

Government Pricing Template

BUSINESS NAME SparklePro Cleaning

CONTACT NAME City Hall Janitorial Services

RFX # CH-2025-01

1. Cost Breakdown

COST COMPONENT	DESCRIPTION	ESTIMATED COST (\$)
Labor Costs	3 full-time janitors at \$18/hr	\$86,400
Materials / Supplies	Cleaning chemicals, mops, gloves	\$3,000
Equipment Usage	Industrial vacuum, floor buffer	\$2,500
Overhead Expenses	Office rent, admin, utilities	\$5,000
Compliance Costs	Liability insurance, permits	\$2,000
Profit Margin (%)	15%	\$14,940
Total Cost		\$113,840

2. Pricing Model Selection

Check the box for the selected pricing model.



Fixed-Price Contract



Cost-Plus Contract



Time-and-Materials Contract

JUSTIFICATION FOR THE PRICING MODEL

Explain why this model was chosen and how it aligns with project requirements.

The contract scope is well-defined (daily cleaning for one year), making fixed pricing predictable for both parties.

3. Final Pricing Proposal

ITEM / SERVICE PROVIDED	UNIT PRICE (\$)	QUANTITY	TOTAL PRICE (\$)
Daily Cleaning	\$312/day	365	\$113,880
Total Contract Price			\$113,880

4. Additional Notes

Include any assumptions, terms, or conditions that affect pricing.

- Price includes all cleaning supplies and equipment.
- Additional deep cleaning services (e.g., carpet shampoo) available upon request for an extra charge.