



This MODEL72 Proposal is Prepared
Exclusively for:
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El Dorado Registrar of Voters
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2850 Fairlane Court,Placerville,CA,95667 US

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Version : 1

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PRODUCT DESCRIPTION

OPEX® Model 72™ Rapid Extraction Desk (RED™)

The Model 72 Rapid Extraction Desk, or RED for short, redefines efficiency in the envelope opening process!

More than three decades ago, OPEX introduced its first RED and set the industry standard for Extraction Desk technology. The Model 72 RED advances that technology to its highest level yet, proving once again why OPEX is the industry leader.

Equipped with an all-new feeder, milling cutter capability, and an auto-jog transport that shifts envelope contents away from the cutters, the machine is ideal for applications that involve thick or over-stuffed envelopes. The Model 72 can process intermixed envelopes of varying thicknesses with ease, up to 0.375".

The Model 72 marks the first time that milling cutting technology has been offered on a RED. This option is being made available in addition to OPEX's traditional, and highly regarded, slicing technology.

Milling cutting offers a smaller cut depth which significantly reduces the potential of cutting contents. This allows the Model 72 to handle the entire range of mail, including items that were previously difficult to process like multi-page forms, tax documents and other similar, thicker envelopes.

The feeder adjusts on-the-fly to accommodate the widest range of envelopes possible. Thanks to the innovative design of the Model 72, the entire envelope path has been optimized to also accommodate irregular-sized envelopes.

The Model 72 includes several ergonomic advancements, including an optimized mail tray and 20% more desk space than prior models. These features are especially helpful in forms processing, where additional space is often required to process multi-page documents and larger, thicker envelopes.

The Model 72 RED is built upon the legacy of its predecessors, meaning that the machine includes all of the great benefits and options previously available in prior REDs such as: A thickness profiling candler that performs a second check of the envelope for content security; Performance Control Center (PCC); OPEX Network Solution (ONS); printer; ergonomic desk chair; sort arrangement flexibility; and mail tray holders. The operator can also still choose from three different cycling modes.

In short, the Model 72 offers efficient, secure, and reliable mixed envelope opening and extraction. When integrated with the OPEX Falcon series of scanner, one operator can open envelopes, extract contents, and scan everything in one step, on one platform, with little or no prep. Combined, the Model 72 RED and Falcon series of scanners provide the world's only single-step out-of-the-envelope document processing platform.

PURCHASE PAYMENT TERMS

Product configuration and pricing are provided near the back of the Proposal. Prices quoted are those currently in effect and will be held firm for ninety (90) days from the date of this proposal. Prices quoted are FOB OPEX's facilities located in Moorestown, New Jersey USA.

The sell prices listed in this Proposal are contingent upon purchasing the quantity listed. If the purchased quantity varies from the quoted quantity, then the sell price of each unit may be adjusted accordingly in accordance with OPEX's price schedules. All prices are subject to change on a periodic basis.

Terms of Payment

If you choose to purchase the Product outright, terms of payment are net thirty (30) days from the date of delivery. All applicable taxes and freight estimate charges are additional.

Product Shipment Information

OPEX does not inventory our Products and will provide an estimated shipping date within ten (10) calendar days after receipt of your firm equipment order. Shipments are currently running approximately 120 calendar days ARO for the OPEX Falcon series of scanners and Model 72. However, due to the continuing impact of the COVID-19 virus on the global supply chain together with increasingly high demand for raw materials and electronic components, please be advised that we could experience delivery delays due to delays imposed by OPEX suppliers. We are diligently working with our suppliers to insure the availability of supplied components and raw materials. While we do not anticipate changing your initial estimated shipment date, OPEX will promptly notify you regarding any scheduling changes to your order. Thank you in advance for your patience and for your investment in OPEX Product(s) and services.

ADDITIONAL PRICING INFORMATION

Tax Information

Currently, the tax rate for , is (XX%) and the following are taxable items: purchase of hardware, purchase of software, service, software license fee, and freight. In the event the applicable taxing authority modifies the items that are considered taxable and/or the applicable tax rate, then the tax amount shall be subject to change based on the date of shipment and/or the start date of the Services Agreement for the Equipment.

Freight Estimate Information

Freight Estimate charges quoted on the pricing page of this Proposal are estimated and are subject to change without notice. The actual freight estimate charges will be determined on the actual date of shipment, which may be higher or lower than the freight estimate costs listed in this Proposal.

Please add \$75.00 if a lift gate is needed for delivery.

INSTALLATION AND TRAINING

The initial OPEX installation process is included at no additional charge. OPEX Sales and Service Teams will oversee all aspects of installation. That includes unpacking and assembling the Product by OPEX factory-trained technicians at the designated installation area within Customer's facility listed in this Proposal and thoroughly test machine components to ensure that everything is running smoothly.

Additionally, OPEX provides on-site standard operator training of your machine operators using your media. Besides this initial training, OPEX also provides periodic on-site refresher training, on a date and time mutually agreed to by and between OPEX and the Customer, as long as Customer is the original equipment purchaser or original end-user of the Product.

WARRANTY INFORMATION

Hardware Warranty. OPEX warrants that it owns the Product and it will transfer good title to Customer.

OPEX further warrants that it shall repair or replace defective parts contained within the Product, including labor, and shall perform preventive maintenance at no cost to Customer for thirty (30) days commencing from the date of delivery for the MODEL72 ("Fixed Warranty Period").

Labor during the Fixed Warranty Period is limited to OPEX's standard coverage hours, 7:00 AM to 3:00 PM, site local time, Monday through Friday, excluding OPEX holidays.

Services Warranty. For the duration of the Fixed Warranty Period, OPEX further warrants that services will be performed in a good and workmanlike manner, based upon commercially reasonable practices and standards. All services will be provided by OPEX's National Service Organization, which is a definite benefit of purchasing the Product.

Warranty Remedies and Limitations. THE FOREGOING EXPRESS WARRANTIES ARE EXCLUSIVE WITH RESPECT TO ANY PRODUCT (INCLUDING SOFTWARE), SERVICE OR OTHER MATERIAL PROVIDED BY OPEX HEREUNDER. OPEX EXPRESSLY DISCLAIMS ALL OTHER REPRESENTATIONS AND WARRANTIES, EXPRESS OR IMPLIED, STATUTORY OR OTHERWISE, INCLUDING WITHOUT LIMITATION ANY WARRANTY OF MERCHANTABILITY OR FITNESS OR SUITABILITY FOR A PARTICULAR PURPOSE OR THOSE ARISING FROM COURSE OF PERFORMANCE, DEALING OR USAGE.

CUSTOMER AND OPEX AGREE THAT CUSTOMER'S SOLE AND EXCLUSIVE REMEDY WITH RESPECT TO BREACH OF THE ABOVE LIMITED WARRANTY OBLIGATIONS SHALL BE LIMITED TO DIRECT DAMAGES IN AN AMOUNT NOT TO EXCEED THE AMOUNT OF THE PURCHASE PRICE OF A PARTICULAR PRODUCT OR THE COST OF A SERVICE HEREUNDER, WHICHEVER IS LESS. ALL ACTIONS ON THE WARRANTIES, HEREUNDER MUST BE COMMENCED IN WRITING WITHIN SIX (6) MONTHS OF THE DATE OF DELIVERY OR BE OTHERWISE LOST. THIS LIMITED WARRANTY AND THE LIMITATION ON REMEDIES CONTAINED HEREIN ARE REFLECTED IN THE PURCHASE PRICE OF THE PRODUCTS.

TO THE EXTENT PERMITTED BY APPLICABLE LAW, IN NO EVENT SHALL OPEX BE HELD RESPONSIBLE OR LIABLE FOR ANY OTHER DAMAGES WHATSOEVER (INCLUDING WITHOUT LIMITATION, DAMAGES FOR LOSS OF BUSINESS PROFITS, BUSINESS INTERRUPTION, LOSS OF BUSINESS INFORMATION, LOSS OR INACCURACY OF DATA, AND COSTS OF PROCUREMENT OF SUBSTITUTE PRODUCTS) OR ANY OTHER SPECIAL, INDIRECT, INCIDENTAL OR CONSEQUENTIAL DAMAGES TO PROPERTY, PERSONS OR OTHER LOSSES OR DAMAGES, ARISING OUT OF OR IN CONNECTION WITH THE PERFORMANCE OR OPERATION OF THE PRODUCTS AND SERVICES SOLD HEREUNDER, WHETHER OR NOT OPEX HAS ACTUAL KNOWLEDGE OF THE POSSIBILITY OF SUCH LOSS OR DAMAGE.

SERVICE INFORMATION

OPEX offers comprehensive service and support for all customers. All technicians are OPEX trained employees, not subcontractors. They have undergone rigorous training in the field and in the classroom

and receive ongoing Product education on a routine basis. Knowledge, support and a dedication to customer satisfaction make OPEX service the best in the industry.

The focus of the OPEX annual service contract is to provide a regular schedule of preventative preventive maintenance. The service contract will begin promptly upon conclusion of the Fixed Warranty Period and covers 100% parts and labor during the annual contracted coverage hours which includes both unlimited demand calls and preventive maintenance calls. Simple cleaning of the Product by Customer is necessary at the end of each shift for proper operation.

- The Model 72 (RED) receives twelve (12) preventative maintenance calls annually.

General Service Information

The first year's quoted service pricing is provided near the back of this Proposal and based on a single shift (8 consecutive hours) usage and on-call coverage, per unit, payable annually in advance. All services are provided in accordance with OPEX's then current service terms. Standard on-call coverage hours are 7 AM to 3 PM, site local time, Monday-Friday, excluding OPEX holidays. Additional service requested by Customer is prorated based on usage and contracted coverage. Taxes and consumable items are not included. Upon annual renewal of the service contract, the pricing schedule then in effect will apply. Terms of payment are net thirty (30) days from the date of invoice.

OPEX US Holidays

OPEX observes the following nine (9) U.S. holidays: New Year's Day; Good Friday; Memorial Day; Independence Day; Labor Day; Thanksgiving Day; Friday after Thanksgiving; Christmas Eve and Christmas Day. When the holiday is on a Saturday or Sunday, it will be observed on the date observed by the Federal government and/or by OPEX. OPEX reserves the right to modify the holiday list upon providing at least ninety (90) calendar days' advance written notice to Customer.

Proprietary Components

Certain Products and Product features utilize proprietary components, processes, Software, and technical support materials developed or supplied by OPEX or its authorized third-party providers. These proprietary materials are covered by various patents and copyrights, which are either owned or licensed by OPEX and Customer is not permitted to copy, reproduce, decompile, disassemble, reverse-engineer or alter in any manner without prior written consent and licensing from an authorized representative of OPEX. Some of these proprietary materials also carry additional annual licensing fees, as indicated in the below section.

SOFTWARE LICENSE

If Customer elects not to purchase an OPEX service contract after conclusion of the Fixed Warranty Period or if the OPEX service contract is cancelled at any time, diagnostic software may be licensed on an annual basis per machine, in accordance with OPEX's pricing and terms and conditions then in effect.

CONFIDENTIALITY

The information contained in this document is proprietary and may not be distributed to any third party without the prior written consent of OPEX.

CONTACT INFORMATION

At OPEX Corporation, we strive to provide the highest levels of customer satisfaction from all facets of the company. I look forward to meeting with you in person to review this proposal and answer any questions you may have. You can also visit our website at www.opex.com to find out more about OPEX products and services.



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Should you need to speak with me in the meantime, please do not hesitate to contact me at 856.727.1100, or simply reply to my email. Thank you again for the opportunity to serve your organization.

DRAFT



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OPEX Corporation

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Email: pcarlson@opex.com

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El Dorado Registrar of Voters
 2850 Fairlane Court

Placerville CA , US 95667

SHIP TO:

Norma Gray
 El Dorado Registrar of Voters
 2850 Fairlane Court

Placerville CA , US 95667

QTY	DESCRIPTION	SELL PRICE	LINE TOTAL
2	ASM M72 BASE W/MILL TOP CUT 110V SA	\$36,200.00	\$72,400.00
2	ASM M72 STAT PRNTR SA	\$1,250.00	\$2,500.00
2	M72 DROP SORT FILLER - FULL LTH	\$220.00	\$440.00
2	ENVL CATCHER M72	\$110.00	\$220.00
2	Service - MODEL72	\$3,200.00	\$6,400.00
1	ESTIMATED FREIGHT	\$2,406.00	\$2,406.00
		EQUIPMENT, pre-tax (USD)	\$75,560.00
		SERVICE, pre-tax (USD)	\$6,400.00
		TAX (USD)	\$6,233.70
		FREIGHT ESTIMATE (USD)	\$2,406.00
		TOTAL (USD)	\$90,599.70

Any applicable software licensing and/or maintenance fees are due on an annual basis in accordance with OPEX's published rates and terms then in effect. These fees are normally itemized on the annual Maintenance Agreement invoice, but are billed separately in the event you do not have an OPEX service contract

To place an order, please return one signed original to OPEX with your payment or purchase order. Thank you.

Signature: _____
 Name: _____
 Title: _____
 Date: _____