$1,350.000            | \$204.000                  | \$2,040.000    | \$159.000                | \$1,590.000   |  |
| Repair/Replacement Parts percentage mark-up over cost | %   | \$300             | 15.000%                  | \$345.000              | 20.000%                    | \$360.000      | 20.000%                  | \$360.000   |  |
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| <b>Grand Total</b>                                    |     |                   | <b>AWARD \$4,070.000</b> |                        | <b>AWARD \$6,220.000</b>   |                | <b>AWARD \$4,690.000</b> |   |  |

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| VENDOR NAME   |     | USAGE/EA          | Bid Price           | Extended Price         | Bid Price                  | Extended Price     | Bid Price              | Extended Price  |  |
| DEL. OFFERED  |     |                   |                     |                        |                            |                    |                        |   |  |
| LOC. BY STATE   | UOM |                   |                     |                        |                            |                    |                        |   |  |
| ITEM/Description                                      |     |                   |                     |                        |                            |                    |                        |   |  |
| <b>Region 5</b>                                       |     |                   |                     |                        |                            |                    |                        |   |  |
| Labor Rate (Straight Time)                            | HR  | 20                | \$90.000            | \$1,800.000            | \$166.000                  | \$3,320.000        | no bid                 | #VALUE!   |  |
| Emergency Service Rate                                | HR  | 10                | \$135.000           | \$1,350.000            | \$204.000                  | \$2,040.000        | no bid                 | #VALUE!   |  |
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| Rental Generator percentage mark-up over cost         | %   | \$500             | 15.000%             | \$575.000              | 0.000%                     | \$500.000          | no bid                 | #VALUE!   |  |
| <b>Grand Total</b>                                    |     |                   | <b>AWARD</b>        | <b>\$4,070.000</b>     | <b>AWARD</b>               | <b>\$6,220.000</b> |                        | #VALUE!   |  |

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