

Section B Services and Prices/Costs

1. CONTRACT PERIODS.

This is a firm-fixed-price requirements contract with a base period of approximately 5 years split into two bid periods, and three option periods totaling 5 additional years.

2. CONTRACT LINE ITEMS.

2.1. Sales Channels. The contract line item for Call Center, Internet and Future Sales Channels are for transactions associated with Advance Reservation sales for any recreation facilities (including cabins, campsites, day use or overnight shelters, group campgrounds, or lookouts) as specified in this contract. The contract line item for the Field Reservation Sales Channel is on a per reservation basis and the contract line item for Permit Management Sales Channel B Boundary Waters Canoe Area Wilderness (BWCAW) is on a per advance reservation permit basis.

2.2. Recording/Tracking of Recreation Fee Data for Designated Field Locations Using Internet. This contract line item provides the ability for field managers to require that the Contractor record and track Local Sales for specific Field Locations, as specified in this contract. The contract line item is per batch submission of recreation use fee data.

2.3. Recreation Activities. Contract line item include Boundary Waters Canoe Area Wilderness permits but does not include the sale of tickets or permits for recreation activities at other wilderness, back country, river, or climbing permits, or visitor center tours. This work is within the scope of the contract and described herein, but no recreation activities are included in the initial inventory. A separate set of contract line items for these recreation activities will be incorporated into this contract through a modification when that inventory is added to the NRRS™.

3. CONTRACTOR COSTS.

The Contractor shall submit a CLIN fee for each of the CLIN=s corresponding to Contractor responsibilities by completing the right-hand columns in Table B-2. A bid must be submitted for the optional CLIN and for each optional bid periods. Work under the optional CLIN and Bid Periods will be at the Agencies= discretion. **Note:** The Agencies may determine that an offer is unacceptable if the prices proposed are materially unbalanced between line items (in accordance

with FAR 52.215-16(g), Contract Award/Alternate II, referenced in Section L of this contract, paragraph 8(g)).

4. CALCULATING PRICES FOR CONTRACT LINE ITEM NUMBERS (CLIN).

4.1. Base Number of Transactions or Reservations. The Contractor shall develop an estimate of the total number of transactions or reservations (as defined in Attachment A, Glossary) that they will process in each of the bid periods. This number shall be entered on Table B-1 below.

4.2. Developing Prices for the CLIN.

4.2.1. Prices. The Contractor shall use the estimated number of transactions or reservations per bid period in determining the base price for the work required in each of the CLIN=s. Once this is determined, the Contractor shall evaluate what the effects of an increase in the number of transactions and/or reservations will have on the base price established for CLIN=s 1, 2, and 3 only. The increments of increase are 101 to 125 percent, 126 to 150 percent, 151 to 175 percent 176 to 200 percent and greater than 200 percent.

4.2.2. Application of Price Adjustments for CLIN=s 1, 2, and 3 Only.

4.2.2.1. Base Period. The base price will be applied to all transactions or reservations completed by the Contractor in each of the bid periods until the total reaches the estimated number of transactions or reservations shown in Table B-1 below.

4.2.2.2. Adjustments to CLIN=s. The first adjustment price (101 to 125 percent) will be applied to all transactions or reservations that are made from the base number of transactions or reservations + 1 up to 125 percent of the base number. From then on, the price for the 126 to 150 percent will be applied to all transactions or reservations that fall within that range. This process will continue up to the final price range.

5. NOTIFICATION OF CHANGE IN PRICE RANGE.

The Contractor shall notify the COR when the total number of transactions or reservations reaches 90 percent of the current price range. This is to assure that all parties are aware that the total number of transactions or reservations processed will shortly cause the pricing for a specific CLIN to move into the next higher range.

Table B-1. Base Number of Transactions or Reservations.

		Base Period 1	Base Period 2	Option Period 1	Option Period 2	Option Period 3
		<i>Oct 1, 97 - Sep 30, 00</i>	<i>Oct 1, 00 - Sep 30, 02</i>	<i>Oct 1, 02 - Sep 30, 04</i>	<i>Oct 1, 04 - Sep 30, 06</i>	<i>Oct 1, 06 - Sep 30, 07</i>
Description	Unit	A	B	C	D	E
CLIN 1a Call Center Sales Channel. List the estimated total number of transactions that will be processed during each of the bid periods through this Sales Channel.	Each	765,279	834,024	851,236		
CLIN 2a Internet Sales Channel. List the estimated total number of transactions that will be processed during each of the bid periods through this Sales Channel.	Each	139,981	286,074	363,394		
CLIN 3a Field Location Sales Channels. List the estimated total number of reservations that will be processed during each of the bid periods through this Sales Channel.	Each	310,386	722,859	725,044		
CLIN 4 Recording/Tracking of Recreation Use Fees for Field Locations using Intranet. Note: This function is not on a transaction basis.						
CLIN 5 Support for Future Sales Channels. List the estimated total number of transactions that will be processed during each of the bid periods through this Sales Channel.	Each	9,482		12,522		
CLIN 6 Permit Sales Channel c Boundary Waters Canoe Area Wilderness (BWCAW). Note: This function is for a known quantity of permits.						

Table B-2. Contract Line Item Numbers.

		<i>Base Period 1</i>	<i>Base Period 2</i>	<i>Option Period 1</i>	<i>Option Period 2</i>	<i>Option Period 3</i>
		<i>Oct 1, 97 - Sep 30, 00</i>	<i>Oct 1, 00 - Sep 30, 02</i>	<i>Oct 1, 02 - Sep 30, 04</i>	<i>Oct 1, 04 - Sep 30, 06</i>	<i>Oct 1, 06 - Sep 30, 07</i>
<i>Description</i>	<i>Unit</i>	<i>A</i>	<i>B</i>	<i>C</i>	<i>D</i>	<i>E</i>
CLIN 1a Call Center Sales Channel Base Period. This includes all costs, personnel, facilities, materials, equipment, etc., necessary to develop, implement and operate the NRRS Call Center Sales Channel as described in this contract. Bid is per transaction associated with advance reservation sales through the Call Center Sales Channel for any recreation facility. Bid is based on the number of transactions shown in Table B-1 for this Sales Channel.	Each Transaction	\$ 8.80	\$ 9.00	\$ 9.20		
CLIN 1b Call Center Sales Channel. Bid for transactions processed that are 101 to 125 percent of the number of transactions shown in Table B-1 for this Sales Channel.	Each Transaction	\$ 7.90	\$ 8.30	\$ 8.30		
CLIN 1c Call Center Sales Channel. Bid for transactions processed that are 126 to 150 percent of the number of transactions shown in Table B-1 for this Sales Channel.	Each Transaction	\$ 7.10	\$ 7.60	\$ 7.60		
CLIN 1d Call Center Sales Channel. Bid for transactions processed that are 151 to 175 percent of the number of transactions shown in Table B-1 for this Sales Channel.	Each Transaction	\$ 6.50	\$ 7.00	\$ 7.10		
CLIN 1e Call Center Sales Channel. Bid for transactions processed that are 176 to 200 percent of the number of transactions shown in Table B-1 for this Sales Channel.	Each Transaction	\$ 6.20	\$ 6.80	\$ 6.80		
CLIN 1f Call Center Sales Channel. Bid for transactions processed that are greater than 200 percent of the number of transactions shown in Table B-1 for this Sales Channel.	Each Transaction	\$ 5.80	\$ 6.30	\$ 6.40		

		<i>Base Period 1</i>	<i>Base Period 2</i>	<i>Option Period 1</i>	<i>Option Period 2</i>	<i>Option Period 3</i>
		<i>Oct 1, 97 - Sep 30, 00</i>	<i>Oct 1, 00 - Sep 30, 02</i>	<i>Oct 1, 02 - Sep 30, 04</i>	<i>Oct 1, 04 - Sep 30, 06</i>	<i>Oct 1, 06 - Sep 30, 07</i>
<i>Description</i>	<i>Unit</i>	<i>A</i>	<i>B</i>	<i>C</i>	<i>D</i>	<i>E</i>
CLIN 2a Internet Sales Channel Base Period. This includes all costs, personnel, facilities, materials, equipment, training, etc., necessary to develop, implement, and operate the NRRS Internet Sales Channel as described in this contract. Bid is per transaction associated with advanced reservation sales through the Internet Sales Channel for any recreation facility. Bid is based on the base number of transactions shown in Table B-1.	Each Transaction	\$ 5.70	\$ 6.30	\$ 6.10		
CLIN 2b Internet Sales Channel. Bid for transactions processed that are 101 to 125 percent of the number of transactions shown in Table B-1 for this Sales Channel.	Each Transaction	\$ 5.30	\$ 5.70	\$ 5.50		
CLIN 2c Internet Sales Channel. Bid for transactions processed that are 126 to 150 percent of the number of transactions shown in Table B-1 for this Sales Channel.	Each Transaction	\$ 5.30	\$ 5.50	\$ 5.50		
CLIN 2d Internet Sales Channel. Bid for transactions processed that are 151 to 175 percent of the number of transactions shown in Table B-1 for this Sales Channel.	Each Transaction	\$ 5.30	\$ 5.50	\$ 5.50		
CLIN 2e Internet Sales Channel. Bid for transactions processed that are 176 to 200 percent of the number of transactions shown in Table B-1 for this Sales Channel.	Each Transaction	\$ 5.30	\$ 5.50	\$ 5.50		
CLIN 2f Internet Sales Channel. Bid for transactions processed that are greater than 200 percent of the number of transactions shown in Table B-1 for this Sales Channel.	Each Transaction	\$ 5.30	\$ 5.50	\$ 5.50		
CLIN 3a Field Location Sales Channel Base Period. This includes all costs, personnel, facilities, materials, equipment, train-the-trainer training, etc., necessary to develop, implement,	Each					

		<i>Base Period 1</i>	<i>Base Period 2</i>	<i>Option Period 1</i>	<i>Option Period 2</i>	<i>Option Period 3</i>
		<i>Oct 1, 97 - Sep 30, 00</i>	<i>Oct 1, 00 - Sep 30, 02</i>	<i>Oct 1, 02 - Sep 30, 04</i>	<i>Oct 1, 04 - Sep 30, 06</i>	<i>Oct 1, 06 - Sep 30, 07</i>
<i>Description</i>	<i>Unit</i>	<i>A</i>	<i>B</i>	<i>C</i>	<i>D</i>	<i>E</i>
and support the NRRS Field Location Sales Channel through the use of the Field Reservation Program, as described in this contract. Bid is per reservation made through the Field Location Sales Channel for any recreation facility. Bid is based on the base number of reservations shown in Table B-1.	Reservation	\$ 2.90	\$ 3.20	\$ 3.10		
CLIN 3b Field Location Sales Channel. Bid for reservations processed that are 101 to 125 percent of the number of reservations shown in Table B-1 for this Sales Channel.	Each Reservation	\$ 2.50	\$ 2.80	\$ 2.70		
CLIN 3c Field Location Sales Channel. Bid for reservations processed that are 126 to 150 percent of the number of reservations shown in Table B-1 for this Sales Channel.	Each Reservation	\$ 1.90	\$ 2.30	\$ 2.20		
CLIN 3d Field Location Sales Channel. Bid for reservations processed that are 151 to 175 percent of the number of reservations shown in Table B-1 for this Sales Channel.	Each Reservation	\$ 1.70	\$ 2.20	\$ 2.10		
CLIN 3e Field Location Sales Channel. Bid for reservations processed that are 176 to 200 percent of the number of reservations shown in Table B-1 for this Sales Channel.	Each Reservation	\$ 1.50	\$ 2.20	\$ 2.10		
CLIN 3f Field Location Sales Channel. Bid for reservations processed that are greater than 200 percent of the number of reservations shown in Table B-1 for this Sales Channel.	Each Reservation	\$ 1.50	\$ 2.20	\$ 2.10		

		<i>Base Period 1</i>	<i>Base Period 2</i>	<i>Option Period 1</i>	<i>Option Period 2</i>	<i>Option Period 3</i>
		<i>Oct 1, 97 - Sep 30, 00</i>	<i>Oct 1, 00 - Sep 30, 02</i>	<i>Oct 1, 02 - Sep 30, 04</i>	<i>Oct 1, 04 - Sep 30, 06</i>	<i>Oct 1, 06 - Sep 30, 07</i>
<i>Description</i>	<i>Unit</i>	<i>A</i>	<i>B</i>	<i>C</i>	<i>D</i>	<i>E</i>
<p>CLIN 4 Recording/Tracking of Recreation Use Fee Data for Designated Field Locations Using Intranet. This includes all costs, personnel, facilities, materials, equipment, train-the-trainer training, etc., necessary to develop and implement recording and tracking of local sales/collections (i.e., day use fee collections, group shelter receipts, and miscellaneous receipts) as described in this contract. This is applicable to those Field Locations and management offices that do not use or have access to the Field Reservation Program. Bid is based on a per batch submittal (a batch will not exceed a weeks worth of sales for a single Field Location), during that locations operating season.</p>	Each Submittal	\$ 2.50	\$ 2.50	\$ 2.50		
<p>Optional Work Itemc CLIN 5 Support for Future Sales Channels. This includes all costs, personnel, facilities, materials, equipment, training, etc., necessary to develop, implement, and support Future Sales Channels through an Applications Programming Interface, as described in this contract. Bid is per transaction associated with advanced reservation sales made through Future Sales Channels for any recreation facility.</p>	Each Transaction	\$ 5.50	\$ 6.30	\$ 6.10		

		<i>Base Period 1</i>	<i>Base Period 2</i>	<i>Option Period 1</i>	<i>Option Period 2</i>	<i>Option Period 3</i>
		<i>Oct 1, 97 - Sep 30, 00</i>	<i>Oct 1, 00 - Sep 30, 02</i>	<i>Oct 1, 02 - Sep 30, 04</i>	<i>Oct 1, 04 - Sep 30, 06</i>	<i>Oct 1, 06 - Sep 30, 07</i>
<i>Description</i>	<i>Unit</i>	<i>A</i>	<i>B</i>	<i>C</i>	<i>D</i>	<i>E</i>
CLIN 6 c Permit Sales Channel c Boundary Water Canoe Area Wilderness. This includes all costs, personnel, facilities, materials, equipment, etc., necessary to develop, implement and operate this NRRS _J Sales Channel through the Call Center, Internet, and the Permit Management Program as described in this contract. This bid includes recording quick and exempt permits and seasonal fee card sales. Bid is per advance permit reservation sale made through this Sales Channel.	Each Ad- vance Permit Reser- vation Sale	1999- \$10.50 2000- \$12.30	\$12.50	\$12.70		