

# Vendor Quotation

Quotes should include the following necessary elements to arrive at the CFI In-kind contribution:

- value of normal or educational discounts

Description	Qty	Price (CAD)	Discount (%)	Total (CAD)
Gas chromatograph	1	\$17,181.00	30	\$12,026.70
Capillary S/SI inlet with EPC	1	\$5,284.00	30	\$3,698.80
FID w/EPC for capillary column only	1	\$5,265.00	30	\$3,685.50
Mass spectrometer detection interface	1	\$2,563.00	30	\$1,794.10
Factory plumbing for quick installation	1	\$586.00	30	\$410.20
Autoinjector	1	\$8,498.00	30	\$5,948.60
Tray, 150 vial	1	\$10,126.00	30	\$7,088.20
HES MSD EI Turbo Bundle	1	\$129,748.00	30	\$90,823.60
Ion Gauge Controller Kit	1	\$2,302.00	30	\$1,611.40
MS Library Bundle	1	\$7,135.00	30	\$4,994.50
		<b>List Price</b>		\$188,688.00
		<b>Educational Discount (10%)</b>		<b>(\$18,868.80)</b>
		<b>CFI In-kind Discount (20%)</b>		<b>(\$37,737.60)</b>
		<b>Total Discounts</b>		<b>(\$56,606.40)</b>
		<b>Total (Exclusive Taxes)</b>		\$132,081.60

Distinguishes educational and CFI in-kind discounts

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- The lack of normal and educational discount should also be explicitly declared

Total Unit Price:	Educational Total Discount:	CFI "In-kind" Total Discount:	Extended Price- Total:
\$ 75,555.05	\$0.00	\$ 14,691.25	\$ 60,863.80

Distinguishes educational and CFI in-kind discounts; indicates that the company does not offer an educational discount

Shipping charges are an estimate and subject to change. Standard 3% CFI discount included. [REDACTED] does not have available educational discounts.

Vendor makes statement that they do not offer educational discounts

# Examples From Inappropriate Quotes

Note: ██████ extends CFI cost consideration in lieu of educational discounts.

“In lieu” implies that CFI discount is being offered instead of educational discount?

A special discount (listed as a "regional discount" or "negotiated discount" below) has been applied to this quotation. Agencies that provide grants will deem these discounts as our "in-kind" contribution. We do not wish to specify any particular granting agency in the event that you wish to pursue other sources of grants (ie: NSERC). For post graduate research and usage, our list price is the best price available without applying under our Grant Application process. In any event, the discounts that we have listed has been acceptable for CFI purposes.

- Is this a discount that is based on the location of the U of A??

- CFI eligible in-kind discounts must be **specific** to the CFI.

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## Note:

- Vendors are not required to offer normal or educational discounts
- You may ask for an in-kind contribution from suppliers but should not ask for a specific amount or percentage\*

\*[https://www.innovation.ca/sites/default/files/Funds/documents/Competitive%20bid%20process%20and%20examples\\_updated%20April%207%202014\\_EN%20-%20CSV2.pdf](https://www.innovation.ca/sites/default/files/Funds/documents/Competitive%20bid%20process%20and%20examples_updated%20April%207%202014_EN%20-%20CSV2.pdf)