

## **Cost Proposal Narrative**

Remi has more than 20 years of equipment performance history and is able to use this information to develop the best price for equipment categories without jeopardizing the financial integrity of the program. As a result of our loss analysis portfolio, we provide the highest, competitive discount possible based on the equipment type and coverage needed. If awarded the new contract, we will provide the renewal of the current program and implement an outreach strategy to reach all current and potential program participants.

For new equipment added to the EMMP, Remi will evaluate agency provided vendor service agreements for equipment service levels, hours of coverage, coverage limitations, and total cost. If a current service agreement is not provided, Remi will utilize its historical pricing information or request an updated service vendor quotation from the agency to use as a pricing baseline. Upon completion of this analysis, Remi will recommend the service options for every piece of equipment ranging from placement on the EMMP, retention of the current contract, or management on a time-and-material billing basis. This process ensures service quality and equipment uptime while achieving the best return for the equipment maintenance budget. If awarded a new contract, we will revisit each agency and department to review how we may be able to increase utilization.

Typically, parts, labor and travel from the OEM are more costly than utilizing Independent Service Organizations. Additionally, as part of the State's requirements, Remi appreciates the opportunity to utilize potential Indiana certified MBE, WBE, and IVOSB companies and can further promote their services if agencies don't stipulate an OEM only quotation. Therefore, based on historical costs and the ability to encourage MBE, WBE, IVOSB or other Independent Service Organizations, Remi provides a higher discount when quoting equipment where the agency allows a network of service providers, inclusive of both the OEM and other service organizations to be utilized.