

**INSTRUCTIONS FOR PREPARATION OF BREAKDOWN OF FINANCIAL PROPOSAL**

- A. This form is a standardized document which the proposer must submit to UNIDO in connection with all contracts for services.
- B. Where a particular cost element is not appropriate for the proposed contract, please indicate “Not applicable” or “NA” on the form.
- C. In addition to the cost breakdown on this form, the proposer, in good faith, should submit with this form any additional data, supporting schedules and substantiation which are reasonably necessary for the conduct of an appropriate review of the proposed contract costs. Failure to furnish the information requested on this form may render his proposal non-responsive.
- D. If a cost is included in a particular item, do not duplicate the cost or any portion thereof in another item on the form.
- E. Unless otherwise advised, all costs on the form should be stated in equivalent United States dollars.
- F. Explanation and supplementary instructions for use of the cost analysis form by item.
- I. Professional Services  
State the names and position titles of the staff who will be utilized on the contract, the number of months each will perform and the total cost being charged for each per work-month, *separately* for the Project Area (work to be performed in the area covered by the project and/or outside the contractor’s office) and Home Office (work performed in the contractor’s office). Costs such as contractor’s overheads, fringe benefits, and fee or profit, should be included in the total cost per work-month. Also reflect the basis upon which a work-month is calculated e.g. on the basis of a “calendar” month or on the basis of a “work” month consisting of ..... work days, Monday-Friday or Monday-Saturday; state clearly the time/work/cost relationship.
2. Travel  
Show the following with respect to each trip in connection with the execution of the work, including trips of the technical specialists between the field stations and the demonstration sites:
- round or one way trip;
  - origin and destinations;
  - mode of transportation (air, train, car, etc.);
  - cost per trip including air fare amounts. Air travel shall be shown at the economy class rates;
3. Transportation  
Show the costs of local transportation of the international experts to the test sites, of transportation of equipment and supplies, etc.

4. Reports  
Show the costs of preparing and publishing the reports required in the contract.
5. Other Direct Costs  
Enumerate separately per each cost item all other direct costs, such as office space, laboratory analyses, communication, visas, etc., unless you have included them in your work-month costs.
6. Equipment, Materials and Supplies  
If equipment is part of the requirements, provide detailed specification of equipment, materials and supplies (in each category) which will be purchased for use under the contract and the unit and total prices.
7. Subcontracts  
Indicate the type of work which will be subcontracted, if any, and whom you intend to subcontract with. Indicate the name of subcontractors and provide a detailed cost breakdown per each sub-contract.
8. Grand Total and Sub-totals  
State the Sub-totals for each cost group and the total of all costs you propose in order to accomplish the contract. Indicate separately discounts, if any, which you may grant to UNIDO and the terms of such discounts.

### **BREAKDOWN OF THE OFFERED PRICE**

**Total EURO€**

#### **1. Professional Services**

##### A. Project Area (work performed in the area of the project)

Name	Function	Man-months	Cost per work-month
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Sub-total 1A:

##### B. Home Office (work performed in the contractor's offices)

Name	Function	Work-months	Cost per work-month
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Sub-total 1B:

#### **Sub-total 1:**

#### **2. Subsistence**

A. Project Area	Work-days	Cost per work-day
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B. Briefing & debriefing	Work-days	Cost per work-day
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C. Other (specify)

Work-days

Cost per  
work-day

**Sub-total 2:**

**3. Travel & Transportation**

specify number of trips, their routing and cost per trip  
in the Attachment

**Sub-total 3:**

**4. Reports**

**Sub-total 4:**

**5. Other Direct Costs**

Specify cost per each item

**Sub-total 5:**

**6. Equipment, Materials & Supplies**

Specify unit price for each  
Equipment item in the  
Attachment

Specify unit price per each  
Materials & Supplies item in the  
Attachment

**Sub-total 6:**

**7. Subcontracts**

Provide breakdown of price of  
each sub-contract in the  
Attachment

**Sub-total 7:**

**8. Grand Total Items 1-7 Contract Price**

**9. Discount (if granted)**