**Pricing proposal structure**

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| --- | --- | --- | --- |
| Deliverable | Description | Cost for Company A (Excl. VAT) | Cost for Company B (Excl. VAT) |
| 1 | Project Planning | R | R |
| 2 | Project Inception and Preliminary Assessment | R | R |
| 3 | Detailed Assessment | R | R |
| 4 | Report Drafting | R | R |
| 5 | Report Finalisation  | R | R |
| 6 | Assessment Close-out and awareness raising | R | R |
|  | Disbursements |  |  |
| Total Company A and B (excluding VAT) |  |  |
| Total project costs (excluding VAT) |  |