

- Per City direction, the start of contract performance has been revised to July 1 versus June 1. This change increases costs for subcontracts and purchased services as it adds an additional month at the end of the first year for which Alion will be responsible for subcontracted services.
- Our Program Manager volunteered to accept no escalation for Years 1-5 and Year 7 (compared to BAFO Option A which includes escalation for Years 6 and 7)
- We reduced our productive work year per person from 1920 hours/year to 1900. Our normal work year of 1920 hours is based on a full work year of 2080 hours less ten (10) holidays and ten (10) vacation days. However, the reduction to 1900 hours/year is reasonable as Alion recently increased vacation days for new employees.
- Reduce Program Manager to 50% in Year One (compared to BAFO Option A which was 75%)
- Rate adjustment for Facility Manager/Engineer
- Eliminate Budget/Procurement Administrator and combine those duties with Outreach/Technical Writer duties
- Reduce hours for Technical Director and Project Coordinator to 25% (from 50% in BAFO Option A)
- Minor reduction to Miscellaneous Other Direct Costs

The following table represents Alion's revised annual price for each of the seven (7) contract years and the revised total estimated price for the entire contract. The remaining tables provide pricing detail by contract year.

Table 9, BAFO Option B: Revised Annual Prices and Total Estimated Price

ANNUAL PRICES AND TOTAL ESTIMATED PRICE	
Contract Year One	\$1,815,468.05
Contract Year Two	\$1,952,910.46
Contract Year Three	\$2,012,084.55
Contract Year Four	\$2,138,596.46
Contract Year Five	\$2,149,590.21
Total 5-Year Base POP	<u>\$10,068,649.72</u>
Optional Year One (Contract Year Six)	\$2,225,306.34
Optional Year Two (Contract Year Seven)	\$2,303,255.00
Total 2-Year Optional Period	<u>\$4,528,561.35</u>
Total Seven Years (Base Plus Optional Period)	\$14,597,211.07