

PRICE ASSESSMENT

No. Years	Penalty/Bonus Scenario	Graffiti Systems Australia	West Aus Graffiti Removal	Quick Smart Enviro Clean	JVR Surface Cleaning	FCT Surface Cleaning	Kleenit	Graffiti Force Pty Ltd
Option A (Exclusive of Penalty/Bonus Arrangement)								
1 Year	n/a	\$217,875	\$585,150	\$933,750	\$622,500	\$814,230	\$339,885	\$610,050
5 Years	n/a	\$1,139,175	\$3,057,720	\$4,877,910	\$3,250,695	\$4,252,920	\$1,775,370	\$3,187,200
Option B (Inclusive of Penalty/Bonus Arrangement)								
1 Year	Minimum penalty applied (did not meet target for 6 months)	\$207,573	\$691,909	\$789,019	\$667,631	\$832,718	\$331,388	\$594,799
	Maximum penalty applied (did not meet target for 12 months)	\$202,250	\$674,168	\$768,788	\$650,513	\$811,367	\$322,891	\$579,548
	No penalty/bonus applied (Met target for 7-8 months)	\$212,895	\$709,650	\$809,250	\$684,750	\$854,070	\$339,885	\$610,050
	Minimum bonus applied (Met target for 9 months)	\$220,879	\$736,262	\$839,597	\$710,428	\$886,098	\$352,631	\$632,927
	Maximum bonus applied (Met target for 12 months)	\$223,540	\$745,133	\$849,713	\$718,988	\$896,774	\$356,879	\$640,553
5 Years	Minimum cost of Contract over 5 yrs with maximum penalty applied each year	\$1,056,736	\$3,522,453	\$4,016,833	\$3,408,859	\$4,239,304	\$1,687,070	\$3,028,074
	Maximum cost of Contract over 5 yrs with maximum bonus applied each year	\$1,167,971	\$3,893,238	\$4,439,657	\$3,746,633	\$4,685,546	\$1,864,656	\$3,346,819

Note: The rates offered by West Aus Graffiti Removal and Quick Smart Enviro Clean were different for each graffiti removal method. For the purposes of this evaluation, their lowest rate (graffiti paint-out) was used in the above calculations. It is not possible to predict which removal method is used more frequently as it is entirely dependent on the graffiti type and surface it has been applied to.