

AGREEMENT CONTRACT ROUTING SHEET

Date Prepared: 03/31/2021

Need Date: 04/12/2021

PROCESSING DEPARTMENT:

Department: CAO - P&C
Dept. Contact: Rick Blake
Phone: 5873
Department Head Signature: Rick Blake
Digitally signed by Rick Blake
Date: 2021.03.31 12:47:00
-07'00'

CONTRACTOR:

Name: State of California
Address: 707 3rd Street, 2nd Floor, MS 2-22
West Sacramento, CA 95605
Phone: 916-375-4378
Org Code: Countywide
Project # _____
(if applicable): _____
Funding Source: Various

CONTRACTING DEPARTMENT: CAO - Procurement & Contracts (Countywide Use + Store's Unit)

Service Requested: Approve Amendment 6 of State of California Contract #7-17-70-41-03 to extend contract term.

Description: Lease of Mailroom Equipment, Supplies and Maintenance

Contract Term: Ending May 14, 2022 Contract Value: \$ 45,000.00

COUNTY COUNSEL: (Must approve all contracts and MOU's)

Approved: Disapproved: Date: 04/06/2021 By: Daniel Vandekoolwyk
Approved: Disapproved: Date: _____ By: _____
Digitally signed by Daniel Vandekoolwyk
Date: 2021.04.06 13:43:08 -07'00'

HR APPROVAL: WILL BE REVIEWED THROUGH WORKFLOW

RISK MANAGEMENT: WILL BE REVIEWED THROUGH WORKFLOW

PLEASE EMAIL SIGNED DOCUMENT TO: _____
Thank you!

**CALIFORNIA PARTICIPATING ADDENDUM 7-17-70-41-03
AMENDMENT 6**

Mailroom Equipment, Supplies and Maintenance
Arizona NASPO ValuePoint Master Price Agreement No. ADSPO16-169897
Pitney Bowes, Inc. (Contractor)

The parties hereto mutually agree to amend Participating Addendum No. 7-17-70-41-03 as follows:

Section 2. TERM, subpart A. is amended to now read as follows:

- A. The term of this Participating Addendum shall begin upon signature approval by the State and will end May 14, 2022, or upon termination by the State, whichever occurs first.

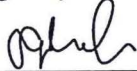
All other terms and conditions of the original Participating Addendum shall remain in full force and effect.

IN WITNESS WHEREOF, the parties have executed this Participating Addendum as of the date of execution by both parties below.

STATE OF CALIFORNIA

Department of General Services

Agency Name



3/30/2021

Authorized Signature

Date Signed

Stephanne Lim/MAU2 Supervisor

Printed Name/Title of Person Signing

707 Third Street
West Sacramento, CA 95605

Address

CONTRACTOR

Pitney Bowes, Inc.

Contractor Name



Authorized Signature

Date Signed

Arthur E. Adams, Jr.
Director, Government Contract Compliance

Printed Name/Title of Person Signing

3001 Summer Street
Stamford, CT 06926

Address

CONTRACT AMENDMENT ROUTING SHEET

Date Prepared: 07/22/2020

Need Date: 08/05/2020

PROCESSING DEPARTMENT:

Department: CAO - P&C
Dept. Contact: Rick Blake
Phone: 5873
Department
Head Signature: _____

CONTRACTOR:

Name: State of California
Address: 707 3rd Street, 2nd Floor, MS 2-22
West Sacramento, CA 95605
Phone: 916-375-4378
Org Code: Countywide
Project String
(if applicable): _____

CONTRACTING DEPARTMENT: Countywide

Service Requested: Approve Piggy-Back of State Contract #7-17-70-41-03, Amendment 5, Supplement 7
Description: Lease of Mailroom Equipment, Supplies & Maintenance
Contract Term: Ending 05/14/2021 Contract Value: Various

COUNTY COUNSEL: (must approve all contracts and MOU's)

Approved: Disapproved: Date: 7/31/2020 By: Janeth SanPedro
Approved: Disapproved: Date: _____ By: _____

Digitally signed by Janeth SanPedro
Date: 2020.07.31 13:17:20 -0700

COUNSEL -- PLEASE FORWARD TO HR AND RISK MANAGEMENT -- THANKS!

HR APPROVAL:

Compliance with Human Resources requirements? Yes: No:
Compliance verified by: _____

RISK MANAGEMENT APPROVAL: (all contracts & MOU's except boilerplate grant funding contracts)

Approved: Disapproved: Date: _____ By: _____
Approved: Disapproved: Date: _____ By: _____

OTHER APPROVAL: (Specify department(s) participating or directly affected by this contract).

Departments:
Approved: Disapproved: Date: _____ By: _____
Approved: Disapproved: Date: _____ By: _____

**CALIFORNIA PARTICIPATING ADDENDUM 7-17-70-41-03
AMENDMENT 5**

Mailroom Equipment, Supplies and Maintenance
Arizona NASPO ValuePoint Master Price Agreement No. ADSPO16-169897
Pitney Bowes, Inc. (Contractor)

The parties hereto mutually agree to amend Participating Addendum No. 7-17-70-41-03 as follows:

Section 2. TERM, subpart A. is amended to now read as follows:

- A. The term of this Participating Addendum shall begin upon signature approval by the State and will end May 14, 2021, or upon termination by the State, whichever occurs first.

All other terms and conditions of the original Participating Addendum shall remain in full force and effect.

IN WITNESS WHEREOF, the parties have executed this Participating Addendum as of the date of execution by both parties below.

STATE OF CALIFORNIA

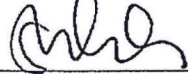
CONTRACTOR

Department of General Services

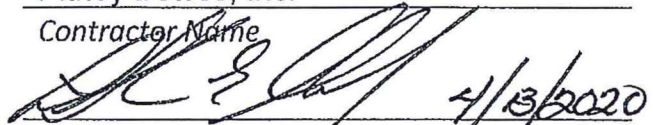
Pitney Bowes, Inc.

Agency Name

Contractor Name



4/23/2020



4/13/2020

Authorized Signature

Date Signed

Authorized Signature

Date Signed

Stephanie Lim / MAIA supervisor

Arthur E. Adams, Jr.

Director, Government Contract Compliance

Printed Name/Title of Person Signing

Printed Name/Title of Person Signing

707 Third Street
West Sacramento, CA 95605

3001 Summer Street
Stamford, CT 06926

Address

Address

**COOPERATIVE AGREEMENT
USER INSTRUCTIONS
NON-MANDATORY**

Supplement 7

Effective Date: 5/22/20

TITLE	DESCRIPTION
TITLE/DESCRIPTION:	Mailroom Equipment, Supplies and Maintenance (NASPO ValuePoint Cooperative Agreement)
CONTRACT NUMBERS:	7-17-70-41-01 - Bell and Howell, LLC 7-17-70-41-02 - Neopost USA, Inc. 7-17-70-41-03 - Pitney Bowes, Inc. 7-17-70-41-05 - Stamps.com, Inc. 7-19-70-41-06 - DMT Solutions Global Corporation dba BlueCrest
CONTRACT TERM:	Various through May 14, 2021
CONTRACT CATEGORY:	IT Goods and Services
MAXIMUM ORDER LIMIT:	State Agencies: \$1,500,000 (See section 6.B) Local Governmental Agencies: Unlimited
FOR USE BY:	State and Local Governmental Agencies (See Section 2)
STATE CONTRACT ADMINISTRATOR:	Michael Wong (916) 441-9619 Michael.Wong@dgs.ca.gov

Ordering Agencies are instructed to carefully review these User Instructions in their entirety. For questions, please contact the State Contract Administrator and reference the "Title/Description" and/or Contract Number listed above. Changes to this document will be issued through a User Instructions Supplement.

ORIGINAL ON FILE

Michael Wong, State Contract Administrator

COOPERATIVE AGREEMENT USER INSTRUCTIONS
Mailroom Equipment, Supplies and Maintenance

SUMMARY OF CHANGES

Supplement Number	Description/Sections	Supplement Effective Date
7	Supplement 7 replaces and supersedes previous User Instructions version. Revisions include: <ul style="list-style-type: none">• Section 4.A (State Contract Administrator) – Updated State Contractor Administrator	5/22/20

To obtain copies of previous User Instructions, please contact the State Contract Administrator listed in Section 4 (Contract Administrators).

COOPERATIVE AGREEMENT USER INSTRUCTIONS
Mailroom Equipment, Supplies and Maintenance

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Mailroom Equipment, Supplies and Maintenance

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USER INSTRUCTIONS

1. SCOPE AND OVERVIEW

- A. Public Contract Code sections 10298 and 10299 authorize the Department of General Services, Procurement Division (DGS, PD) to establish leveraged procurements that include the use of, and participation in, cooperative agreements with consortiums such as NASPO ValuePoint.
- B. DGS, PD established a California Participating Addendum contract hereafter referred to as "California Cooperative Agreement" or "Cooperative Agreement" with Contractor (as noted on page 1) for use of the NASPO ValuePoint Mailroom Equipment, Supplies and Maintenance Agreements executed by the State of Arizona (RFP Number ADSPO16-00006328).
- C. Offered product and service categories are listed in Table 1: State of California Available Products and Services List and Table 2: Local Government Available Products and Services List found in Section 5. C.
- D. Ordering Agencies are encouraged to review the Arizona Lead State Statement of Work contained in each Arizona Master Agreement prior to initiating purchase orders or service contracts. Arizona Master Agreements, Section 3.20 Line Item Specifications contains the descriptions for offered products and services. Section 5. A. has a link to NASPO ValuePoint website where this information can be found.
- E. Attachment A - Contractor Information contains specific information about each provider.
- F. Note: Unless otherwise specified within this document, the term "Ordering Agencies" will refer to all state agencies and local governmental agencies eligible to utilize these agreements. Ordering and usage instructions exclusive to state or local governmental agencies shall be identified within each section.

2. CONTRACT AVAILABILITY

A. State Agencies

- 1) Use of these agreements is non-mandatory for California state agencies.
- 2) Refer to Section 5.D Restricted/Disallowed Products and Services for more information.

B. Local Governmental Agencies

- 1) Use of these agreements is optional for local governmental agencies.

- 2) See Section 5.D. Restricted/Disallowed Products and Services for more information.
- 3) Each local governmental agency shall determine whether use of these agreements is consistent with its procurement policies and regulations.

3. CONTRACT TERM

- A. The term of this Cooperative Agreement shall begin upon signature approval by the State and will end May 14, 2021, or upon termination by the State, whichever occurs first. Attachment A identifies the contract term for each Cooperative Agreement.
- B. Order placement and execution shall be on or before the expiration of the California Cooperative Agreement. However, delivery of products or completion of services may be after the California Cooperative Agreement expiration date.
- C. Lead State NASPO ValuePoint Master Agreements may be extended beyond the original contract period upon mutual agreement between the lead state and the Contractor. Lead State amendments to extend the NASPO ValuePoint Master Agreement term date are not automatically incorporated into these California Cooperative Agreements. Extension(s) to the contract term of the California Cooperative Agreements will be through a written amendment upon mutual agreement between DGS-PD and the Contractor.

4. CONTRACT ADMINISTRATOR

- A. The State Contract Administrator for these agreements is:

Administrator Information	State Contract Administrator
Name:	Michael Wong
Telephone:	(916) 441-9619
Email:	Michael.Wong@dgs.ca.gov
Address:	DGS, Procurement Division Attn: Michael Wong 707 Third Street, 2nd Floor, MS 2-202 West Sacramento, CA 95605

- B. Contractor Contract Administrator contact information is outlined in Attachment A.

5. CONTRACT INFORMATION

A. Lead State Agreement (NASPO ValuePoint Base Contract)

The California Cooperative Agreements are based on some or all of the products, services and prices from the NASPO ValuePoint Mailroom Equipment,

COOPERATIVE AGREEMENT USER INSTRUCTIONS
Mailroom Equipment, Supplies and Maintenance

Supplies and Maintenance Master Agreements issued by the State of Arizona. Copies of the Arizona agreements are available on the [NASPO ValuePoint Mailroom Equipment website](https://www.naspovaluepoint.org/portfolio/mailroom-equipment-supplies-and-maintenance-2017-2022/) (<https://www.naspovaluepoint.org/portfolio/mailroom-equipment-supplies-and-maintenance-2017-2022/>).

B. California Cooperative Agreements (Participating Addendum Documents)

California Cooperative Agreements and related documents are posted at Cal eProcure. Direct links to each agreement in Cal eProcure are found in Attachment A.

C. Available Products and Services

- 1) Contractors may only offer goods and services to State and Local Governments in categories listed in Tables 1 and 2 below. These State Agency and Local Government Available Product and Service List Tables are not the same. Refer to:
 - a) Table 1: State of California - Available Products and Services List
State Ordering Agencies use Table 1 below to identify available products and services for purchase.
 - b) Table 2: Local Government - Available Products and Services List
Local Government Ordering Agencies use Table 2 below to identify available products and services for purchase.

COOPERATIVE AGREEMENT USER INSTRUCTIONS
Mailroom Equipment, Supplies and Maintenance

Table 1: State of California - Available Products and Services List

Category of Good or Service	Bell & Howell	Neopost	Pitney Bowes	STAMPS	BlueCrest
<i>Postage Meter Rental</i>		X	X		
<i>Ultra Low Volume Mailing Systems</i>		X	X		
<i>Low Volume Mailing Systems</i>		X	X		
<i>Medium Volume Mailing Systems</i>		X	X		
<i>High Volume Mailing Systems</i>		X	X		
<i>Production Volume Mailing Systems</i>		X	X		
<i>Integrated Postal Scales</i>		X	X		
<i>Low Volume Letter Openers</i>		X	X		
<i>High Volume Letter Openers</i>		X	X		
<i>Low Volume Letter Folders</i>		X	X		
<i>High Volume Letter Folders</i>		X	X		
<i>Low Volume Folder-Inserters</i>		X	X		
<i>Medium Volume Folder-Inserters</i>		X	X		
<i>High Volume Folder-Inserters</i>		X	X		
<i>Production Folder-Inserters</i>	X	X			X
<i>Low Volume Ink Jet Envelope Addressing System</i>		X	X		
<i>Medium Volume Ink Jet Envelope Addressing System</i>		X	X		
<i>High Volume Ink Jet Envelope Addressing System</i>		X	X		
<i>High Volume Tabbers</i>		X	X		
<i>Pre-Sorting Equipment</i>	X				X
<i>Software License and Subscription</i>	X	X	X	X	X
<i>PC Postage (Software)</i>			X	X	
Ancillary Good or Service					
<i>Accessories</i>	X	X	X		X
<i>Supplies and Consumables</i>	X	X	X	X	X
<i>Mailing Furniture (general)</i>	X	X	X		X
<i>Maintenance</i>	X	X	X		X
Miscellaneous Services Awards					
<i>Software License & Subscription</i>	X	X	X	X	X
<i>Software Consulting</i>	X	X	X		
<i>Training</i>	X	X	X		
<i>Design Production</i>	X	X	X		
<i>Relocation Services</i>	X	X	X		

COOPERATIVE AGREEMENT USER INSTRUCTIONS
Mailroom Equipment, Supplies and Maintenance

Table 2: Local Government - Available Products and Services List

Category of Good or Service	Bell & Howell	Neopost	Pitney Bowes	STAMPS	BlueCrest
<i>Postage Meter Rental</i>		X	X		
<i>Ultra Low Volume Mailing Systems</i>		X	X		
<i>Low Volume Mailing Systems</i>		X	X		
<i>Medium Volume Mailing Systems</i>		X	X		
<i>High Volume Mailing Systems</i>		X	X		
<i>Production Volume Mailing Systems</i>		X	X		
<i>Integrated Postal Scales</i>		X	X		
<i>Low Volume Letter Openers</i>		X	X		
<i>High Volume Letter Openers</i>		X	X		
<i>Low Volume Letter Folders</i>		X	X		
<i>High Volume Letter Folders</i>		X	X		
<i>Inserter</i>					X
<i>Low Volume Folder-Inserter</i>		X	X		
<i>Medium Volume Folder-Inserter</i>		X	X		
<i>High Volume Folder-Inserter</i>		X	X		
<i>Production Folder-Inserter</i>	X	X			X
<i>Low Volume Ink Jet Envelope Addressing System</i>		X	X		
<i>Medium Volume Ink Jet Envelope Addressing System</i>		X	X		
<i>High Volume Ink Jet Envelope Addressing System</i>		X	X		
<i>Production Ink Jet Envelope Addressing System</i>		X			
<i>Low Volume Tabbers</i>		X			
<i>Medium Volume Tabbers</i>		X			
<i>High Volume Tabbers</i>		X	X		
<i>Pressure Sealing Production</i>	X				
<i>Pre-Sorting Equipment</i>	X				X
<i>Software License and Subscription</i>	X	X	X	X	X
<i>PC Postage (Software)</i>			X	X	
<i>Extractor</i>		X			
Ancillary Good or Service					
<i>Accessories</i>	X	X	X		X
<i>Supplies and Consumables</i>	X	X	X	X	X
<i>Mailing Furniture (general)</i>	X	X	X		X
<i>Maintenance</i>	X	X	X		X
Miscellaneous Services Awards					
<i>Software License & Subscription</i>	X	X	X	X	X
<i>Software Consulting</i>	X	X	X		
<i>Training</i>	X	X	X		

COOPERATIVE AGREEMENT USER INSTRUCTIONS
Mailroom Equipment, Supplies and Maintenance

Category of Good or Service	<i>Bell & Howell</i>	<i>Neopost</i>	<i>Pitney Bowes</i>	<i>STAMPS</i>	<i>BlueCrest</i>
<i>Design Production</i>	X	X	X		
<i>Install Assembly Production</i>	X	X	X		
<i>Relocation Services</i>	X	X	X		
<i>EQ Lease</i>		X	X		
<i>EQ Rental</i>		X			

D. Restricted/Disallowed Products and Services

1) Items Restricted by the Lead State

a) Refer to Lead State Master Agreements Section 3.2 Products containing restricted items. The following items are conditionally approved for purchase as specified below:

- i) *3.2.1.1. Printers – The only printers allowed for purchase through this solicitation are special printers sole use for which is tied to mail room equipment. If a regular printer (e.g. an HP Printer) is able to be utilized in the same fashion, and function as the printer available from the Contractor, then the printer from the Contractor is not allowed. Allowable printers may be purchased with a mail room equipment system or as a product replacement from a purchase from this or a previous Master Agreement.*
- ii) *3.2.1.2. Computers - The only computers allowed for purchase through this solicitation are those computers dedicated to mail room equipment and operations.*

2) Restricted Service – Legacy Maintenance (**State Agencies Only**)

a) Lead State did not competitively bid pricing for “Legacy Maintenance”. “Legacy maintenance” is maintenance on devices already sold to an Ordering Agency. Maintenance shall be available for equipment that is up to ten (10) years old. Pricing will be provided on an Individual Case Basis, through a quote process. (Reference: Lead State Statement of Work, Section 3.11.1). Therefore, the following service is restricted under this Cooperative Agreement:

- i) Legacy Maintenance is subject to advertising exemptions and non-competitive bid approval as applicable in the State of California, State Contract Manual (SCM), FI\$Cal Section 6.5.1.
- b) Legacy Maintenance beyond the dollar threshold allowed in the State of California, SCM, FI\$Cal 6.5.1 is subject to non-competitive bid (NCB)

approval. If an NCB is not obtained this item is no longer Restricted, it is Disallowed.

3) Disallowed Products and Services (**State Agencies Only**)

State Ordering Agencies are prohibited from purchasing the following items under this Cooperative Agreement. ***These restrictions do not apply to local governmental entities.***

a) Leasing and Rental Options (does not apply to Postage Meter Rental)

b) Products:

- i) Remanufactured Equipment
- ii) Production Ink Jet Envelope Addressing System
- iii) Low Volume Tabbers
- iv) Medium Volume Tabbers
- v) Inserters
- vi) Extractors

c) Services, including installation, that fall within the definition of “public works” as defined in Public Contract Code, Section 1101 and Labor Code Section 1720 are disallowed under this cooperative agreement and must be procured by alternate means.

E. Contractor Pricing

Pricing is based on a discount off manufacturer’s retail price. Contractors may offer greater discounts and/or lower prices than those published in their Price List. Links to each Contractor’s dedicated website and Price List are identified in Attachment A. State of California specific Price Lists and the NASPO ValuePoint Price List for use by Local Governments are also available on Cal eProcure.

F. Small Business/Disabled Veteran Business Enterprise Participation

- 1) State Ordering Agencies are able to claim credit towards their Small Business (SB) or Disabled Veteran Business Enterprise (DVBE) goals whenever a commercially useful function is performed by a certified SB or DVBE.
- 2) Any California SB and or DVBE certifications possessed by the Prime Contractor are shown in Attachment A.
- 3) State Ordering Agencies must verify certifications on [Cal eProcure Certification Search](https://caleprocure.ca.gov/pages/PublicSearch/supplier-search.aspx) (<https://caleprocure.ca.gov/pages/PublicSearch/supplier-search.aspx>).

- 4) When utilizing a SB or DVBE, State Ordering Agencies must review the activities to be performed to assure that the firm performs a “commercially useful function” as defined by Title 2 CCR section 1896.71(b).
- 5) If issuing an order to a DVBE firm, State Ordering Agencies must obtain a Disabled Veteran Business Enterprise Declaration (STD. 843).

G. DGS Administrative Fee

Ordering Agencies will not be charged the DGS Administrative fee nor will they be invoiced by the Contractor for use of these agreements.

6. CONTRACT USAGE/RULES

A. Adherence to Applicable Laws (State Agencies Only)

State Ordering Agencies must adhere to all applicable state laws, regulations, policies, best practices, and purchase authority requirements (e.g. California Codes, Code of Regulations, State Administrative Manual, Management Memos, and State Contracting Manual).

B. Purchasing Authority (State Agencies Only)

The leveraged procurement agreement acquisition method and type for these agreements are:

Acquisition Method	Acquisition Type
Cooperative Agreements (requiring further competition within the category)	IT Goods IT Services

Prior to executing subscription agreements, state agencies must have been granted purchasing authority by DGS-PD for the use of the acquisition method and type listed above. For more information, contact the DGS-PD Purchasing Authority Management Section at pams@dgs.ca.gov.

C. Order Limits/Dollar Thresholds (State Agencies Only)

State Ordering Agencies may execute orders, including amendments, up to the maximum order limit listed on page 1, unless otherwise specified by their approved delegated purchasing authority. Each state agency’s purchasing authority is listed by acquisition method and type on their Purchasing Authority Approval Letter (PAAL).

D. Incorporation of California Cooperative Agreement and Lead State Master Agreement Provisions

- 1) All service contracts executed under this agreement should contain the following statement. Refer to Attachment A to complete the statement:

“This [insert as applicable] is subject to the provisions contained in California Cooperative Agreement Contract Number: [insert appropriate number] and Arizona Lead State Master Agreement Contract Number [insert appropriate number].”

- 2) Ordering Agencies are encouraged to review the Statement of Work contained in the Arizona Lead State Master Agreements prior to initiating purchase orders or service contracts.

E. Authorized Resellers

There are no resellers available under this portfolio.

F. California Seller’s Permit (State Agencies Only)

- 1) California Seller’s Permit information for each Contractor is identified in Attachment A. Prior to placing orders under these agreements, state agencies should verify that permits are currently valid on [California Department of Tax and Fee Administration \(CDTFA\) website](http://www.cdtfa.ca.gov/) (www.cdtfa.ca.gov/). State Ordering Agencies must adhere to the file documentation required in the State Contracting Manual Volume, as applicable.
- 2) When issuing an order to an Authorized Reseller, it is the State Ordering Agency’s responsibility to ensure the reseller holds a valid California Seller’s Permit.

G. Civil Rights Certification (orders ≥ \$100,000) (State Agencies Only)

- 1) Contractors have a signed California Civil Rights Laws Attachment on file with DGS-PD.
- 2) When issuing an order to an Authorized Reseller, it is the State Ordering Agency’s responsibility to ensure the reseller provides a California Civil Rights Laws Attachment.

H. Iran Contracting Act Certification (orders > \$1 million) (State Agencies Only)

- 1) Contractors have signed an Iran Contracting Act Certification on file with the DGS-PD. Prior to award, State Ordering Agency must check the “Entities Prohibited from Contracting with Public Entities in California per the Iranian Contracting Act, 2010 List” posted by DGS to confirm firm is not listed as an ineligible business.
- 2) When issuing an order to an Authorized Reseller, it is the State Ordering Agency’s responsibility to ensure that the reseller provides an Iran Contracting Act Certification.

I. Energy Star (State Agencies Only)

State agencies are encouraged to purchase Mailing Equipment offered under these agreements which comply with the Version 2.0 ENERGY STAR specification for Imaging Equipment and are listed in the [Energy Star database](http://www.energystar.gov/productfinder/product/certified-imaging-equipment/results) (<http://www.energystar.gov/productfinder/product/certified-imaging-equipment/results>) at the time of purchase.

J. Take Back / Disposition & Disposal (State Agencies Only)

Before any Take Back/Disposition & Disposal can occur, state agencies must obtain approval for discarding their IT equipment from the DGS Surplus Property and Reutilization Program. In accordance with the State Administrative Manual (SAM), Chapter 5900, Information Technology-Disposal of IT Equipment, each agency must explore the reutilization of surplus IT equipment prior to requesting approval for recycling or attempting to use the equipment as a credit toward the purchase of new equipment.

K. Recycled Content (State Agencies Only)

- 1) State agencies are required to report purchases made within the eleven product categories in the California Department of Resources Recycling and Recovery (CalRecycle) State Agency Buy Recycled Campaign (SABRC) per Public Contract Code sections 12200-12217.
- 2) Contractor will complete and return a Recycled-Content Certification form (<https://www.calrecycle.ca.gov/contracts/forms>) upon request by the state agency.

7. ORDERING PROCEDURES

A. Initial Acquisition of Goods and Ancillary Services

1) State Agencies

Ordering Agencies electing to use this Cooperative Agreement for the purchase of mailing equipment, software licenses and subscriptions, supplies, point of sale maintenance and postage meter rental must select a Contractor using the Best Value Request for Offer (RFO) process prior to issuing a purchase order:

- a) Ordering Agency will develop a RFO which includes the following information, at a minimum:
 - i. All relevant Ordering Agency contact information necessary for Contractor to respond to RFO
 - ii. A detailed Scope of Work for the goods and services

- iii. The term for proposed services
- iv. Bidder Declaration (GSPD 05-105)

- b) Ordering Agency shall solicit offers from all contractors in the relevant award categories.
- c) Contractors may offer greater discounts than those published in their published Price List.
- d) Ordering Agency shall review all responsive offers and select a contractor based on best value.
- e) Ordering Agency must document the results of the best value RFO process.
- f) Ordering Agencies may use State-approved Authorized Resellers for soliciting offers as part of the RFO process. Refer to Section 6. E. Authorized Reseller's above.
- g) For orders under \$10,000 only one offer is required if the State Ordering Agency can establish and document that the price is fair and reasonable.

2) Local Governmental Agencies

Local governmental agencies may use the contractor selection process described in Section 7.A.1 above or other process in accordance with their procurement policies and regulations.

B. Purchase Order Form and Execution (Purchasing Goods)

All Ordering Agency purchase order documents executed under these agreements must contain the applicable California Cooperative Agreement number as shown in Attachment A.

1) State Agencies

- a) STD 65 Purchase Documents – State Ordering Agencies not transacting in FI\$Cal must use the Purchasing Authority Purchase Order (STD 65) for purchase execution. An electronic version of the STD 65 is available at the [DGS-PD website](https://www.dgs.ca.gov/PD/Forms) (<https://www.dgs.ca.gov/PD/Forms>).
- b) FI\$Cal Purchase Documents – State Ordering Agencies transacting in FI\$Cal will follow the FI\$Cal procurement and contracting procedures.

2) Local Governmental Agencies

Local governmental agencies may use their own purchase order document in lieu of the State's purchase order form.

C. Purchasing Services

- 1) State Ordering Agencies acquiring Postal Meter Rental, Proprietary or Legacy Maintenance must process a STD 213 – STANDARD AGREEMENT subject to the advertising considerations and exemptions in the State Contract Manual (SCM). State Ordering Agencies shall complete a STD 215 – AGREEMENT SUMMARY for each service contract processed under this Cooperative Agreement. Individual local government agency rules on competitive bidding should be applied.
- 2) For services less than \$10,000.00, State Ordering Agencies may use its preferred form of agreement to contract for services (e.g. STD 210 SHORT FORM CONTRACT, etc.).

D. Tax on Postage Meter Rental

Postage meter rental is considered a “Sale” subject to sales/use tax in California. Reference: California Revenue and Tax Code sections 6006 and 6006.3.

E. Purchase of Postage

See State Administrative Manual section 8115.

F. Purchasing Software Licenses or Subscriptions

State Ordering Agencies shall conduct software license and/or subscription purchases in accordance with guidelines contained in the SCM. Purchase Order shall be deemed to reference a manufacturer’s most recent release or version of the product, unless the Ordering Agency specifically requests a different model or version and the Contractor is willing to provide such model or version. Individual local government agency rules on competitive bidding should be applied.

G. Purchasing Proprietary Supplies

Purchase of “proprietary supplies” may be made directly with the manufacturer without requiring multiple offers.

8. INVOICING AND PAYMENT

A. Payment Terms

Payment terms for these agreements are net forty-five (45) days. Payment will be made in accordance with the provisions of the California Prompt Payment Act, Government Code Section 927, et seq. Unless expressly exempted by statute, the Act requires State agencies to pay properly submitted, undisputed invoices not more than forty- five (45) days after the date of acceptance of goods, performance of services, or receipt of an undisputed invoice, whichever is later.

B. Payee Data Record

State agencies not transacting in FI\$Cal, must obtain a copy of the Payee Data Record (STD 204) in order to process payments. State agencies forward a copy of the STD 204 to their Accounting office(s). Without the STD 204, payment may be unnecessarily delayed.

C. CAL-Card

- 1) Ordering Agencies may use the CAL-Card for the payment of invoices if accepted by the Contractor. Use of the CAL-Card requires the execution of a purchase order document as referenced in Section 6.A (Purchase Order Form) and must include all required documentation applicable to the purchase.
- 2) CAL-Card is a payment mechanism, not a procurement approach and, therefore, does not relieve state agencies from adhering to all procurement laws, regulations, policies, procedures, and best practices, including those discussed in the State Contracting Manual. This includes but is not limited to the application of all sales and use tax laws, rules and policies as applicable to the purchase.

D. Golden State Financial Marketplace (GS \$Mart)

- 1) Ordering Agencies may utilize financing available through DGS-PD GS \$Mart program. State Ordering Agencies are prohibited from entering into contractor “leasing” or “rental” options, however, they may finance acquisitions through DGS, PD GS \$Mart.
- 2) Program information is available on the [DGS-PD State Financial Marketplace website](https://www.dgs.ca.gov/PD/About/Page-Content/PD-Branch-Intro-Accordion-List/Acquisitions/State-Financial-Marketplace) (<https://www.dgs.ca.gov/PD/About/Page-Content/PD-Branch-Intro-Accordion-List/Acquisitions/State-Financial-Marketplace>).

9. PROBLEM RESOLUTION/CONTRACTOR PERFORMANCE

Ordering Agencies should first attempt to resolve complaints, issues or disputes informally with the Contractor. If the issue or dispute cannot be resolved by the Ordering Agency, the issue may be elevated to the DGS-PD State Contract Administrator.

COOPERATIVE AGREEMENT USER INSTRUCTIONS
Mailroom Equipment, Supplies and Maintenance

ATTACHMENT A – Contractor Information 7-17-70-41-01

Item	Agreement Detail
Cooperative Agreement	7-17-70-41-01
Contractor Name	BELL & HOWELL, LLC
Term	October 13, 2017 through May 14, 2021
Link to Cal eProcure	Cal eProcure 7-17-70-41-01 webpage
Lead State Agreement	ADSP016-169900
Product/Service Categories	Refer to Section 5. C. : Tables 1 and 2
Sellers' Permit Number	102167583 (See Section 6.G)
CAL-Card Accepted	Yes (See Section 8.C)
SB/DVBE Certification	None
Contract Administrator Contact Information	Zach Baker Phone: (919) 767-4417 Email: Zach.Baker@bhemail.com
Ordering Address	3791 S Alston Ave. Durham, NC 27713 Attention: Zach Baker
Ordering Email	Zach.Baker@bhemail.com
Ordering Fax	(919) 767-4355
Ordering Contact	Zach.Baker@bhemail.com
Contractors Dedicated Website	Bell & Howell website (https://bellhowell.net/about-bell-and-howell/government/)
Authorized Resellers (Refer to Section 6.E)	None

COOPERATIVE AGREEMENT USER INSTRUCTIONS
Mailroom Equipment, Supplies and Maintenance

ATTACHMENT A – Contractor Information 7-17-70-41-02

Item	Agreement Detail
Cooperative Agreement	7-17-70-41-02
Contractor Name	NEOPOST USA, INC.
Term	October 13, 2017 through May 14, 2021
Link to Cal eProcure	Cal eProcure 7-17-70-41-02 webpage
Lead State Agreement	ADSP016-169901
Product/Service Categories	Refer to Section 5. C. : Tables 1 and 2
Sellers' Permit Number	21686444 (See Section 6.G)
CAL-Card Accepted	Yes (See Section 8.C)
SB/DVBE Certification	None
Contract Administrator Contact Information	Larry Waters Phone: (281) 216-4596 Email: L.Waters@neopost.com
Ordering Address	478 Wheeler Farm Road Milford, CT 06461 Attention: NAGA Accounts
Ordering Email	Government@neopost.com
Ordering Fax	(203) 301-2600
Ordering Contact	Larry Waters
Contractors Dedicated Website	Neopost USA, Inc. website (https://www.neopost.com/government-accounts/naspo-value-point)
Authorized Resellers (Refer to Section 6.E)	None

COOPERATIVE AGREEMENT USER INSTRUCTIONS
Mailroom Equipment, Supplies and Maintenance

ATTACHMENT A – Contractor Information 7-17-70-41-03

Item	Agreement Detail
Cooperative Agreement	7-17-70-41-03
Contractor Name	PITNEY BOWES, INC.
Term	October 13, 2017 through May 14, 2021
Link to Cal eProcure	Cal eProcure 7-17-70-41-03 webpage
Lead State Agreement	ADSP016-169897
Product/Service Categories	Refer to Section 5. C. : Tables 1 and 2
Sellers' Permit Number	98005500 (See Section 6.G)
CAL-Card Accepted	Yes (See Section 8.C)
SB/DVBE Certification	None
Contract Administrator Contact Information	Francie Coffey Phone: (213) 256-1917 FAX: (203) 460-5758 Email: Francie.Coffey@pb.com
Ordering Address	2225 American Dr. Neenah, WI 54956 Attention: Francie Coffey
Ordering Email	Francie.Coffey@pb.com
Ordering Fax	(203) 460-5758
Ordering Contact	Francie Coffey
Contractors Dedicated Website	Pitney Bowes, Inc. website (https://www.pitneybowes.com/us/State-and-Local-Government-Solutions.html)
Authorized Resellers (Refer to Section 6.E)	None

COOPERATIVE AGREEMENT USER INSTRUCTIONS
Mailroom Equipment, Supplies and Maintenance

ATTACHMENT A – Contractor Information 7-17-70-41-05

Item	Agreement Detail
Cooperative Agreement	7-17-70-41-05
Contractor Name	STAMPS.COM, INC.
Term	October 13, 2017 through May 14, 2021
Link to Cal eProcure	Cal eProcure 7-17-70-41-05 webpage
Lead State Agreement	ADSPO16-169898
Product/Service Categories	Refer to Section 5. C. : Tables 1 and 2
Sellers' Permit Number	102332666 (See Section 6.G)
CAL-Card Accepted	Yes (See Section 8.C)
SB/DVBE Certification	None
Contract Administrator Contact Information	Al McMichael Phone: (310) 482-5864 Email: amcmichael@stamps.com
Ordering Address	1990 E. Grand Avenue El Segundo, CA 90245 Attention: Al McMichael, Director Enterprise Sales
Ordering Email	stategov@stamps.com
Ordering Fax	(888) 711-1183
Ordering Contact	Al McMichael
Contractors Dedicated Website	STAMPS.com, Inc. website (http://www.stamps.com/enterprise/government/state-local/california)
Authorized Resellers (Refer to Section 6.E)	None

COOPERATIVE AGREEMENT USER INSTRUCTIONS
Mailroom Equipment, Supplies and Maintenance

ATTACHMENT A – Contractor Information 7-19-70-41-06

Item	Agreement Detail
Cooperative Agreement	7-19-70-41-06
Contractor Name	DMT Solutions Global Corporation dba BlueCrest
Term	September 10, 2019 through May 14, 2021
Link to Cal eProcure	Cal eProcure 7-19-70-41-06 webpage
Lead State Agreement	CTR044595
Product/Service Categories	Refer to Section 5. C. : Tables 1 and 2
Sellers' Permit Number	214853120 (See Section 6.G)
CAL-Card Accepted	No (See Section 8.C)
SB/DVBE Certification	None
Contract Administrator Contact Information	Tom Tanaka Phone: (310) 714-9945 Email: Tom.Tanaka@bluecrestinc.com
Ordering Address	37 Executive Drive Danbury, CT 06810 Attention: BlueCrest Order Fulfillment
Ordering Email	Thomas.randolph@bluecrestinc.com Karen.Conlan@bluecrestinc.com DMT_Orderfulfillment@bluecrestinc.com
Ordering Fax	N/A
Ordering Contact	Tom Tanaka
Contractors Dedicated Website	N/A
Authorized Resellers (Refer to Section 6.E)	None

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Postage Meter Rental	Offerors Response
All products or services offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	Rental
Percentage (%) Discount off MSRP/Catalog	22%
Maintenance	Included in Rental Price

DUE TO 2019 GAAP CHANGES, THE PRICING ON THIS PAGE IS FOR LEGACY POSTAGE METER RENTALS ONLY, WITH THE EXCEPTION OF INFINITY PRINTING DEVICE.
FOR NEW ORDERS, REFER TO THE METER SUBSCRIPTION PRICE ON THE SOFTWARE LICENSE AND SUBSCRIPTION TAB OF PRICE BOOK.

Item	Category	Description	Monthly Meter MSRP	Monthly Contract Price	% Off MSRP
K7M0	POSTAGE METER RENTALS	METER FOR MAILSTATION2	\$23.00	\$17.94	22%
1H00-ML	POSTAGE METER RENTALS	METER FOR SENDPRO C200	\$35.00	\$27.30	22%
1H00-MM	POSTAGE METER RENTALS	METER FOR SENDPRO C300/C400	\$50.00	\$39.00	22%
7H00-ML	POSTAGE METER RENTALS	METER FOR IMI SENDPRO C200	\$35.00	\$27.30	22%
7H00-MM	POSTAGE METER RENTALS	METER FOR IMI SENDPRO C300/C400	\$50.00	\$39.00	22%
G900-ML	POSTAGE METER RENTALS	METER FOR DM300 SERIES	\$51.00	\$39.78	22%
G900-MM	POSTAGE METER RENTALS	METER FOR DM400 SERIES	\$66.00	\$51.48	22%
G900-MH	POSTAGE METER RENTALS	METER FOR DM475 SERIES	\$76.00	\$59.28	22%
4W00-ML	POSTAGE METER RENTALS	METER FOR GREEN CONNECT+500 /SENDPRO P SERIES METER15000	\$66.00	\$51.48	22%
4W00-MM	POSTAGE METER RENTALS	METER FOR CONNECT GREEN+1000/2000 & SENDPRO P1000/2000	\$76.00	\$59.28	22%
4W00-MH	POSTAGE METER RENTALS	METER FOR CONNECT GREEN+3000 & SENDPRO P3000	\$100.00	\$78.00	22%
1W00-ML	POSTAGE METER RENTALS	METER FOR CONNECT+500	\$104.00	\$81.00	22%
1W00-MM	POSTAGE METER RENTALS	METER FOR CONNECT+1000/2000	\$104.00	\$81.00	22%
1W00-MH	POSTAGE METER RENTALS	METER FOR CONNECT+3000	\$104.00	\$81.00	22%
1A00/1R00	POSTAGE METER RENTALS	METER FOR DM500-DM1100	\$160.00	\$125.00	22%
1R0T	POSTAGE METER RENTALS	PSD, US DM INFINITY COMMERCIAL METER	\$134.00	\$104.52	22%
1RPT	POSTAGE METER RENTALS	PSD, US DM INFINITY PERMIT METER	\$134.00	\$104.52	22%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Mailing Systems, Ultra Low Volume	Offeror's Response
All products offered for this category of equipment shall meet or exceed the listed specifications with the Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	42%
Percentage (%) Discount off Accessories	38%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture Maintenance	28%
Maintenance - Fixed for years 2-5	MSRP less 50%
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$190 per hr.
Time and Materials - outside business hours, weekends, and holidays	\$380 per hr.
Percentage discounts of Parts for Time and Materials	5%

Item	Category	Description	Equipment MSRP	Contract Equipment Price	% Off MSRP	MSRP Equipment Maintenance	Contract Annual Equipment Maintenance Years 2-5	% Off MSRP	Contract Monthly Equipment Maintenance	MSRP Software Maintenance	Contract Annual Software Maintenance Years 2-5	% Off MSRP	Contract Monthly Software Maintenance
MOL2	ULTRA LOW VOLUME MAILING SYSTEMS	MAILSTATION2™ WITH 2LB SCALE & 10 ACCOUNTS	\$635.00	\$342.20	46%	\$12.00	\$9.60	20%	\$0.89	n/a	n/a	n/a	n/a
MOL5	ULTRA LOW VOLUME MAILING SYSTEMS	MAILSTATION2™ WITH 5LB SCALE & 10 ACCOUNTS	\$675.00	\$365.40	46%	\$12.00	\$9.60	20%	\$0.89	n/a	n/a	n/a	n/a
H200	ULTRA LOW VOLUME MAILING SYSTEMS	SENDPRO MAILSTATION WITH 5LB SCALE	\$1,100.00	\$638.00	42%	\$13.50	\$10.80	20%	\$1.00	n/a	n/a	n/a	n/a

NO VOLUME OR TERM DISCOUNTS INCLUDED

Mailing Systems, Low-Volume	Offices Response
All products offered for this category of equipment that meet or exceed the listed specifications with the Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	41%
Percentage (%) Discount off Accessories	40%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	28%
Maintenance	
Maintenance - Fixed for years 2-5	MSRP less 20%
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$190 per hr.
Time and Materials - outside business hours, weekends, and holidays	\$380 per hr.
Percentage discounts of Parts for Time and Materials	5%

Item	Category	Description	Equipment MSRP	Contract Equipment Price	% Off MSRP	MSRP Equipment Maintenance	Contract Annual Equipment Maintenance Years 2-5	% Off MSRP	Contract Monthly Equipment Maintenance	MSRP Software Maintenance	Contract Annual Software Maintenance Years 2-5	% Off MSRP	Contract Monthly Software Maintenance
C200	LOW VOLUME MAILING SYSTEMS	SENDPRO C 200	\$610.00	\$359.90	41%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ME1A	LOW VOLUME MAILING SYSTEMS	METER HARDWARE - C SERIES	\$513.00	\$302.67	41%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZH00	LOW VOLUME MAILING SYSTEMS	SENDPRO C SERIES BASE	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
BH00	LOW VOLUME MAILING SYSTEMS	C SERIES BASE	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZH2C	LOW VOLUME MAILING SYSTEMS	SENDPRO C200 BASE	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZH2C3	LOW VOLUME MAILING SYSTEMS	SENDPRO C300 BASE	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
SV8A	LOW VOLUME MAILING SYSTEMS	GREEN DM300C DIGITAL MAILING SYSTEM	\$1,310.00	\$772.90	41%	\$176.00	\$140.80	20%	\$13.08	n/a	n/a	n/a	n/a
C300	LOW VOLUME MAILING SYSTEMS	SENDPRO C 300	\$1,510.00	\$831.80	45%	\$118.00	\$94.40	20%	\$8.77	n/a	n/a	n/a	n/a
NV50	LOW VOLUME MAILING SYSTEMS ACCESSORIE	INVIEW DASHBOARD - SINGLE UNIT ONLY (DM125 / DM225)	\$1,150.00	\$681.00	41%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1F8N	LOW VOLUME MAILING SYSTEMS ACCESSORIE	DM SERIES ANALYTICS (300 ACCOUNTS)	\$627.00	\$376.20	40%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
WIF2	LOW VOLUME MAILING SYSTEMS ACCESSORIE	WIFI ADAPTER OPTION FOR LAN2 DM125-225	\$49.00	\$29.40	40%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1F8L	LOW VOLUME MAILING SYSTEMS ACCESSORIE	DM SERIES ANALYTICS (50 ACCOUNTS)	\$204.00	\$122.40	40%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1F8M	LOW VOLUME MAILING SYSTEMS ACCESSORIE	DM SERIES ANALYTICS (100 ACCOUNTS)	\$375.00	\$225.00	40%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
CAAC	LOW VOLUME MAILING SYSTEMS ACCESSORIE	COST ACCOUNTING GOLD PLAN	\$25.00	\$18.00	28%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
APBC	LOW VOLUME MAILING SYSTEMS ACCESSORIE	COST ACCOUNTING ENABLER C SERIES	\$50.00	\$30.00	40%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
CAAD	LOW VOLUME MAILING SYSTEMS ACCESSORIE	COST ACCOUNTING PLATINUM PLAN	\$60.00	\$36.00	40%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
SFGK	LOW VOLUME MAILING SYSTEMS ACCESSORIE	PC TRANSFER UTILITY KIT	\$205.00	\$123.00	40%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1F78	LOW VOLUME MAILING SYSTEMS ACCESSORIE	95 LPM FEATURE	\$1,350.00	\$810.00	40%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1F29	LOW VOLUME MAILING SYSTEMS ACCESSORIE	120 LPM FEATURE	\$2,095.00	\$1,257.00	40%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1FA1	LOW VOLUME MAILING SYSTEMS ACCESSORIE	BASIC ACCOUNTING (25 DEPT)	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1FAC	LOW VOLUME MAILING SYSTEMS ACCESSORIE	BASIC ACCOUNTING (10 DEPT)	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1FAE	LOW VOLUME MAILING SYSTEMS ACCESSORIE	BASIC ACCOUNTING	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1FA2	LOW VOLUME MAILING SYSTEMS ACCESSORIE	DISABLE MANUAL WEIGHT FEATURE	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1FNVKIT	LOW VOLUME MAILING SYSTEMS ACCESSORIE	KIT / INVIEW ACCOUNTING UPGRADE	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1FS2	LOW VOLUME MAILING SYSTEMS ACCESSORIE	USPS SPECIAL SERVICES SOFTWARE	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1FS4	LOW VOLUME MAILING SYSTEMS ACCESSORIE	USPS SPECIAL SERVICES SOFTWARE	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1FY9	LOW VOLUME MAILING SYSTEMS ACCESSORIE	70 LPM FEATURE	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
APAC	LOW VOLUME MAILING SYSTEMS ACCESSORIE	ACCOUNTING WEIGHT BREAK REPORTING	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
APAV	LOW VOLUME MAILING SYSTEMS ACCESSORIE	ACCOUNTING LEVEL AV(25)	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
APAX	LOW VOLUME MAILING SYSTEMS ACCESSORIE	COST ACCTG ACCOUNTS LEVEL (100)	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
APAY	LOW VOLUME MAILING SYSTEMS ACCESSORIE	COST ACCTG ACCOUNTS LEVEL (500)	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
APAZ	LOW VOLUME MAILING SYSTEMS ACCESSORIE	COST ACCTG ACCOUNTS LEVEL (3000)	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
APB1	LOW VOLUME MAILING SYSTEMS ACCESSORIE	COST ACCOUNTING DEVICES (2)	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
APB2	LOW VOLUME MAILING SYSTEMS ACCESSORIE	COST ACCOUNTING DEVICES (10)	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
APB3	LOW VOLUME MAILING SYSTEMS ACCESSORIE	COST ACCOUNTING DEVICES (100)	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
APB4	LOW VOLUME MAILING SYSTEMS ACCESSORIE	COST ACCOUNTING DEVICES (500)	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
APKN	LOW VOLUME MAILING SYSTEMS ACCESSORIE	ACCOUNT LIST IMPORT/EXPORT	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
CAAA	LOW VOLUME MAILING SYSTEMS ACCESSORIE	COST ACCOUNTING BRONZE PLAN	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
CAAB	LOW VOLUME MAILING SYSTEMS ACCESSORIE	COST ACCOUNTING SILVER PLAN	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
F90D	LOW VOLUME MAILING SYSTEMS ACCESSORIE	USPS SPECIAL SERVICES WELCOME KIT	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
MZ86002	LOW VOLUME MAILING SYSTEMS ACCESSORIE	SCALE OPENING COVER	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
MP00098	LOW VOLUME MAILING SYSTEMS ACCESSORIE	MPR2 SCALE MOUNTED DISPLAY KIT	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
MP00099	LOW VOLUME MAILING SYSTEMS ACCESSORIE	MPR2 REMOTE DISPLAY KIT	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
NV90KIT	LOW VOLUME MAILING SYSTEMS ACCESSORIE	INVIEW WELCOME KIT	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
NV99KIT	LOW VOLUME MAILING SYSTEMS ACCESSORIE	INVIEW WELCOME KIT	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
PB-4000-US	LOW VOLUME MAILING SYSTEMS ACCESSORIE	SMARTLINK: LVM WIFILAN ANALYTICS DEVICE	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
PTK2	LOW VOLUME MAILING SYSTEMS ACCESSORIE	CS02 INTEGRATION	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1F25	LOW VOLUME MAILING SYSTEMS ACCESSORIE	METER INTEGRATION	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZH24	LOW VOLUME MAILING SYSTEMS ACCESSORIE	MANUAL WEIGHT ENTRY	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZH25	LOW VOLUME MAILING SYSTEMS ACCESSORIE	2H00 40 LPM	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZH26	LOW VOLUME MAILING SYSTEMS ACCESSORIE	2H00 50 LPM	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZH36	LOW VOLUME MAILING SYSTEMS ACCESSORIE	AUTO INSCRIPTIONS	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZH37	LOW VOLUME MAILING SYSTEMS ACCESSORIE	AUTO AD SLOGANS	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZH01	LOW VOLUME MAILING SYSTEMS ACCESSORIE	STANDARD AD SLOGAN	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZH02	LOW VOLUME MAILING SYSTEMS ACCESSORIE	STANDARD INSCRIPTION	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZH03	LOW VOLUME MAILING SYSTEMS ACCESSORIE	CUSTOM AD SLOGAN	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZH04	LOW VOLUME MAILING SYSTEMS ACCESSORIE	CUSTOM INSCRIPTION	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZH05	LOW VOLUME MAILING SYSTEMS ACCESSORIE	USPS RATES WITH METELED LETTER	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZH06	LOW VOLUME MAILING SYSTEMS ACCESSORIE	USPS RATES WITH STAMPED LETTER	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZH07	LOW VOLUME MAILING SYSTEMS ACCESSORIE	ELECTRONIC TRACKING AND SIGNATURE SERVICES	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZH08	LOW VOLUME MAILING SYSTEMS ACCESSORIE	ELECTRONIC RETURN RECEIPT	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZH09	LOW VOLUME MAILING SYSTEMS ACCESSORIE	RETAIL GROUND LOR	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZH20	LOW VOLUME MAILING SYSTEMS ACCESSORIE	DIFFERENTIAL WEIGHING	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1320	LOW VOLUME MAILING SYSTEMS ACCESSORIE	NON-CONTACT PROGRAMMABLE WEDGE SCANNER	\$1,995.00	\$1,197.00	40%	\$312.00	\$249.60	20%	\$23.18	n/a	n/a	n/a	n/a
1E50	LOW VOLUME MAILING SYSTEMS ACCESSORIE	LASER REPORT PRINTER	\$850.00	\$510.00	40%	\$226.00	\$180.80	20%	\$16.80	n/a	n/a	n/a	n/a
SPY9	LOW VOLUME MAILING SYSTEMS ACCESSORIE	LASER PRINTER 1E21	\$835.00	\$501.00	40%	\$168.00	\$134.40	20%	\$12.49	n/a	n/a	n/a	n/a
MP1W	LOW VOLUME MAILING SYSTEMS ACCESSORIE	5/10 LB. WEIGHING WITH EXTERNAL DISPLAY	\$0.00	\$0.00	0%	\$91.00	\$72.80	20%	\$6.76	n/a	n/a	n/a	n/a
1E35	LOW VOLUME MAILING SYSTEMS ACCESSORIE	SENDPRO C200/C300/C400 LABEL PRINTER	\$540.00	\$324.00	40%	\$36.00	\$28.80	20%	\$2.68	n/a	n/a	n/a	n/a

NO VOLUME OR TERM DISCOUNTS INCLUDED

Mailing Systems, Medium Volume	Offeritory Response
All products offered for this category of equipment that meet or exceed the listed specifications with the Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	28%
Percentage (%) Discount off Accessories	32%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	28%
Maintenance	
Maintenance - Fixed for years 2-5	MSRP less 20%
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$190 per hr.
Time and Materials - outside business hours, weekends, and holidays	\$180 per hr.
Percentage discounts of Parts for Time and Materials	5%

Item	Category	Description	Equipment MSRP	Contract Equipment Price	% Off MSRP	MSRP Equipment Maintenance	Contract Annual Equipment Maintenance Years 2-5	% Off MSRP	Contract Monthly Equipment Maintenance	MSRP Software Maintenance	Contract Annual Software Maintenance Years 2-5	% Off MSRP	Contract Monthly Software Maintenance
ZHC5	MEDIUM VOLUME MAILING SYSTEMS	SENDPRO C500 BASE SYSTEM IDENTIFIER	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZH30	MEDIUM VOLUME MAILING SYSTEMS	UPGRADE TO 120 LPM SPEED	\$1,000.00	\$720.00	28%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ME1B	MEDIUM VOLUME MAILING SYSTEMS	METER HARDWARE - DM400	\$456.00	\$328.32	28%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
C425	MEDIUM VOLUME MAILING SYSTEMS	SENDPRO C425	\$1,375.00	\$752.40	45%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ME1C	MEDIUM VOLUME MAILING SYSTEMS	METER HARDWARE - P SERIES, LV	\$909.00	\$654.48	28%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZH24	MEDIUM VOLUME MAILING SYSTEMS	SENDPRO C400 BASE	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
C5C2	MEDIUM VOLUME MAILING SYSTEMS	SENDPRO C AUTO PRO MAILING	\$6,183.00	\$4,437.36	28%	\$612.00	\$489.60	20%	\$45.48	n/a	n/a	n/a	n/a
AZCZ	MEDIUM VOLUME MAILING SYSTEMS	GREEN CONNECT+ 2000	\$9,840.00	\$7,084.80	28%	\$594.89	\$475.91	20%	\$44.22	n/a	n/a	n/a	n/a
AZBB	MEDIUM VOLUME MAILING SYSTEMS	SENDPRO P2000 SERIES	\$13,535.00	\$9,745.20	28%	\$594.89	\$475.91	20%	\$44.22	n/a	n/a	n/a	n/a
AZCZ	MEDIUM VOLUME MAILING SYSTEMS	SENDPRO P2000 BASIC MAILING SYSTEM	\$9,660.00	\$6,955.20	28%	\$550.25	\$440.20	20%	\$40.90	n/a	n/a	n/a	n/a
C5C3	MEDIUM VOLUME MAILING SYSTEMS	SENDPRO AUTOFEED PRO SHIPPING	\$5,835.00	\$4,201.20	28%	\$438.00	\$350.40	20%	\$32.55	n/a	n/a	n/a	n/a
C5C1	MEDIUM VOLUME MAILING SYSTEMS	SENDPRO C AUTO 120	\$3,285.00	\$3,805.20	28%	\$402.00	\$321.60	20%	\$29.88	n/a	n/a	n/a	n/a
C5C2	MEDIUM VOLUME MAILING SYSTEMS	SENDPRO C AUTO 95	\$3,145.00	\$2,264.40	28%	\$374.00	\$299.20	20%	\$27.80	n/a	n/a	n/a	n/a
SVBB	MEDIUM VOLUME MAILING SYSTEMS	GREEN DM400C DIGITAL MAILING SYSTEM	\$2,515.00	\$1,810.80	28%	\$363.00	\$290.40	20%	\$26.98	n/a	n/a	n/a	n/a
AZCW	MEDIUM VOLUME MAILING SYSTEMS	GREEN CONNECT+ 1000	\$5,345.00	\$3,848.40	28%	\$246.13	\$196.90	20%	\$18.30	n/a	n/a	n/a	n/a
AZBA	MEDIUM VOLUME MAILING SYSTEMS	SENDPRO P1000 SERIES	\$7,310.00	\$5,263.20	28%	\$246.13	\$196.90	20%	\$18.30	n/a	n/a	n/a	n/a
C2C1	MEDIUM VOLUME MAILING SYSTEMS	SENDPRO C425 - SENDPRO BUNDLE	\$2,400.00	\$1,036.80	57%	\$28.00	\$22.40	20%	\$2.08	n/a	n/a	n/a	n/a
Q2C2	MEDIUM VOLUME MAILING SYSTEMS	SENDPRO C425 - SENDPRO PLUS BUNDLE	\$2,940.00	\$2,044.80	30%	\$28.00	\$22.40	20%	\$2.08	n/a	n/a	n/a	n/a
1E9002	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	ACCOUNTING USB HUB	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
488-0062-007	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	POWER CORD	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
993-4C	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	DM400 SERIES RETURN KIT WITH BOX	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZH29	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	95 LPM SPEED	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZH21	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	FIRST-CLASS COMMERCIAL PRESORT RATES	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZH22	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	PB PRESORT XTRA RATES	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
WIF4	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	WIFI ADAPTER OPTION	\$49.00	\$33.32	32%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
MP0X	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	DIFFERENTIAL WEIGHING FOR 2 LB, 5 LB, OR 10 LB SC	\$205.00	\$139.40	32%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
MP3X	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	DIFFERENTIAL WEIGHING FOR 15 LB OR 30 LB SCALE	\$415.00	\$282.20	32%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
AP5B	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	160 LPM SPEED	\$755.00	\$533.80	32%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
UXDLAAB	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	DM SERIES PC INTERFACE FOR THE DM300C	\$835.00	\$567.80	32%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
MP4X	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	DIFFERENTIAL WEIGHING FOR 70 LB SCALE	\$930.00	\$632.40	32%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
MP5X	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	DIFFERENTIAL WEIGHING FOR 149 LB SCALE	\$1,255.00	\$853.40	32%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
AP5E	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	160/95 LPM SPEED	\$1,835.00	\$1,247.80	32%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
AP5C	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	180 LPM SPEED	\$2,610.00	\$1,774.80	32%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
AP5F	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	180/115 LPM SPEED	\$4,195.00	\$2,852.60	32%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1FER	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	ERR RATES	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1F20	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	DIFFERENTIAL WEIGHING	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
AP41	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	50 DEPT ANALYTICS	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
AP4F	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	LASER PRINTER ENABLED	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
AP5A	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	130 LPM SPEED	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
AP5D	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	130/70 LPM SPEED	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
HZ40001	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	DROP STACKER	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
MP9601	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	MP9601 - REMOTE DISPLAY SALES KIT	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZH47	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	2400 45 LPM	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
MSF2	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	CONNECT+ BASIC WOW FEEDER	\$0.00	\$0.00	0%	\$775.00	\$620.00	20%	\$57.60	n/a	n/a	n/a	n/a
MSF5	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	CONNECT+2000/SENDPRO2000 DLA PRELOADED FEE	\$0.00	\$0.00	0%	\$775.00	\$620.00	20%	\$57.60	n/a	n/a	n/a	n/a
AZBF	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	SENDPRO P1000 COLOR PRINT MODULE	\$2,095.00	\$1,424.60	32%	\$558.00	\$446.40	20%	\$41.47	n/a	n/a	n/a	n/a
AZCJ	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	SENDPRO P1500 COLOR PRINT MODULE	\$2,095.00	\$1,424.60	32%	\$558.00	\$446.40	20%	\$41.47	n/a	n/a	n/a	n/a
AZBL	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	SENDPRO P2000 COLOR PRINT MODULE	\$0.00	\$0.00	0%	\$558.00	\$446.40	20%	\$41.47	n/a	n/a	n/a	n/a
AZCL	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	GREEN CONNECT+ 2000 COLOR PRINT MODULE	\$0.00	\$0.00	0%	\$558.00	\$446.40	20%	\$41.47	n/a	n/a	n/a	n/a
AZBE	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	SENDPRO P SERIES MONO PRINT MODULE	\$0.00	\$0.00	0%	\$448.00	\$358.40	20%	\$33.30	n/a	n/a	n/a	n/a
4CES	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	DM400C BASE	\$0.00	\$0.00	0%	\$363.00	\$290.40	20%	\$26.98	n/a	n/a	n/a	n/a
MSF1	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	MAILSTREAM BASIC FEEDER-HT	\$0.00	\$0.00	0%	\$361.00	\$288.80	20%	\$26.83	n/a	n/a	n/a	n/a
MSF4	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	CONNECT+ 1000/SENDPRO1000 DLA PRELOADED FEE	\$0.00	\$0.00	0%	\$361.00	\$288.80	20%	\$26.83	n/a	n/a	n/a	n/a
3CES	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	DM300C BASE	\$0.00	\$0.00	0%	\$176.00	\$140.80	20%	\$13.08	n/a	n/a	n/a	n/a
MP115	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	15 LB UPGRADE	\$0.00	\$0.00	0%	\$79.70	\$63.76	20%	\$5.92	n/a	n/a	n/a	n/a
1E44	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	DESKTOP THERMAL ROLL PRINTER	\$540.00	\$367.20	32%	\$69.00	\$55.20	20%	\$5.13	n/a	n/a	n/a	n/a
MP8110	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	10 LB UPGRADE	\$0.00	\$0.00	0%	\$58.15	\$46.52	20%	\$4.32	n/a	n/a	n/a	n/a
1E40	MEDIUM VOLUME MAILING SYSTEMS ACCESSORIE	4" WHITE LABEL PRINTER	\$540.00	\$367.20	32%	\$36.00	\$28.80	20%	\$2.68	n/a	n/a	n/a	n/a

NO VOLUME OR TERM DISCOUNTS INCLUDED

Mailing Systems, High Volume	Offering Response
All products offered for this category of equipment shall meet or exceed the listed specifications with the following Scope of Work.	
Percentage (%) Discount off MSRP Catalog	37%
Percentage (%) Discount off Accessories	35%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture, Maintenance	28%
Maintenance - Fixed for years 2-5	MSRP less 20%
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$190 per hr.
Time and Materials - outside business hours, weekends, and holidays	\$380 per hr.
Percentage discounts of Parts for Time and Materials	5%

Item	Category	Description	Equipment MSRP	Contract Equipment Price	% Off MSRP	MSRP Equipment Maintenance	Contract Annual Equipment Maintenance Years 2-5	% Off MSRP	Contract Monthly Equipment Maintenance	MSRP Software Maintenance	Contract Annual Software Maintenance Years 2-5	% Off MSRP	Contract Monthly Software Maintenance
ME1D	HIGH VOLUME MAILING SYSTEMS	METER HARDWARE - P SERIES, HV	\$509.00	\$572.67	37%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
AZCR	HIGH VOLUME MAILING SYSTEMS	GREEN CONNECT+ 3000 PRO NON-WOW	\$21,030.00	\$13,249.90	37%	\$2,727.00	\$2,181.60	20%	\$202.67	n/a	n/a	n/a	n/a
AZCS	HIGH VOLUME MAILING SYSTEMS	GREEN CONNECT+ 3000 PRO W/OV	\$25,445.00	\$16,030.35	37%	\$2,727.00	\$2,181.60	20%	\$202.67	n/a	n/a	n/a	n/a
AZCY	HIGH VOLUME MAILING SYSTEMS	GREEN CONNECT+ 3000 NON-WOW	\$9,655.00	\$6,082.65	37%	\$1,657.21	\$1,325.77	20%	\$123.17	n/a	n/a	n/a	n/a
AZCG	HIGH VOLUME MAILING SYSTEMS	SENDPRO P3000 SERIES NON-WOW	\$13,260.00	\$8,353.80	37%	\$1,657.21	\$1,325.77	20%	\$123.17	n/a	n/a	n/a	n/a
AZCZ	HIGH VOLUME MAILING SYSTEMS	GREEN CONNECT+ 3000 SERIES W/OV	\$13,890.00	\$8,744.40	37%	\$1,657.21	\$1,325.77	20%	\$123.17	n/a	n/a	n/a	n/a
AZBD	HIGH VOLUME MAILING SYSTEMS	SENDPRO P3000 SERIES W/OV	\$19,310.00	\$12,165.30	37%	\$1,657.21	\$1,325.77	20%	\$123.17	n/a	n/a	n/a	n/a
MI91	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	SCALE STAND (MP90)	\$100.00	\$65.00	35%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
SV5A	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	DM SERIES ANALYTICS (50 ACCOUNTS)	\$204.00	\$132.60	35%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
MW90067	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	SENDPRO P SERIES POWER DISTRIBUTION KIT	\$100.00	\$65.00	35%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
APF8	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	CONNECT+ /SENDPRO P SERIES VERTICAL MARKET FONTS	\$155.00	\$100.75	35%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
APF9	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	CONNECT+ /SENDPRO P SERIES CREATIVE FONTS	\$155.00	\$100.75	35%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
MW90705	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	CONNECT+ /SENDPRO P SERIES PC SYSTEM CONNECT	\$155.00	\$100.75	35%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
MW97182	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	WIRELESS LAN ADAPTER	\$155.00	\$100.75	35%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1FA2	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	BASIC ACCOUNTING (100 DEPT)	\$340.00	\$221.00	35%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
MW90147	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	WIRELESS KEYBOARD	\$205.00	\$133.25	35%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
MW90701	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	100' LAN CABLE	\$205.00	\$133.25	35%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
SVWC	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	DOUBLE DRAWER AND DOOR KIT FOR SENDPRO P SERIES CONS	\$1,100.00	\$715.00	35%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
MW90702	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	WIRELESS 4-PORT ROUTER	\$300.00	\$195.00	35%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1FR4	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	USPS BRM RATES	\$510.00	\$331.50	35%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
MW90020	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	SIDE GUIDE - SENDPRO P3000/CONNECT+ 3000	\$510.00	\$331.50	35%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
AP2	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	100 DEPT ANALYTICS	\$1,540.00	\$998.00	35%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
AZBG	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	BLACK GRAPHICS UPGRADE	\$720.00	\$468.00	35%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
MW90806	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	POWER STACKER EXTENSION	\$720.00	\$468.00	35%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
AP4	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	500 DEPT ANALYTICS	\$1,350.00	\$877.50	35%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
AP45	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	1000 DEPT ANALYTICS	\$1,540.00	\$998.00	35%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
AP5H	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	220/135 LPM SPEED	\$1,560.00	\$1,014.00	35%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
SVVA	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	SENDPRO P SERIES CONSOLE WITH SCALE STAND	\$2,130.00	\$1,384.50	35%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
AP7	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	2000 DEPT ANALYTICS	\$1,835.00	\$1,192.75	35%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
AP9	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	3000 DEPT ANALYTICS	\$2,360.00	\$1,534.00	35%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
APJ	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	270/170 LPM SPEED	\$5,295.00	\$3,441.75	35%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
APSK	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	310/205 LPM SPEED	\$13,645.00	\$8,869.25	35%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1FAB	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	DEPARTMENT ACCOUNTING ENABLER	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1FAF	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	NO ACCOUNTING SOFTWARE	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1FAL	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	INVIEW 50 DEPT ACCOUNTING	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1FAM	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	INVIEW 100 DEPT ACCOUNTING	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1FAN	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	INVIEW 300 DEPT ACCOUNTING	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1FAW	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	SENDPRO P SERIES DFWORKS INTERFACE	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1FS1	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	USPS SPECIAL SERVICES SOFTWARE	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1FXA	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	METER INVIEW DASHBOARD INTERFACE (ONE PER METER)	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1FXR	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	FUNDS MGMT METER FEATURE (DM SERIES)	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
APFB	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	COLOR GRAPHICS PRINTING	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
APFD	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	ENERGY STAR ENABLED	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
APKE	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	SENDPRO P RECEIVING APP FEATURE	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
APKF	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	SENDPRO P SHIPPING APP FEATURE	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
APSG	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	165/105 LPM SPEED	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
AZBK	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	ENERGY STAR ENABLED	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
BM21	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	SENDPRO P SERIES BUSINESS MANAGER INTERFACE	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
MW90007	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	SENDPRO P/CONNECT+ SERIES DROP STACKER	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
MW90650	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	ROLL TAPE KIT	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
MSF3	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	CONNECT+ ENHANCED W/OV FEEDER	\$0.00	\$0.00	0%	\$2,186.00	\$1,748.80	20%	\$162.46	n/a	n/a	n/a	n/a
MSF6	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	CONNECT+3000/SENDPRO P3000 DLA PRELOADED FEEDER	\$0.00	\$0.00	0%	\$2,186.00	\$1,748.80	20%	\$162.46	n/a	n/a	n/a	n/a
AZCF	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	GREEN CONNECT+ 1000 COLOR PRINT MODULE	\$1,465.00	\$952.25	35%	\$558.00	\$446.40	20%	\$41.47	n/a	n/a	n/a	n/a
AZCM	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	SENDPRO P3000 COLOR PRINT MODULE	\$0.00	\$0.00	0%	\$558.00	\$446.40	20%	\$41.47	n/a	n/a	n/a	n/a
AZCN	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	GREEN CONNECT+ 3000 COLOR PRINT MODULE	\$0.00	\$0.00	0%	\$558.00	\$446.40	20%	\$41.47	n/a	n/a	n/a	n/a
AZCE	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	GREEN CONNECT+ MONO PRINT MODULE	\$0.00	\$0.00	0%	\$448.00	\$358.40	20%	\$33.30	n/a	n/a	n/a	n/a
MSPR	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	GREEN CONNECT+ POWER STACKER	\$1,255.00	\$815.75	35%	\$337.00	\$269.60	20%	\$25.05	n/a	n/a	n/a	n/a
MSPS	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	SENDPRO P SERIES POWER STACKER	\$2,305.00	\$1,498.25	35%	\$337.00	\$269.60	20%	\$25.05	n/a	n/a	n/a	n/a
MP4W	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	TO LB WEIGHTS & MEASURES APPROVED OPTION	\$0.00	\$0.00	0%	\$253.00	\$202.40	20%	\$18.80	n/a	n/a	n/a	n/a
SBDS	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	BARCODE SCANNER	\$835.00	\$542.75	35%	\$204.00	\$163.20	20%	\$15.16	n/a	n/a	n/a	n/a
MP3W	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	15/30 LB WEIGHTS & MEASURES APPROVED OPTION	\$0.00	\$0.00	0%	\$196.00	\$156.80	20%	\$14.57	n/a	n/a	n/a	n/a
SPB8	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	LASER PRINTER	\$835.00	\$542.75	35%	\$168.00	\$134.40	20%	\$12.49	n/a	n/a	n/a	n/a
MSD2	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	15" COLOR TOUCH DISPLAY	\$930.00	\$604.50	35%	\$0.00	\$0.00	0%	\$0.00	n/a	n/a	n/a	n/a
1FNV	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	INVIEW STARTUP KIT FOR DM125/225	\$0.00	\$0.00	0%	\$0.00	\$0.00	0%	\$0.00	n/a	n/a	n/a	n/a
MSD1	HIGH VOLUME MAILING SYSTEMS ACCESSORIES	10" COLOR TOUCH DISPLAY	\$0.00	\$0.00	0%	\$0.00	\$0.00	0%	\$0.00	n/a	n/a	n/a	n/a
SVVD	HIGH VOLUME MAILING SYSTEMS FURNITURE	ADDITIONAL SCALE STAND FOR SENDPRO P SERIES CONSOLE	\$260.00	\$187.20	28%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
SVVB	HIGH VOLUME MAILING SYSTEMS FURNITURE	BRIDGE FOR SENDPRO P SERIES CONSOLE	\$475.00	\$342.00	28%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
M07-MST-4501	HIGH VOLUME MAILING SYSTEMS FURNITURE	BASIC TABLE - 45-1/2 IN.	\$514.00	\$370.08	28%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
M07-MST-6801	HIGH VOLUME MAILING SYSTEMS FURNITURE	BASIC TABLE - 68 IN.	\$584.00	\$420.48	28%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
CP-6028	HIGH VOLUME MAILING SYSTEMS FURNITURE	MODULAR TABLE - 60 IN.	\$1,255.00	\$903.60	28%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a

Item	Category	Description	Equipment MSRP	Contract Equipment Price	% Off MSRP	MSRP Equipment Maintenance	Contract Annual Equipment Maintenance Years 2-5	% Off MSRP	Contract Monthly Equipment Maintenance	MSRP Software Maintenance	Contract Annual Software Maintenance Years 2-5	% Off MSRP	Contract Monthly Software Maintenance
CP-7228	HIGH VOLUME MAILING SYSTEMS FURNITURE	MODULAR TABLE - 72 IN.	\$1,350.00	\$972.00	28%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
M07-6801	HIGH VOLUME MAILING SYSTEMS FURNITURE	STORAGE TABLE - 68 IN.	\$1,352.00	\$973.44	28%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
S07E	HIGH VOLUME MAILING SYSTEMS FURNITURE	CONSOLE	\$1,920.00	\$1,382.40	28%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a

Item	Charge	Description	Equipment MSRP	Contract Equipment Price	% Off MSRP	MSRP Equipment Maintenance	Contract Annual Equipment Maintenance	% Off MSRP	Contract Monthly MSRP Software	MSRP Software Maintenance	Contract Annual Software Maintenance	% Off MSRP	Contract Monthly Software Maintenance
1F4W		PRODUCTION MAINING SYSTEMS ACCESSORI	\$0.00	\$0.00	0%	\$0.00	\$0.00	0%					
APFB		PRODUCTION MAINING SYSTEMS ACCESSORI	\$155.00	\$112.75	27%	\$100.75	\$0.00	0%					
APFD		PRODUCTION MAINING SYSTEMS ACCESSORI	\$0.00	\$0.00	0%	\$0.00	\$0.00	0%					
APFB		PRODUCTION MAINING SYSTEMS ACCESSORI	\$0.00	\$0.00	0%	\$0.00	\$0.00	0%					
APFB		PRODUCTION MAINING SYSTEMS ACCESSORI	\$0.00	\$0.00	0%	\$0.00	\$0.00	0%					
AM9050		PRODUCTION MAINING SYSTEMS ACCESSORI	\$0.00	\$0.00	0%	\$0.00	\$0.00	0%					
APFB		PRODUCTION MAINING SYSTEMS ACCESSORI	\$155.00	\$112.75	27%	\$100.75	\$0.00	0%					
AM9071		PRODUCTION MAINING SYSTEMS ACCESSORI	\$205.00	\$153.75	25%	\$133.75	\$0.00	0%					
AM9072		PRODUCTION MAINING SYSTEMS ACCESSORI	\$300.00	\$225.00	25%	\$195.00	\$0.00	0%					
AM9073		PRODUCTION MAINING SYSTEMS ACCESSORI	\$500.00	\$375.00	25%	\$300.00	\$0.00	0%					
AM9074		PRODUCTION MAINING SYSTEMS ACCESSORI	\$400.25	\$300.19	25%	\$225.19	\$0.00	0%					
AM9075		PRODUCTION MAINING SYSTEMS ACCESSORI	\$615.00	\$461.25	25%	\$345.75	\$0.00	0%					
AM9076		PRODUCTION MAINING SYSTEMS ACCESSORI	\$1,200.00	\$900.00	25%	\$675.00	\$0.00	0%					
AM9077		PRODUCTION MAINING SYSTEMS ACCESSORI	\$1,000.00	\$750.00	25%	\$525.00	\$0.00	0%					
AM9078		PRODUCTION MAINING SYSTEMS ACCESSORI	\$1,000.00	\$750.00	25%	\$525.00	\$0.00	0%					
AM9079		PRODUCTION MAINING SYSTEMS ACCESSORI	\$1,000.00	\$750.00	25%	\$525.00	\$0.00	0%					
AM9080		PRODUCTION MAINING SYSTEMS ACCESSORI	\$1,000.00	\$750.00	25%	\$525.00	\$0.00	0%					
AM9081		PRODUCTION MAINING SYSTEMS ACCESSORI	\$1,000.00	\$750.00	25%	\$525.00	\$0.00	0%					
AM9082		PRODUCTION MAINING SYSTEMS ACCESSORI	\$1,000.00	\$750.00	25%	\$525.00	\$0.00	0%					
AM9083		PRODUCTION MAINING SYSTEMS ACCESSORI	\$1,000.00	\$750.00	25%	\$525.00	\$0.00	0%					
AM9084		PRODUCTION MAINING SYSTEMS ACCESSORI	\$1,000.00	\$750.00	25%	\$525.00	\$0.00	0%					
AM9085		PRODUCTION MAINING SYSTEMS ACCESSORI	\$1,000.00	\$750.00	25%	\$525.00	\$0.00	0%					
AM9086		PRODUCTION MAINING SYSTEMS ACCESSORI	\$1,000.00	\$750.00	25%	\$525.00	\$0.00	0%					
AM9087		PRODUCTION MAINING SYSTEMS ACCESSORI	\$1,000.00	\$750.00	25%	\$525.00	\$0.00	0%					
AM9088		PRODUCTION MAINING SYSTEMS ACCESSORI	\$1,000.00	\$750.00	25%	\$525.00	\$0.00	0%					
AM9089		PRODUCTION MAINING SYSTEMS ACCESSORI	\$1,000.00	\$750.00	25%	\$525.00	\$0.00	0%					
AM9090		PRODUCTION MAINING SYSTEMS ACCESSORI	\$1,000.00	\$750.00	25%	\$525.00	\$0.00	0%					
AM9091		PRODUCTION MAINING SYSTEMS ACCESSORI	\$1,000.00	\$750.00	25%	\$525.00	\$0.00	0%					
AM9092		PRODUCTION MAINING SYSTEMS ACCESSORI	\$1,000.00	\$750.00	25%	\$525.00	\$0.00	0%					
AM9093		PRODUCTION MAINING SYSTEMS ACCESSORI	\$1,000.00	\$750.00	25%	\$525.00	\$0.00	0%					
AM9094		PRODUCTION MAINING SYSTEMS ACCESSORI	\$1,000.00	\$750.00	25%	\$525.00	\$0.00	0%					
AM9095		PRODUCTION MAINING SYSTEMS ACCESSORI	\$1,000.00	\$750.00	25%	\$525.00	\$0.00	0%					
AM9096		PRODUCTION MAINING SYSTEMS ACCESSORI	\$1,000.00	\$750.00	25%	\$525.00	\$0.00	0%					
AM9097		PRODUCTION MAINING SYSTEMS ACCESSORI	\$1,000.00	\$750.00	25%	\$525.00	\$0.00	0%					
AM9098		PRODUCTION MAINING SYSTEMS ACCESSORI	\$1,000.00	\$750.00	25%	\$525.00	\$0.00	0%					
AM9099		PRODUCTION MAINING SYSTEMS ACCESSORI	\$1,000.00	\$750.00	25%	\$525.00	\$0.00	0%					
AM9100		PRODUCTION MAINING SYSTEMS ACCESSORI	\$1,000.00	\$750.00	25%	\$525.00	\$0.00	0%					

17%	Percentage (%) Discount off MSRP (Using
15%	Percentage (%) Discount off Supplies and
24%	Percentage (%) Discount off Material (Minor)
	Maintenance
	Maintenance - 1 Year for Years 2-5
	1% and above in Billable Time and Materials
	Material
	Time and Materials - regular business hours
	Time and Materials - outside business hours
	\$150 per hr
	Weekends and holidays
	Percentage discount of Parts for Time and
5%	Material

NO VOLUME OR TERM DISCOUNTS INCLUDED

Material, Production (Other Equipment)

MSRP is based on the lowest price of equipment and is not to be used for any other purpose. All prices are in US dollars and are subject to change without notice. All prices are in US dollars and are subject to change without notice.

NO VOLUME OR TERM DISCOUNTS INCLUDED

Integrated Postal Scales	Offeror's Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	45%
Percentage (%) Discount off Accessories	16%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	28%
Maintenance	MSRP less 20%
Maintenance - Fixed for years 2-5	
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$190 per hr.
Time and Materials - outside business hours, weekends, and holidays	\$380 per hr.
Percentage discounts of Parts for Time and Materials	5%

Item	Category	Description	Equipment MSRP	Contract Equipment Price	% Off MSRP	MSRP Equipment Maintenance	Contract Annual Equipment Maintenance Years 2-5	% Off MSRP	Contract Monthly Equipment Maintenance	MSRP Software Maintenance	Contract Annual Software Maintenance Years 2-5	% Off MSRP	Contract Monthly Software Maintenance
1GW2	INTEGRATED POSTAL SCALES	2 LB INTEGRATED WEIGHING	\$760.00	\$418.00	45%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZHWL	INTEGRATED POSTAL SCALES	5LBS/3KG WEIGHING OPTION FOR MP81 SCALE	\$795.00	\$427.25	45%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZH01	INTEGRATED POSTAL SCALES	5 LB WEIGHING OPTION FOR MP82 SCALE	\$825.00	\$453.75	45%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1GW5	INTEGRATED POSTAL SCALES	5 LB INTEGRATED WEIGHING	\$1,130.00	\$621.50	45%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZHWM	INTEGRATED POSTAL SCALES	10LBS / 5KG WEIGHING OPTION FOR MP81 SCALE	\$1,295.00	\$712.25	45%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZH02	INTEGRATED POSTAL SCALES	10LB WEIGHING OPTION FOR MP82 SCALE	\$1,325.00	\$728.75	45%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1GW9	INTEGRATED POSTAL SCALES	10 LB INTEGRATED WEIGHING	\$1,445.00	\$794.75	45%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1FWV	INTEGRATED POSTAL SCALES	5 LB INTERFACED WEIGHING (SCALE/STAND BEHIND UNIT)	\$1,730.00	\$951.50	45%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZHWH	INTEGRATED POSTAL SCALES	15LBS /7KG WEIGHING OPTION FOR MP81 SCALE	\$1,795.00	\$987.25	45%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZH03	INTEGRATED POSTAL SCALES	15LB WEIGHING OPTION FOR MP82 SCALE	\$1,795.00	\$1,003.75	44%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZH07	INTEGRATED POSTAL SCALES	15 LB WEIGHING OPTION FOR MP3W SCALE	\$1,825.00	\$1,003.75	45%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZHA2	INTEGRATED POSTAL SCALES	15 LB WEIGHING OPTION FOR MT30 SCALE	\$1,825.00	\$1,003.75	45%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1FWW	INTEGRATED POSTAL SCALES	10 LB INTERFACED WEIGHING (SCALE/STAND BEHIND UNIT)	\$2,150.00	\$1,182.50	45%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1FW5	INTEGRATED POSTAL SCALES	15 LB INTERFACED WEIGHING (SCALE LEFT OR RIGHT OF UNI)	\$2,465.00	\$1,355.75	45%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1FWX	INTEGRATED POSTAL SCALES	15 LB INTERFACED WEIGHING (SCALE/STAND BEHIND UNIT)	\$2,465.00	\$1,355.75	45%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1FW6	INTEGRATED POSTAL SCALES	30 LB INTERFACED WEIGHING (SCALE LEFT OR RIGHT OF UNI)	\$2,820.00	\$1,551.00	45%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZH13	INTEGRATED POSTAL SCALES	30 LB WEIGHING OPTION FOR MP30 SCALE	\$2,820.00	\$1,551.00	45%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZHA3	INTEGRATED POSTAL SCALES	30 LB WEIGHING OPTION FOR MT30 SCALE	\$2,820.00	\$1,551.00	45%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZHA8	INTEGRATED POSTAL SCALES	30 LB WEIGHING OPTION FOR MT3W SCALE	\$2,820.00	\$1,551.00	45%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1FW7	INTEGRATED POSTAL SCALES	70 LB INTERFACED WEIGHING	\$3,145.00	\$1,729.75	45%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZH15	INTEGRATED POSTAL SCALES	70 LB WEIGHING OPTION FOR MP49 SCALE	\$3,145.00	\$1,729.75	45%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZHA5	INTEGRATED POSTAL SCALES	70 LB WEIGHING OPTION FOR MP7W SCALE	\$3,145.00	\$1,729.75	45%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZHB5	INTEGRATED POSTAL SCALES	70 LB WEIGHING OPTION FOR MT70 SCALE	\$3,145.00	\$1,729.75	45%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZHA9	INTEGRATED POSTAL SCALES	149 LB WEIGHING OPTION FOR MP4W SCALE	\$4,335.00	\$2,384.25	45%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZHB3	INTEGRATED POSTAL SCALES	149 LB WEIGHING OPTION FOR MT49 SCALE	\$4,335.00	\$2,384.25	45%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1FW8	INTEGRATED POSTAL SCALES	149 LB INTERFACED WEIGHING	\$4,355.00	\$2,395.25	45%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
1FW1	INTEGRATED POSTAL SCALES	DIFFERENTIAL WEIGHING FEATURE CODE	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
MW96000	INTEGRATED POSTAL SCALES	WEIGHING PLATFORM	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
ZHLS	INTEGRATED POSTAL SCALES	LOBBY SCALE CAPABILITY	\$0.00	\$0.00	0%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
MP49	INTEGRATED POSTAL SCALES	70/149 LB WEIGHING PLATFORM	\$0.00	\$0.00	0%	\$253.00	\$202.40	20%	\$18.80	n/a	n/a	n/a	n/a
MT49	INTEGRATED POSTAL SCALES	SCALE, GLOBAL - 149 LB	\$0.00	\$0.00	0%	\$253.00	\$202.40	20%	\$18.80	n/a	n/a	n/a	n/a
MT4W	INTEGRATED POSTAL SCALES	SCALE, W&M, GLOBAL - 149 LB	\$0.00	\$0.00	0%	\$253.00	\$202.40	20%	\$18.80	n/a	n/a	n/a	n/a
MT70	INTEGRATED POSTAL SCALES	PLATFORM SCALE 70 LB	\$0.00	\$0.00	0%	\$253.00	\$202.40	20%	\$18.80	n/a	n/a	n/a	n/a
MT73	INTEGRATED POSTAL SCALES	SCALE, W&M, POSTAL - 35 KG	\$0.00	\$0.00	0%	\$253.00	\$202.40	20%	\$18.80	n/a	n/a	n/a	n/a
MT7W	INTEGRATED POSTAL SCALES	SCALE, W&M, GLOBAL - 70 LB	\$0.00	\$0.00	0%	\$253.00	\$202.40	20%	\$18.80	n/a	n/a	n/a	n/a
MP30	INTEGRATED POSTAL SCALES	15/30 LB WEIGHING PLATFORM	\$0.00	\$0.00	0%	\$196.00	\$156.80	20%	\$14.57	n/a	n/a	n/a	n/a
MT30	INTEGRATED POSTAL SCALES	PLATFORM SCALE 30 LB	\$0.00	\$0.00	0%	\$196.00	\$156.80	20%	\$14.57	n/a	n/a	n/a	n/a
MT3W	INTEGRATED POSTAL SCALES	SCALE, W&M, US - 30 LB	\$0.00	\$0.00	0%	\$196.00	\$156.80	20%	\$14.57	n/a	n/a	n/a	n/a
MP9G	INTEGRATED POSTAL SCALES	INTEGRATED WEIGHING PLATFORM	\$0.00	\$0.00	0%	\$83.00	\$66.40	20%	\$6.17	n/a	n/a	n/a	n/a
MPC1	INTEGRATED POSTAL SCALES	INTEGRATED WEIGHING PLATFORM	\$0.00	\$0.00	0%	\$61.00	\$48.80	20%	\$4.54	n/a	n/a	n/a	n/a
MP81	INTEGRATED POSTAL SCALES	SERIAL INTERFACE SCALE	\$0.00	\$0.00	0%	\$28.00	\$22.40	20%	\$2.08	n/a	n/a	n/a	n/a
MP82	INTEGRATED POSTAL SCALES	HORIZON TYPE APPROVED SCALE	\$0.00	\$0.00	0%	\$28.00	\$22.40	20%	\$2.08	n/a	n/a	n/a	n/a
MPC4	INTEGRATED POSTAL SCALES	INTEGRATED WEIGHING PLATFORM (DM125 PLATFORM)	\$0.00	\$0.00	0%	\$27.00	\$21.60	20%	\$2.01	n/a	n/a	n/a	n/a
MP8R	INTEGRATED POSTAL SCALES	INTEGRATED WEIGHING PLATFORM	\$0.00	\$0.00	0%	\$12.00	\$9.60	20%	\$0.89	n/a	n/a	n/a	n/a

NO VOLUME OR TERM DISCOUNTS INCLUDED

Letter Openers, Low Volume	Offeror's Response
All products offered for this category of equipment that meet or exceed the listed specifications with the Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	35%
Percentage (%) Discount off Accessories	16%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	28%
Maintenance	
Maintenance - Fixed for years 2-5	MSRP less 20%
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$190 per hr.
Time and Materials - outside business hours, weekends, and holidays	\$380 per hr.
Percentage discounts of Parts for Time and Materials	5*

Item	Category	Description	Equipment MSRP	Contract Equipment Price	% Off MSRP	MSRP Equipment Maintenance	Contract Annual Equipment Maintenance Years 2-5	% Off MSRP	Contract Monthly Equipment Maintenance	MSRP Software Maintenance	Contract Annual Software Maintenance Years 2-5	% Off MSRP	Contract Monthly Software Maintenance
PB008	LETTER OPENERS ACCESSORIES, LOW VOLUME	MAIL TRAY SUPPORT	\$226.00	\$169.84	16%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
DLA2	LETTER OPENERS, LOW VOLUME	DL200™ LETTER OPENER W/INSTALLATION & TRAINING	\$3,145.00	\$2,044.25	35%	\$275.00	\$220.00	20%	\$20.44	n/a	n/a	n/a	n/a

NO VOLUME OR TERM DISCOUNTS INCLUDED

Letter Openers - High Volume	Offering Response
All products offered for this category of equipment shall meet or exceed the listed specifications with the Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	25%
Percentage (%) Discount off Accessories	16%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	28%
Maintenance	
Maintenance - Fixed for years 2-5	MSRP less 20%
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$190 per hr.
Time and Materials - outside business hours, weekends, and holidays	\$350 per hr.
Percentage discounts of Parts for Time and Materials	5%

Item	Category	Description	Equipment MSRP	Contract Equipment Price	% Off MSRP	MSRP Equipment Maintenance	Contract Annual Equipment Maintenance Years 2-5	% Off MSRP	Contract Monthly Equipment Maintenance	MSRP Software Maintenance	Contract Annual Software Maintenance Years 2-5	% Off MSRP	Contract Monthly Software Maintenance
OMBIN	LETTER OPENERS, ACCESSORIES, HIGH VOLU	306S SORT LETTER OPENER BIN	\$700.00	\$588.00	16%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
OMBAT	LETTER OPENERS, ACCESSORIES, HIGH VOLU	306 LETTER OPENER BATCHER	\$1,400.00	\$1,176.00	16%	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
OMPRINT	LETTER OPENERS, ACCESSORIES, HIGH VOLU	306 AND 306S HIGH SPEED INKJET PRINTER	\$3,000.00	\$2,520.00	16%	\$225.00	\$180.00	20%	\$16.72	n/a	n/a	n/a	n/a
OMCONV	LETTER OPENERS, ACCESSORIES, HIGH VOLU	306S SORT LETTER OPENER CONVEYOR	\$1,900.00	\$1,596.00	16%	\$160.00	\$128.00	20%	\$11.89	n/a	n/a	n/a	n/a
OM306S	LETTER OPENERS, HIGH VOLUME	306S LETTER OPENER W/SORT	\$19,825.00	\$13,875.00	26%	\$1,800.00	\$1,440.00	20%	\$133.78	n/a	n/a	n/a	n/a
OM306	LETTER OPENERS, HIGH VOLUME	306 LETTER OPENER	\$15,825.00	\$11,625.00	27%	\$1,500.00	\$1,200.00	20%	\$111.48	n/a	n/a	n/a	n/a
DLA4	LETTER OPENERS, HIGH VOLUME	OMATION 410 W/INSTALL & TRAINING 120V	\$9,425.00	\$7,068.75	25%	\$1,106.00	\$884.80	20%	\$82.20	n/a	n/a	n/a	n/a
DLA3	LETTER OPENERS, HIGH VOLUME	DL400™ HIGH SPEED LETTER OPENER W/INSTALLATION & TRAINING	\$5,550.00	\$4,162.50	25%	\$620.00	\$496.00	20%	\$46.08	n/a	n/a	n/a	n/a

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Postage Meter Rental	Offerors Response
All products or services offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	Rental
Percentage (%) Discount off MSRP/Catalog	22%
Maintenance	Included in Rental Price

DUE TO 2019 GAAP CHANGES, THE PRICING ON THIS PAGE IS FOR LEGACY POSTAGE METER RENTALS ONLY, WITH THE EXCEPTION OF INFINITY PRINTING DEVICE. FOR NEW ORDERS, REFER TO THE METER SUBSCRIPTION PRICE ON THE SOFTWARE LICENSE AND SUBSCRIPTION TAB OF PRICE BOOK.

Item	Category	Description	Monthly Meter MSRP	Monthly Contract Price	% Off MSRP
K7M0	POSTAGE METER RENTALS	METER FOR MAILSTATION2	\$23.00	\$17.94	22%
1H00-ML	POSTAGE METER RENTALS	METER FOR SENDPRO C200	\$35.00	\$27.30	22%
1H00-MM	POSTAGE METER RENTALS	METER FOR SENDPRO C300/C400	\$50.00	\$39.00	22%
7H00-ML	POSTAGE METER RENTALS	METER FOR IMI SENDPRO C200	\$35.00	\$27.30	22%
7H00-MM	POSTAGE METER RENTALS	METER FOR IMI SENDPRO C300/C400	\$50.00	\$39.00	22%
G900-ML	POSTAGE METER RENTALS	METER FOR DM300 SERIES	\$51.00	\$39.78	22%
G900-MM	POSTAGE METER RENTALS	METER FOR DM400 SERIES	\$66.00	\$51.48	22%
G900-MH	POSTAGE METER RENTALS	METER FOR DM475 SERIES	\$76.00	\$59.28	22%
4W00-ML	POSTAGE METER RENTALS	METER FOR GREEN CONNECT+500 /SENDPRO P SERIES METER15000	\$66.00	\$51.48	22%
4W00-MM	POSTAGE METER RENTALS	METER FOR CONNECT GREEN+1000/2000 & SENDPRO P1000/2000	\$76.00	\$59.28	22%
4W00-MH	POSTAGE METER RENTALS	METER FOR CONNECT GREEN+3000 & SENDPRO P3000	\$100.00	\$78.00	22%
1W00-ML	POSTAGE METER RENTALS	METER FOR CONNECT+500	\$104.00	\$81.00	22%
1W00-MM	POSTAGE METER RENTALS	METER FOR CONNECT+1000/2000	\$104.00	\$81.00	22%
1W00-MH	POSTAGE METER RENTALS	METER FOR CONNECT+3000	\$104.00	\$81.00	22%
1A00/1R00	POSTAGE METER RENTALS	METER FOR DM500-DM1100	\$160.00	\$125.00	22%
1R0T	POSTAGE METER RENTALS	PSD, US DM INFINITY COMMERCIAL METER	\$134.00	\$104.52	22%
1RPT	POSTAGE METER RENTALS	PSD, US DM INFINITY PERMIT METER	\$134.00	\$104.52	22%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Mailing Systems, Ultra Low Volume	Offeror Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	42%
Percentage (%) Discount off Accessories	38%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	28%
Maintenance	
Maintenance - Fixed for years 2-5	MSRP less 20%
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$190 per hr.
Time and Materials - outside business hours, weekends, and holidays	\$380 per hr.
Percentage discounts of Parts for Time and Materials	5*

Item	Category	Description	Equipment MSRP	Contract Equipment Price	% Off MSRP	MSRP Equipment Maintenance	Contract Annual Equipment Maintenance Years 1-5	% Off MSRP	Contract Monthly Equipment Maintenance	MSRP Software Maintenance	Contract Annual Software Maintenance Years 1-5	% Off MSRP	Contract Monthly Software Maintenance
MQL2	ULTRA LOW VOLUME MAILING SYSTEMS	MAILSTATION2™ WITH 2LB SCALE & 10 ACCOUNTS	\$635.00	\$342.20	46%	\$12.00	\$9.60	20%	\$0.89	n/a	n/a	n/a	n/a
MQL5	ULTRA LOW VOLUME MAILING SYSTEMS	MAILSTATION2™ WITH 5LB SCALE & 10 ACCOUNTS	\$675.00	\$365.40	46%	\$12.00	\$9.60	20%	\$0.89	n/a	n/a	n/a	n/a
H200	ULTRA LOW VOLUME MAILING SYSTEMS	SENDPRO MAILSTATION WITH 5LB SCALE	\$1,100.00	\$638.00	42%	\$13.50	\$10.80	20%	\$1.00	n/a	n/a	n/a	n/a