Attachment A
Criteria 4.7 Financial Proposal

University of Kentucky
Procurement Services

UK-2584-26
Surgical Instrument Preventive Maintenance, Repair, and Lifecycle
Management Services

**Offerors shoul use consistent assumptions across all sections of Attachment A. Pricing inconsistencies between tray classification, PM frequency, repair pricing, and SLA commitments may result in delays in review.

1. Tray Classification & Volume Declaration

***Based on historical repair activity, service agreements, and operational input, the University estimates surgical instrument tray throughput in the range of approximately 12,000 to 18,000 trays per month. Volumes are provided for proposal evaluation purposes only and are not guaranteed.*

Tray Category	Estimated Monthly Tray Volume (Estimated – Vendor to validate during implementation)	Avg. Instruments per Tray	Complexity Level (Low / Med / High)	PM Frequency Proposed
High-Complexity / High-Risk (e.g., Cardiac, Neuro, Specialty)			☐ Low ☐ Med ☐ High	☐ Monthly ☐ Quarterly ☐ Annual
Orthopedic / Specialty Sets			☐ Low ☐ Med ☐ High	☐ Monthly ☐ Quarterly ☐ Annual
General Surgery / Core Trays			☐ Low ☐ Med ☐ High	☐ Monthly ☐ Quarterly ☐ Annual
Other / Procedural / Misc.			☐ Low ☐ Med ☐ High	☐ Monthly ☐ Quarterly ☐ Annual
Other (Specify)			☐ Low ☐ Med ☐ High	☐ Monthly ☐ Quarterly ☐ Annual

***Complexity classifications should consider instrument count, instrument type (e.g., powered, insulated, delicate), clinical risk, and historical repair frequency.*

***Tray volumes are provided as planning estimates only for proposal evaluation and do not represent guaranteed minimums. Final tray classifications and volumes will be validated post-award in collaboration with the successful Offeror*

2. Preventive Maintenance Pricing

****Extended Monthly and Annual Costs should be calculated using the Offeror's proposed unit pricing and estimated tray volumes from table #1 for comparison purposes only.*

Tray Category	PM Frequency	Unit Price per Tray	Extended Monthly Cost	Extended Annual Cost
High-Complexity / High-Risk (e.g., Cardiac, Neuro, Specialty)	Monthly	$	$	$
High-Complexity / High-Risk (e.g., Cardiac, Neuro, Specialty)	Quarterly	$	$	$
Orthopedic / Specialty Sets	Monthly	$	$	$
Orthopedic / Specialty Sets	Quarterly	$	$	$
General Surgery / Core Trays	Monthly	$	$	$
General Surgery / Core Trays	Quarterly	$	$	$
Other / Procedural / Misc.	Monthly	$	$	$
Other / Procedural / Misc.	Quarterly	$	$	$

PM Services Included (check all that apply):

☐ Inspection
☐ Cleaning verification
☐ Sharpening
☐ Alignment
☐ Insulation testing
☐ Functional testing
☐ Documentation & reporting

☐ PM pricing includes all labor
☐ PM pricing includes all standard parts
☐ PM pricing excludes parts above $_____ per instrument

3. Repair Pricing (Outside of PM Scope)

****Offerors should clearly identify any repair services excluded from PM pricing and specify whether such services are billable under this section.*

Repair Category	Pricing Model	Unit Price	Notes
Minor Instrument Repair	☐ Flat ☐ Time-based	$	
Major Instrument Repair	☐ Flat ☐ Quote-based	$	
OEM-Restricted Repair	☐ Pass-through ☐ Markup	$	
Insulation Rework	☐ Included ☐ Separate	$	
Sharpening (Non-PM request)	☐ Included ☐ Separate	$	

4. Backstock / Loaner & Turnaround Pricing

Service	Included (Y/N)	Unit Cost (if applicable)	Service Level Agreement (SLA) Commitment (Guaranteed)
Vendor-maintained backstock	☐ Y ☐ N	$	
Loaner trays	☐ Y ☐ N	$	
Expedited PM	☐ Y ☐ N	$	>_____days
Expedited repair	☐ Y ☐ N	$	>_____days