



**CT/PROC/001(ACCESSTWO)**  
**INVITATION TO TENDER**

**FOR THE PROVISION OF**  
**SEA/AIR TRANSPORT SERVICES**

**GOVERNMENT OF MONTSERRAT CLARIFICATION – 1**

**THE PRICING SCHEDULE: FORM GM\_02**

- ✚ When completing the pricing schedule form GM\_02, you must account for all tax liabilities, fixed/capital costs, and operating costs, as well as any other costs incurred from providing the service. The columns on the 'SUMMARY PAGE' provide for tax liabilities, and other costs. The columns on the 'BREAKDOWN PAGE' provides for fixed/capital costs and operating costs. The costs to be provided must remain exclusive of subsistence.
- ✚ The total monthly charge will be made up of your tax liabilities, your fixed/capital costs, your operating costs and any other costs you may have.
- ✚ The Ticket Price in column 8 of the Summary Page will be the general price you would propose selling a ticket to a passenger. You are free to set the price of this. The competitiveness of the price will of course be part of GoM's Value for Money assessment process. Ticket price will typically be made up of your fixed/capital costs, your operating costs and a margin, which can also provide for the element that generates your profits.
- ✚ Should you also wish to separately provide your margins/profit, this can be included in the other costs columns.
- ✚ The overall monthly rate payable to the contractor in the Summary page will be the monthly amount payable by GoM, excluding any subsistence.

**GOVERNMENT OF MONTSERRAT CLARIFICATION – 2**

**THE CONTRACT TERM**

- ✚ The contracted term will be for 18 months, and you should be submitting prices that can account for that full term. However, this is a flexible term. Meaning that the initial period of that 18-month term runs for 5 months. This is a key milestone, and there will be consistent reviews and close team working to help determine at the earliest possible time, the need for the continuation of the contract, and the levels of certainty needed. This continuation could be for a minimum of 1 month or any length of time over that, up to the maximum of the 18-month contract term.