Pitney Bowes

Price Book
MPA # ADSPO11-00000411-7

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Postage Meter Rental	Offerors Response
All products 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	30%
Maintenance	Included in Rental Price

PCN	Description	Price Per Month	Price Per Quarter
K7M0	Mailstation 2 Meter	$ 17.00	$ 51.00
P700	DM100 Meter	$ 30.00	$ 90.00
P7L1	DM200L Meter	$ 30.00	$ 90.00
PRL1	DM225 Meter	$ 30.00	$ 90.00
1M00	Green DM Series Meter Mid Vol	$ 50.00	$ 150.00
1W00	Connect+ Meter Mid Vol	$ 50.00	$ 150.00
1W00	Connect+ Meter High Vol	$ 70.00	$ 210.00
1M00	Green DM Series Meter High Vol	$ 70.00	$ 210.00
G900	DM400/DM475 Meter	$ 35.00	$ 105.00

Mailing Systems, Low-Volume	Offerors 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	45%								
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%								
Percentage (%) Discount off Mailing Furniture	30%								
Maintenance									
Maintenance- Fixed for years 2-5	25%								
If end user is utilizing Time and Materials maintenance									
Time and Materials- regular business hours	$180/hr.								
Time and Materials- outside business hours, weekends, and holidays	$360/hr.								
Percentage discounts of Parts for Time and Materials	5%								

PCN	Category	Description	MSRP EQUIPMENT	contract price	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
1FA1	Accounting Options	Basic Accounting (25 Dept) Software	$0.00	$0.00	45%	n/a	n/a		n/a
1FA2	Accounting Options	Enhanced Accounting (100 Dept) Software	$595.00	$327.00	45%	n/a	n/a		n/a
1FA3	Accounting Options	Enhanced Accounting (300 Dept) Software	$1,495.00	$822.00	45%	n/a	n/a		n/a
1FA4	Accounting Options	Budget Manager: Dept Acct	$2,495.00	$1,372.00	45%	n/a	n/a		n/a
1FA5	Accounting Options	Budget Manager: Cost Mgmnt	$2,995.00	$1,647.00	45%	n/a	n/a		n/a
1FA7	Accounting Options	Intelliview Subscription	$395.00	$217.00	45%	n/a	n/a		n/a
1FAB	Accounting Options	Dept Accounting Enabler	$0.00	$0.00	45%	n/a	n/a		n/a
1FAC	Accounting Options	Accounting (10 Dept) Software	$0.00	$0.00	45%	n/a	n/a		n/a
1FAD	Accounting Options	Accounting (50 Dept) Software	$325.00	$178.00	45%	n/a	n/a		n/a
1FAE	Accounting Options	Accounting (50 Dept) Software	$0.00	$0.00	45%	n/a	n/a		n/a
1FAF	Accounting Options	No Accounting Software	$0.00	$0.00	45%	n/a	n/a		n/a
1FAL	Accounting Options	INVIEW Accounting - 50 Accounts	$0.00	$0.00	45%	n/a	n/a		n/a
1FAM	Accounting Options	INVIEW Accounting - 100 Accounts	$0.00	$0.00	45%	n/a	n/a		n/a
1FAN	Accounting Options	INVIEW Accounting - 300 Accounts	$0.00	$0.00	45%	n/a	n/a		n/a
1FBL	Accounting Options	INVIEW 50 Dept Accounting	$325.00	$178.00	45%	n/a	n/a		n/a
1FBM	Accounting Options	INVIEW 100 Dept Accounting	$795.00	$437.00	45%	n/a	n/a		n/a
1FBN	Accounting Options	INVIEW 300 Dept Accounting	$1,695.00	$932.00	45%	n/a	n/a		n/a
1FM2	Weighing Options	Disable Manual Weight Feature	$0.00	$0.00	45%	n/a	n/a		n/a
1FS4	Conf Services	USPS Special Services Software (DM100/DM200L)	$0.00	$0.00	45%	n/a	n/a		n/a
1FX1	Software Feature	Constant Connection	$0.00	$0.00	45%	n/a	n/a		n/a
1FXA	Accounting Options	DM Interface for INVIEW (one per Mail Machine)	$0.00	$0.00	45%	n/a	n/a		n/a
1FXR	Software Feature	Funds Management Meter Feature	$0.00	$0.00	45%	n/a	n/a		n/a
1FZ0	Weighing Options	Differential Weighing	$0.00	$0.00	45%	n/a	n/a		n/a
1FZ9	Performance	DM400c 120lpm Performance Upgrade	$995.00	$547.00	45%	n/a	n/a		n/a
F9DS	accessories	Mail Machine Tune Up	$395.00	$217.00	45%	n/a	n/a		n/a
F9SA	accessories	Professional Installation	$215.00	$118.00	45%	n/a	n/a		n/a
J724	accessories	Image Alert Scanner	$2,995.00	$1,647.00	45%	$286.00	$214.00	25%	$18.00
SBDD	Base System	DM100 Desktop Mailing System	$20.00	$11.00	45%	n/a	n/a		n/a
SBLJ	Base System	DM200L	$1,445.00	$794.00	45%	$156.00	$111.00	25%	$10.00
SBTA	Base System	DM400C Digital Meter System	$4,145.00	$2,279.00	45%	$438.00	$361.00	25%	$31.00
SBYP	Base System	DM300C Digital Meter System	$2,595.00	$1,427.00	45%	$262.50	$131.00	25%	$11.00
SPY8	accessories	Report Printer	$795.00	$437.00	45%	$138.00	$103.00	25%	$8.00
SVBA	Base System	Green DM300C Digital Meter System Factory Certified	$1,945.00	$1,069.00	45%	$262.50	$216.00	25%	$18.00
SVBB	Base System	Green DM400C Digital Meter System Factory Certified	$2,995.00	$1,647.00	45%	$438.00	$361.00	25%	$31.00
SVDF	Base System	DM225 Digital Mailing System	$1,680.00	$924.00	45%	$148.00	$111.00	25%	$10.00
SVXA	Base System	DM475 Digital Mailing System	$8,995.00	$4,947.00	45%	$824.00	$386.00	25%	$33.00
T320	accessories	Non-Contact Programmable Wedge Scanner	$1,495.00	$822.00	45%	$254.00	$190.00	25%	$16.00
1FS2	accessories	SPEC CONFIRMATION SVC	$0.00	$0.00	0%	n/a	n/a	n/a	$0.00
F9DA	accessories	CONF SERVICES TRAINING	$70.00	$0.00	100%	n/a	n/a	n/a	$0.00
F9DD	accessories	CONF SVC WELCOME KIT	$0.00	$0.00	0%	n/a	n/a	n/a	$0.00
F9SJ	accessories	Prof. Install DM100	$150.00	$0.00	100%	n/a	n/a	n/a	$0.00
P7M1	accessories	MOISTENER	$350.00	192	45%	n/a	n/a	n/a	$0.00

Mailing Systems, Low-Volume	Offerors 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	45%								
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%								
Percentage (%) Discount off Mailing Furniture	30%								
Maintenance									
Maintenance- Fixed for years 2-5	25%								
If end user is utilizing Time and Materials maintenance									
Time and Materials- regular business hours	$180/hr.								
Time and Materials- outside business hours, weekends, and holidays	$360/hr.								
Percentage discounts of Parts for Time and Materials	5%								
PCN	Category	Description	MSRP EQUIPMENT	contract price	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
F9SH	accessories	Professional Installation and Tr	$109.00	83	24%	n/a	n/a	n/a	$0.00
F9SN	Base System	DM200 Self Installation Kit	$0.00	0	0%	n/a	n/a	n/a	$0.00
SBDR	Base System	DM100 Desktop Mailing System	$0.00	0	0%	n/a	n/a	n/a	$0.00
771-8	accessories	CONSTANT CONNECTION	$95.00	57	40%	n/a	n/a	n/a	$0.00
SVXB	Base System	DM475 Pro Digital Mailing Syst	$9,495.00	7500	21%	n/a	n/a	n/a	$33.00

Mailing Systems, Medium Volume	Offertory 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	35%							
Percentage (%) Discount off Accessories	35%							
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%							
Percentage (%) Discount off Mailing Furniture	30%							
Maintenance								
Maintenance- Fixed for years 2-5	25%							
If end user is utilizing Time and Materials maintenance								
Time and Materials- regular business hours	$180/hr.							
Time and Materials- outside business hours, weekends, and holidays	$360/hr.							
Percentage discounts of Parts for Time and Materials	5%							

PCN	Category	Description	MSRP EQUIPMENT	contract price	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
1F0P	Rates	PDP Rates Module	0	0	0%	n/a	n/a		n/a
1F0R	Rates	USPS Residual Postage Rates	795	477	40%	n/a	n/a		n/a
1FA1	Accounting Options	Basic Accounting (25 Dept) Software	0	0	0%	n/a	n/a		n/a
1FA2	Accounting Options	Enhanced Accounting (100 Dept) Software	595	327	45%	n/a	n/a		n/a
1FA3	Accounting Options	Enhanced Accounting (300 Dept) Software	1495	822	45%	n/a	n/a		n/a
1FA4	Accounting Options	Budget Manager: Dept Acct	2495	1372	45%	n/a	n/a		n/a
1FA5	Accounting Options	Budget Manager: Cost Mgmnt	2995	1647	45%	n/a	n/a		n/a
1FA7	Accounting Options	Intelliview Subscription	395	217	45%	n/a	n/a		n/a
1FAB	Accounting Options	Dept Accounting Enabler	0	0	0%	n/a	n/a		n/a
1FAC	Accounting Options	Accounting (10 Dept) Software	0	0	0%	n/a	n/a		n/a
1FAD	Accounting Options	Accounting (50 Dept) Software	325	178	45%	n/a	n/a		n/a
1FAF	Accounting Options	No Accounting Software	0	0	0%	n/a	n/a		n/a
1FAL	Accounting Options	INVIEW Accounting - 50 Accounts	0	0	0%	n/a	n/a		n/a
1FAM	Accounting Options	INVIEW Accounting - 100 Accounts	0	0	0%	n/a	n/a		n/a
1FAN	Accounting Options	INVIEW Accounting - 300 Accounts	0	0	0%	n/a	n/a		n/a
1FC0	Rates	Carrier Rate Package (Standard Rates, UPS, FedEx)	495	297	40%	n/a	n/a		n/a
1FC1	Rates	Carrier Rate Software (FedEx Standard)	0	0	0%	n/a	n/a		n/a
1FS0	Conf Services	USPS Confirmation Services Software (DM500/550)	0	0	0%	n/a	n/a		n/a
1FX0	Options	SmartClass feature (DM800-DM900 WOW only)	795	477	40%	n/a	n/a		n/a
1FX1	Software Feature	Constant Connection	0	0	0%	n/a	n/a		n/a
1FXA	Accounting Options	DM Interface for INVIEW (one per Mail Machine)	0	0	0%	n/a	n/a		n/a
1FXR	Software Feature	Funds Management Meter Feature	0	0	0%	n/a	n/a		n/a
APA2	Accounting Options	100 Dept Accounting	0	0	0%	n/a	n/a		n/a
APA3	Accounting Options	300 Dept Accounting	595	357	40%	n/a	n/a		n/a
APA5	Accounting Options	1000 Dept Accounting	1245	747	40%	n/a	n/a		n/a

Mailing Systems, Medium Volume	Offertory 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	35%
Percentage (%) Discount off Accessories	35%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	30%
Maintenance	
Maintenance- Fixed for years 2-5	25%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category	Description	MSRP EQUIPMENT	contract price	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
APA7	Accounting Options	2000 Dept Accounting	1745	1047	40%	n/a	n/a		n/a
APA9	Rates	3000 Dept Accounting	2245	1347	40%	n/a	n/a		n/a
APFA	Graphics	MyGraphics Designer Enabled	0	0	0%	n/a	n/a		n/a
APFC	Options	Connect+ WOW Feature	6495	3897	40%	n/a	n/a		n/a
APFD	Options	Energy Star Enabled	0	0	0%	n/a	n/a		n/a
APFM	Options	Connect+ Laser Printer Enabled	0	0	0%	n/a	n/a		n/a
APSA	Performance	130 LPM Feature	0	0	0%	n/a	n/a		n/a
APSB	Performance	160 LPM Feature	745	484	35%	n/a	n/a		n/a
APSC	Performance	180 LPM Feature	2495	1621	35%	n/a	n/a		n/a
APSD	Performance	130/70 LPM Feature	0	0	0%	n/a	n/a		n/a
APSE	Performance	160/95 LPM Feature	1745	1134	35%	n/a	n/a		n/a
APSF	Performance	180/115 LPM Feature	3995	2596	35%	n/a	n/a		n/a
AZBA	Base sytem	Connect+ 1000 Series	6245	4059	35%	310	232.5	0.25	20
AZBB	Base sytem	Connect+ 2000 Series	11745	7634	35%	670	502.5	0.25	42
ERR1	Options	e-Return Receipt Feature	0	0	0%	n/a	n/a		n/a
ERR2	Options	e-Return Receipt Reference Number Feature	0	0	0%	n/a	n/a		n/a
MSSA	Services	Connect+ Professional Services	395	256	35%	n/a	n/a		n/a
NVCR	Options	INVIEW Meter Consolidation	0	0	0%	n/a	n/a		n/a
PS0F	Options	PresortXtra for Flats	0	0	0%	n/a	n/a		n/a
SBYE	Options	Green DM500 Series WOW Module	3495	2271	35%	275	206.25	0.25	18
SVAG	Base sytem	Green DM525 Digital Mailing System Factory Certified	4495	2921	35%	791.7	593	0.25	49
SVAJ	Base sytem	Green DM575 Digital Mailing System Factory Certified	5995	3896	35%	897.4	673	0.25	55
SVAR	Accounting Options	INVIEW Accounting - 100 Accounts Upgrade	595	357	40%	n/a	n/a		n/a
SVAS	Accounting Options	INVIEW Accounting - 300 Accounts Upgrade	1495	897	40%				n/a
MSDA	Training	Connect+ VAS Training	95	0	100%	n/a	n/a		n/a
AZBL	Options	Connect+ 2000 Color Printer	2795	1677	40%	511	383	0.25	31
AZBE	Options	Connect+ Mono Printer	0	0	0%	389	292	0.25	24
AZBF	Options	Connect+ 1000 Color Printer	1995	1197	40%	485	363	0.25	31

Mailing Systems, Medium Volume	Offertory 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	35%							
Percentage (%) Discount off Accessories	35%							
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%							
Percentage (%) Discount off Mailing Furniture	30%							
Maintenance								
Maintenance- Fixed for years 2-5	25%							
If end user is utilizing Time and Materials maintenance								
Time and Materials- regular business hours	$180/hr.							
Time and Materials- outside business hours, weekends, and holidays	$360/hr.							
Percentage discounts of Parts for Time and Materials	5%							

PCN	Category	Description	MSRP EQUIPMENT	contract price	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
AZBM	Options	Connect+ 3000 Color Printer	3245	1947	40%	485	364	0.25	31
AZCF	Options	Green Connect+ 1000 Color Printer	1395	1171	16%	n/a	n/a		n/a
AZCL	Options	Green Connect+ 2000 Color Printer	0	0	0%	n/a	n/a		n/a
AZCW	Base sytem	Green Connect+ 1000 Series	4375	3675	16%	n/a	n/a		n/a
AZCX	Base sytem	Green Connect+ 2000 Series	8225	6909	16%	n/a	n/a		n/a
F9C0	Options	Adding Carrier Rate Package (DM500/DM550)	495	415	16%	n/a	n/a		n/a
F9ZZ	Options	DM Series Label Printer	995	835	16%	n/a	n/a		n/a
SBSP	Base sytem	Green DM500 Series WOW Module Factory Certified	2495	2095	16%	n/a	n/a		18
UXDL	Options	DM Series PC Interface for the DM300C/ DM400C/DM450C	795	667	16%	n/a	n/a		n/a
UXDM	Options	DM Series PC Interface	795	667	16%	n/a	n/a		n/a
UXDN	Options	DM Series Interface	375	315	16%	n/a	n/a		n/a
F9A1	Accounting Options	Upgrading to 50 Dept Accts on P700/P7L1	395	331	16%	n/a	n/a		n/a
F9A2	Accounting Options	Upgrading to 100 Dept Accts on 1P00/1M00/G900	895	751	16%	n/a	n/a		n/a
F9A3	Accounting Options	Upgrading to 300 Dept Accts on 1M00	1495	1255	16%	n/a	n/a		n/a
F990009	Options	DM Scale Stand (Integra)	90	75	17%	n/a	n/a		n/a
F9SL		PC Meter Connect In	$99.00	83	16%	n/a	n/a		n/a

Mailing Systems, High Volume	Offerors 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	40%
Percentage (%) Discount off Accessories	40%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	30%
Maintenance	
Maintenance- Fixed for years 2-5	25%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category	Description	MSRP EQUIPMENT	contract price	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
1F0P	Rates	PDP Rates Module	$0.00	$0.00	0%	n/a	n/a		n/a
1F0R	Rates	USPS Residual Postage Rates	$795.00	$477.00	40%	n/a	n/a		n/a
1FA1	Accounting Options	Basic Accounting (25 Dept) Software	$0.00	$0.00	0%	n/a	n/a		n/a
1FA2	Accounting Options	Enhanced Accounting (100 Dept) Software	$595.00	$327.00	45%	n/a	n/a		n/a
1FA3	Accounting Options	Enhanced Accounting (300 Dept) Software	$1,495.00	$822.00	45%	n/a	n/a		n/a
1FA4	Accounting Options	Budget Manager: Dept Acct	$2,495.00	$1,372.00	45%	n/a	n/a		n/a
1FA5	Accounting Options	Budget Manager: Cost Mgmnt	$2,995.00	$1,647.00	45%	n/a	n/a		n/a
1FA7	Accounting Options	Intelliview Subscription	$395.00	$217.00	45%	n/a	n/a		n/a
1FAB	Accounting Options	Dept Accounting Enabler	$0.00	$0.00	0%	n/a	n/a		n/a
1FAF	Accounting Options	No Accounting Software	$0.00	$0.00	0%	n/a	n/a		n/a
1FAL	Accounting Options	INVIEW Accounting - 50 Accounts	$0.00	$0.00	0%	n/a	n/a		n/a
1FAM	Accounting Options	INVIEW Accounting - 100 Accounts	$0.00	$0.00	0%	n/a	n/a		n/a
1FAN	Accounting Options	INVIEW Accounting - 300 Accounts	$0.00	$0.00	0%	n/a	n/a		n/a
1FC0	Rates	Carrier Rate Package (Standard Rates, UPS, FedEx)	$495.00	$297.00	40%	n/a	n/a		n/a
1FC1	Rates	Carrier Rate Software (FedEx Standard)	$0.00	$0.00	0%	n/a	n/a		n/a
1FR4	Rates	USPS BRM Rates	$495.00	$297.00	40%	n/a	n/a		n/a
1FS1	Conf Services	USPS Confirmation Services Software (DM800/900/1000)	$0.00	$0.00	0%	n/a	n/a		n/a
1FX0	Options	SmartClass feature (DM800-DM900 WOW only)	$795.00	$477.00	40%	n/a	n/a		n/a
1FX1	Software Feature	Constant Connection	$0.00	$0.00	0%	n/a	n/a		n/a
1FXA	Accounting Options	DM Interface for INVIEW (one per Mail Machine)	$0.00	$0.00	0%	n/a	n/a		n/a
1FXR	Software Feature	Funds Management Meter Feature	$0.00	$0.00	0%	n/a	n/a		n/a
APA2	Accounting Options	100 Dept Accounting	$0.00	$0.00	0%	n/a	n/a		n/a
APA3	Accounting Options	300 Dept Accounting	$595.00	$357.00	40%	n/a	n/a		n/a
APA4	Accounting Options	500 Dept Accounting	$995.00	$597.00	40%	n/a	n/a		n/a
APA5	Accounting Options	1000 Dept Accounting	$1,245.00	$747.00	40%	n/a	n/a		n/a
APA7	Accounting Options	2000 Dept Accounting	$1,745.00	$1,047.00	40%	n/a	n/a		n/a
APA9	Accounting Options	3000 Dept Accounting	$2,245.00	$1,347.00	40%	n/a	n/a		n/a
APF8	Graphics	Connect+ Vertical Market Fonts	$145.00	$87.00	40%	n/a	n/a		n/a
APF9	Graphics	Connect+ Creative Fonts	$145.00	$87.00	40%	n/a	n/a		n/a
APFA	Graphics	MyGraphics Designer Enabled	0	$0.00	0%	n/a	n/a		n/a
APFB	Options	Color Graphics Printing	$0.00	$0.00	0%	n/a	n/a		n/a
APFC	Options	Connect+ WOW Feature	$6,495.00	$3,897.00	40%	n/a	n/a		n/a
APFD	Options	Energy Star Enabled	$0.00	$0.00	0%	n/a	n/a		n/a
APSG	Performance	165/105 LPM Feature	$0.00	$0.00	0%	n/a	n/a		n/a
APSH	Performance	220/135 LPM Feature	$1,495.00	$897.00	40%	n/a	n/a		n/a
APSJ	Performance	270/170 LPM Feature	$5,995.00	$3,597.00	40%	n/a	n/a		n/a
APSK	Performance	310/205 LPM Feature	$12,995.00	$7,797.00	40%	n/a	n/a		n/a
AZBC	Base sytem	Connect+ 3000 Series Non-WOW	$11,495.00	$6,897.00	40%	$1,900.00	$1,425.00	25%	$119.00
AZBD	Base sytem	Connect+ 3000 Series WOW	$17,245.00	$10,347.00	40%	$1,900.00	$1,425.00	25%	$119.00
AZBM	Options	Connect+ 3000 Color Printer	$0.00	$0.00	0%	$485.00	$363.75	25%	$31.00
BMZ1	Options	Connect+ Business Manager Interface	$995.00	$597.00	40%	n/a	n/a		n/a
ERR1	Options	e-Return Receipt Feature	$0.00	$0.00	0%	n/a	n/a		n/a
ERR2	Options	e-Return Receipt Reference Number Feature	$0.00	$0.00	0%	n/a	n/a		n/a
MSD1	Options	Standard Apps Center	$0.00	$0.00	0%	n/a	n/a		n/a
MSD2	Options	High Res Apps Center	$895.00	$537.00	40%	n/a	n/a		n/a
MSGS	Options	Sprint 3G Subscription	$45/MO	$45/MO	0%	n/a	n/a		n/a

Mailing Systems, High Volume	Offerors 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	40%
Percentage (%) Discount off Accessories	40%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	30%
Maintenance	
Maintenance- Fixed for years 2-5	25%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category	Description	MSRP EQUIPMENT	contract price	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
MSPQ	Options	Software Meter Interface - per meter (Connect+ only)	$295.00	$177.00	40% n/a	n/a			n/a
MSPS	Options	Connect+ Power Stacker	$1,695.00	$1,017.00	40%	$293.00	$219.75	25%	$19.00
MW90007	Options	Connect+ Drop Stacker	$0.00	$0.00	0% n/a				n/a
MW90090	Options	Connect+ Power Distribution Kit	$95.00	$57.00	40% n/a	n/a			n/a
MW90147	Options	Wireless Keyboard	$195.00	$117.00	40%				n/a
MW90651	Options	Roll Tape Kit	$0.00	$0.00	0%				n/a
MW90701	Options	100ft LAN Cable	$195.00	$117.00	40% n/a	n/a			n/a
MW90702	Options	Wireless 4-Port Router	$295.00	$177.00	40% n/a	n/a			n/a
MW90705	Options	Connect+ PC System Connect	$145.00	$87.00	40% n/a	n/a			n/a
MW97182	Options	Wireless LAN Adapter	$145.00	$87.00	40% n/a	n/a			n/a
PS0F	Options	PresortXtra for Flats	$0.00	$0.00	0% n/a	n/a			n/a
SBDS	Options	Barcode Scanner	$795.00	$477.00	40%	$153.00	$114.00	25%	$10.00
SBSX	Options	Green DM800 Series WOW Module Factory Certified	$3,495.00	$2,097.00	40%	$277.00	$207.00	25%	$18.00
SPY8	Options	Printer	$795.00	$437.00	45%	$138.00	$103.00	25%	$8.00
SVAK	Base sytem	Green DM825 Digital Mailing System Factory Certified	$7,995.00	$4,797.00	40%	$1,360.45	$1,020.00	25%	$86.00
SVAL	Base sytem	Green DM875 Digital Mailing System Factory Certified	$9,495.00	$5,697.00	40%	$1,511.10	$1,133.00	25%	$95.00
SVAR	Accounting Options	INVIEW Accounting - 100 Accounts Upgrade	$595.00	$357.00	40% n/a	n/a			n/a
SVAS	Accounting Options	INVIEW Accounting - 300 Accounts Upgrade	$1,495.00	$897.00	40% n/a	n/a			n/a
SVWA	Options	Connect+ Series Console with Scale Stand	$1,395.00	$837.00	40% n/a	n/a			n/a
1FC1	Options	Carrier Rate Software (FedEx St	$0.00	$0.00	0% n/a	n/a	n/a	n/a	
1FNV	Options	INVIEW Startup Kit	$0.00	$0.00	0% n/a	n/a	n/a	n/a	
1FR2	Options	USPS Retail Shipping Rates	$0.00	$0.00	0% n/a	n/a	n/a	n/a	
1FR3	Options	USPS Presort Xtra Rates	$0.00	$0.00	0% n/a	n/a	n/a	n/a	
1FX6	Options	Auto Inscriptions	$0.00	$0.00	0% n/a	n/a	n/a	n/a	
APFA	Options	MyGraphics Designer Enabled	$0.00	$0.00	0% n/a	n/a	n/a	n/a	
APG2	Options	Connect+ Residual Rates	$995.00	$835.00	16% n/a	n/a	n/a	n/a	
AZBG	Options	Black Graphics Upgrade	$695.00	$239.00	66% n/a	n/a	n/a	n/a	
AZBH	Options	No Charge Black Graphics Upgra	$0.00	$0.00	0% n/a	n/a	n/a	n/a	
AZBR	Base sytem	Connect+ 3000 Pro Non-WOW	$26,990.00	$22,671.00	16% n/a	n/a	n/a		$148.00
AZBS	Base sytem	Connect+ 3000 Pro WOW	$32,990.00	$22,711.00	31% n/a	n/a	n/a		$148.00
AZCE	Base sytem	Green Connect+ Mono Printer	$0.00	$0.00	0% n/a	n/a	n/a	n/a	
AZCM	Base sytem	Green Connect+ 3000 Color Prin	$0.00	$0.00	0% n/a	n/a	n/a	n/a	
AZCR	Base sytem	Green Connect+ 3000 Pro Non-	$18,895.00	$15,871.00	16% n/a	n/a	n/a		$29.00
AZCS	Base sytem	Green Connect+ 3000 Pro WOW	$23,090.00	$19,395.00	16% n/a	n/a	n/a		$29.00
AZCY	Base sytem	Green Connect+ 3000 Series No	$8,050.00	$6,762.00	16% n/a	n/a	n/a	n/a	
AZCZ	Base sytem	Green Connect+ 3000 Series W(	$12,075.00	$10,143.00	16% n/a	n/a	n/a	n/a	
BMX1	Options	DM Series Interface (DM500-DI	$995.00	$835.00	16% n/a	n/a	n/a	n/a	
BMX2	Options	DM Series Interface (DM500-DI	$0.00	$0.00	0% n/a	n/a	n/a	n/a	
DJPS	Options	Power Stacker for DM800i	$1,630.00	$1,369.00	16% n/a	n/a	n/a	n/a	
ERCL	Options	e-Return Receipt Reference Nur	$450.00	$378.00	16% n/a	n/a	n/a	n/a	
ERCM	Options	e-Return Receipt Reference Nur	$1,495.00	$1,255.00	16% n/a	n/a	n/a		$10.00
ERCN	Options	e-Return Receipt Reference Nur	$145.00	$117.00	19% n/a	n/a	n/a	n/a	
ERCP	Options	e-Return Receipt Reference Nur	$1,245.00	$1,045.00	16% n/a	n/a	n/a		$10.00
ERCR	Options	e-Return Receipt Reference Nur	$695.00	$583.00	16% n/a	n/a	n/a	n/a	
F9XS	Options	Adding SmartClass to DM900	$795.00	$667.00	16% n/a	n/a	n/a	n/a	
MW90006	Options	Power Stacker Portrait Flats Kit	$495.00	$415.00	16% n/a	n/a	n/a	n/a	
MW90650	Options	Roll Tape Kit	$0.00	$0.00	0% n/a	n/a	n/a	n/a	
MW90651	Options	Roll Tape Kit	$0.00	$0.00	0% n/a	n/a	n/a	n/a	
MW90802	Options	Software Meter Interface - per	$295.00	$247.00	16% n/a	n/a	n/a	n/a	
MW90806	Options	Power Stacker Extension	$395.00	$321.00	19% n/a	n/a	n/a	n/a	
N199	Options	Scale Stand	$95.00	$79.00	17% n/a	n/a	n/a	n/a	
NV20	Options	INVIEW MMS Setup Fee with N(	$195.00	$163.00	16% n/a	n/a	n/a	n/a	
NV21	Options	INVIEW MMS with Web Accoun	$1,190.00	$999.00	16% n/a	n/a	n/a	n/a	
NV22	Options	INVIEW MMS Web Acct & Custc	$1,690.00	$1,413.00	16% n/a	n/a	n/a	n/a	
NV2A	Options	INVIEW Custom Reports and Tr	$495.00	$415.00	16% n/a	n/a	n/a	n/a	
NVCR	Options	INVIEW Meter Consolidation	$0.00	$0.00	0% n/a	n/a	n/a	n/a	
NVRT	Options	INVIEW Reporting	$0.00	$0.00	0% n/a	n/a	n/a	n/a	
NVWE	Options	INVIEW Training	$195.00	$163.00	16% n/a	n/a	n/a	n/a	
SBSN	Base sytem	Green DM800 Series WOW Moc	$2,495.00	$2,095.00	16% n/a	n/a	n/a	n/a	
SV1B	Accounting Options	5 Site - INVIEW Accounting - 50	$1,995.00	$1,675.00	16% n/a	n/a	n/a	n/a	

Mailing Systems, High Volume	Offerors 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	40%
Percentage (%) Discount off Accessories	40%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	30%
Maintenance	
Maintenance- Fixed for years 2-5	25%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category	Description	MSRP EQUIPMENT	contract price	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
SV2A	Accounting Options	Upgrade to INVIEW Accounting	$695.00	$591.00	15%	n/a	n/a	n/a	n/a
SV2B	Accounting Options	5 Site - INVIEW Accounting - 10	$3,795.00	$3,187.00	16%	n/a	n/a	n/a	n/a
SV3A	Accounting Options	Upgrade to INVIEW Accounting	$1,295.00	$1,087.00	16%	n/a	n/a	n/a	n/a
SV3B	Accounting Options	5 Site - INVIEW Accounting - 30	$4,995.00	$4,195.00	16%	n/a	n/a	n/a	n/a
SV4A	Accounting Options	Upgrade to INVIEW Accounting	$1,695.00	$1,423.00	16%	n/a	n/a	n/a	n/a
SV4B	Accounting Options	5 Site - Budget Manager - 500 A	$6,195.00	$5,203.00	16%	n/a	n/a	n/a	n/a
SV5A	Accounting Options	INVIEW 50 Dept Accounting Up	$195.00	$163.00	16%	n/a	n/a	n/a	n/a
SV5B	Accounting Options	5 Site - Budget Manager - 1,500	$7,395.00	$6,211.00	16%	n/a	n/a	n/a	n/a
SV6A	Accounting Options	INVIEW 100 Dept Accounting U	$795.00	$667.00	16%	n/a	n/a	n/a	n/a
SV7A	Accounting Options	INVIEW 300 Dept Accounting U	$1,695.00	$1,423.00	16%	n/a	n/a	n/a	n/a
U7C1	Accounting Options	Galaxy Console	$940.00	$789.00	16%	n/a	n/a	n/a	n/a
U7DS	Options	Drop Stacker for DM900, DM11	$0.00	$0.00	0%	n/a	n/a	n/a	n/a
U7PR	Options	Green Power Stacker for DM90	$1,195.00	$1,003.00	16%	n/a	n/a	n/a	n/a
U7PS	Options	Power Stacker for DM900, DM1	$1,695.00	$1,369.00	19%	n/a	n/a	n/a	n/a
USR1	Options	Extension Ramp for Power Stac	$695.00	$531.00	24%	n/a	n/a	n/a	n/a
SVAP	Base sytem	Green DM925 Non-WOW Digita	$11,995.00	$10,075.00	16%	n/a	n/a	n/a	n/a
SVAT	Options	INVIEW Accounting - 300 Accou	$895.00	$770.00	14%	n/a	n/a	n/a	n/a
SVAU	Base sytem	Green DM925 WOW Digital Ma	$15,745.00	$13,225.00	16%	n/a	n/a	n/a	n/a
SVWB	Options	Bridge for Connect+ Series Cons	$345.00	$289.00	16%	n/a	n/a	n/a	n/a
SVWC	Options	Double Drawer and Door Kit for	$695.00	$583.00	16%	n/a	n/a	n/a	n/a
SVWD	Options	Additional Scale Stand for Conn	$245.00	$205.00	16%	n/a	n/a	n/a	n/a
SVWX	Options	Console Extension Kit	$495.00	$415.00	16%	n/a	n/a	n/a	n/a
SBTP	Options	Data-Pac AMS 36/77 Interface t	$895.00	$751.00	16%	n/a	n/a	n/a	n/a
SFFK	Options	Budget Manager Professional In	$275.00	$231.00	16%	n/a	n/a	n/a	n/a
ERPP	Options	E-Certified/eRR Productivity Pac	$1,540.00	$1,293.00	16%	n/a	n/a	n/a	n/a
G385134	Options	Programmable Keyboard	$50.00	$42.00	16%	n/a	n/a	n/a	n/a

PCN	Category	Description	MSRP EQUIPMENT	contract price	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
1FW1	Weighing C	Differential Weighing Feature	$0.00	$0.00	0%	n/a	n/a		n/a
1FW4	Weighing C	5 lb Integrated Weighing	$1,645.00	$822.00	50%	n/a	n/a		n/a
1FW5	Weighing C	15 lb Interfaced Weighing	$2,345.00	$1,172.00	50%	n/a	n/a		n/a
1FW6	Weighing C	30 lb Interfaced Weighing	$2,695.00	$1,347.00	50%	n/a	n/a		n/a
1FW7	Weighing C	70 lb Interfaced Weighing	$2,995.00	$1,497.00	50%	n/a	n/a		n/a
1FW8	Weighing C	149 lb Interfaced Weighing	$4,145.00	$2,072.00	50%	n/a	n/a		n/a
1FWF	Weighing C	10 lb Integrated Weighing	$2,045.00	$1,022.00	50%	n/a	n/a		n/a
1FWG	Weighing C	15 lb Integrated Weighing (DM800 Only)	$2,345.00	$1,172.00	50%	n/a	n/a		n/a
1FWN	Weighing C	Green 15 lb Interfaced Weighing Factory Certified	$1,695.00	$847.00	50%	n/a	n/a		n/a
1FWP	Weighing C	Green 15 lb Integrated Weighing Factory Certified	$1,695.00	$847.00	50%	n/a	n/a		n/a
1FWR	Weighing C	Green 30 lb Interfaced Weighing Factory Certified	$1,895.00	$947.00	50%	n/a	n/a		n/a
1FWS	Weighing C	Green 70 lb Interfaced Weighing Factory Certified	$2,095.00	$1,047.00	50%	n/a	n/a		n/a
1FWT	Weighing C	Green 149 lb Interfaced Weighing Factory Certified	$2,895.00	$1,447.00	50%	n/a	n/a		n/a
1FWV	Weighing C	5 lb Interfaced Weighing	$1,645.00	$822.00	50%	n/a	n/a		n/a
1FWW	Weighing C	10 lb Interfaced Weighing	$2,045.00	$1,022.00	50%	n/a	n/a		n/a
1FWX	Weighing C	15 lb Interfaced Weighing	$2,345.00	$1,172.00	50%	n/a	n/a		n/a
MP30	Weighing C	15/30 LB SCALE PLATFORM	maintenance pcn only			$161.00	$120.00	25%	$11.00
MP49	Weighing C	70/150 LB SCALE PLATFORM	maintenance pcn only			$208.00	$156.00	25%	$13.00
MP4R	Weighing C	GREEN 70/149LB WEIGH PLAT	maintenance pcn only			$208.00	$156.00	25%	$13.00
MP04	Weighing C	WEIGHING PLATFORM DM100I	maintenance pcn only			$21.00	$15.75	25%	$2.00
MP3R	Weighing C	GREEN 15/30LB WEIGH PLAT	maintenance pcn only			$174.00	$130.00	25%	$11.00
MP4D	Weighing C	10LB SCALE	maintenance pcn only			$73.00	$54.00	26%	$5.00
MP06	Weighing C	Phoenix 10lb Scale	maintenance pcn only			$75.00	$56.00	25%	$5.00
MP08	Weighing C	K700 WEIGH PLATFORM 2/5#	maintenance pcn only			$67.00	$50.25	25%	$5.00
MP1A	Weighing C	10LB INTEGRATED PLATFORM	maintenance pcn only			$70.00	$52.50	25%	$5.00
MP9G	Weighing C	10LB INTEGRATED WEIGHING	maintenance pcn only			$70.00	$52.50	25%	$5.00
MP9R	Weighing C	RECONDITIONED MP9G(INTEGR	maintenance pcn only			$70.00	$52.50	25%	$5.00
1GP2	Weighing C	2LB INTG WEIGHING DM200L	725	362	50%	n/a	n/a		n/a
1GP5	Weighing C	5LB INTG WEIGHING DM200L	1075	537	50%	n/a	n/a		n/a
1GP9	Weighing C	10LB INTG WEIGHING DM200L	1375	687	50%	n/a	n/a		n/a
1GW2	Weighing C	2LB INTEGRATED WEIGHING	725	362	50%	n/a	n/a		n/a
1GW5	Weighing C	5LB INTG WEIGHING	1075	537	50%	n/a	n/a		n/a

Integrated Postal Scales	ferors Respo
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	50%
Percentage (%) Discount off Accessories	25%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	25%
Maintenance	
Maintenance- Fixed for years 2-5	25%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category	Description	MSRP EQUIPMENT	contract price	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
1GW9	Weighing (	10LB INTG WEIGHING	1375	687	50%	n/a	n/a		n/a
PRW3	Weighing (	30 LB WEIGHING DM225	2695	1347	50%	n/a	n/a		n/a
PRW7	Weighing (	70 LB WEIGHING DM225	2995	1497	50%	n/a	n/a		n/a
PRP9	Weighing (	10LB INTG WEIGHING	1375	687	50%	n/a	n/a		n/a
PRP5	Weighing (	5LB INTG WEIGHING	1075	537	50%	n/a	n/a		n/a
P7W2	Weighing (	2LB INTEGRATED WEIGHING	535	267	50%	n/a	n/a		n/a
P7W5	Weighing (	5LB INTEGRATED WEIGHING	1070	535	50%	n/a	n/a		n/a
F9B1	Weighing (	Upgrade 5lb to 15lb Weig	$1,195.00	953	20%	$161.00	$120.00	25%	$11.00
F9B2	Weighing (	Upgrade 15lb to 30lb We	$895.00	835	7%	$161.00	$120.00	25%	$11.00
F9B3	Weighing (	Upgrade 15lb to 30lb We	$995.00	835	16%	n/a	n/a		n/a
F9B4	Weighing (	Upgrade to 70lb Weighin	$1,980.00	1663	16%	$208.00	$156.00	25%	$13.00
F9B5	Weighing (	Upgrade to 149lb Weighi	$3,795.00	2440	36%	$208.00	$156.00	25%	$13.00
F9G5	Weighing (	Upgrading from 2lb to 5lb	$345.00	247	28%	n/a	n/a		n/a
F9G6	Weighing (	Adding 5lb Integrated We	$745.00	609	18%	$70.00	$52.50	25%	$5.00
F9G9	Weighing (	Upgrading from 5lb to 10	$445.00	331	26%	n/a	n/a		n/a
F9L5	Weighing (	Upgrading from 2lb to 5lb	$345.00	247	28%	n/a	n/a		n/a
F9L9	Weighing (	Upgrading from 5lb to 10	$445.00	331	26%	n/a	n/a		n/a
F9P5	Weighing (	Upgrading from 2lb to 5lb	$299.00	205	31%	n/a	n/a		n/a
F9P6	Weighing (	Adding 5lb Integrated We	$545.00	441	19%	$21.00	$15.75	25%	$2.00
F9W5	Weighing (	Adding 5lb Integrated Pla	$725.00	609	16%	$70.00	$52.50	25%	$5.00
F9W9	Weighing (	Upgrading from 5lb to 10	$445.00	331	26%	n/a	n/a		n/a
P7W2	Weighing (	2 lb Integrated Weighing	$608.00	400	34%	n/a	n/a		n/a
P7W5	Weighing (	5 lb Integrated Weighing	$925.00	800	14%	n/a	n/a		n/a
PRW3	Weighing (	30 lb Interfaced Weighing	$2,695.00	2263	16%	n/a	n/a		n/a
PRW7	Weighing (	70 lb Interfaced Weighing	$2,995.00	2515	16%	n/a	n/a		n/a

Letter Folders, High Volume	Offerors 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	18%
Percentage (%) Discount off Accessories	18%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	30%
Maintenance	
Maintenance- Fixed for years 2-5	25%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
DF80	Base System	DF800 OfficeRight Folder	$3,995.00	$3,275.00	18%	$467.40	$350.00	25%	$30.00
DF90	Base System	DF900 OfficeRight Folder	$5,495.00	$4,505.00	18%	$701.06	$525.00	25%	$45.00
FD9R	Base System	Green FD78 Extended Power Stacker Factory Certified	$875.00	$717.00	18%	$98.00	$73.50	25%	$7.00
FD7S	Base System	Green DF500 Folder w/Green FD78 Extended Power Stacker Factory Certified	$4,795.00	$3,931.00	18%	$1,047.13	$785.00	25%	$67.00
FD7R	Base System	Green DF500 Folder Factory Certified	$3,995.00	$3,275.00	18%	$949.13	$711.00	25%	$60.00
SVWE	Accessories	Console with Caster Kit	$1,295.00	$841.00	35%		$0.00		$0.00
DFCS	Accessories	Conveyor Stacker	$795.00	$651.00	18%	$70.06	$52.50	25%	n/a
DFHC	Accessories	High Capacity Extension	$295.00	$241.00	18%	n/a	n/a		n/a
DF2F	Accessories	Basic Installation and Training for Folder DF800/900	$0.00	$0.00	0%	n/a	n/a		n/a
FDT0	Accessories	Training and Installation	$0.00	$0.00	0%	n/a	n/a		n/a
DF10	Base System	DF100 Letter Perfect Folder	$340.00	$238.00	30%	n/a	n/a		n/a
DF40	Base System	DF400 Electronic Folder	2735	$2,298.00	16%	n/a	n/a		n/a
DF50	Base System	DF500 Electronic Folder	4855	$4,079.00	16%	n/a	n/a		n/a
DF9C	Accessories	Cross Fold Kit	$595.00	499	16%	n/a	n/a		n/a
FD1R	Base System	Green DF100 OfficeRight Folder	$205.00	$143.50	30%	$ 50	$ 37	25%	$ 3

NO VOLUME OR TERM DISCOUNTS INCLUDED

Inserters	Offerors Response
The product offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage(%) Discount off MSRP/Catalog	10%
Percentage (%) Discount off Accessories	10%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	16%
Maintenance	
Maintenance- Fixed for years 2-5	MSRP less 5%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$540/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category	Description	MSRP EQUIPMENT	contract price	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP
F7ZE	Inserters Production	30" Table Extension	581	523	10.0%	-	-	5.0%
FL2C	Inserters Production	Surefeed feeders-SE 900 EX	4,968	4,471	10.0%	400	380	5.0%
FL2D	Inserters Production	Feeder-ECO 900 EX	6,323	5,690	10.0%	490	466	5.0%
FL2E	Inserters Production	Belt Turnover	8,065	7,258	10.0%	650	618	5.0%
FL2F	Inserters Production	Bump Turn	4,516	4,065	10.0%	364	346	5.0%
FL3A	Inserters Production	RS Chassis 6 station 6X9 Pkg	111,161	100,045	10.0%	8,960	8,512	5.0%
FL3C	Inserters Production	RS Chassis 9 station 6X9 Pkg	126,355	113,719	10.0%	10,184	9,675	5.0%
FL3E	Inserters Production	RS Chassis 6 station 10X13 Pkg	149,871	134,884	10.0%	12,080	11,476	5.0%
FL3G	Inserters Production	RS Chassis 9 station 10X13 Pkg	165,065	148,558	10.0%	13,304	12,639	5.0%
FL3J	Inserters Production	RS Chassis 12 station 6X9 Pkg	141,548	127,394	10.0%	11,409	10,839	5.0%
FL3K	Inserters Production	RS Chassis 12 sta 10X13 Pkg	180,258	162,232	10.0%	14,529	13,803	5.0%
FLFB	Inserters Production	10 X 13 Servo Feeder	10,794	9,714	10.0%	870	827	5.0%
FLFC	Inserters Production	6 X 9 Servo Feeder	10,794	9,714	10.0%	870	827	5.0%
FLFD	Inserters Production	Surefeed feeders-SE 1200 EI	5,419	4,877	10.0%	437	415	5.0%
FLFE	Inserters Production	Surefeed feeders-SE 1200 MP	5,935	5,342	10.0%	460	437	5.0%
FLFH	Inserters Production	Feeder-SE 900 EI	3,516	3,165	10.0%	272	258	5.0%
FLFM	Inserters Production	2 up Cutter	41,935	37,742	10.0%	3,380	3,211	5.0%
FLFN	Inserters Production	20" inline folder	23,477	21,130	10.0%	1,892	1,797	5.0%
FLFP	Inserters Production	Fold plates	955	859	10.0%	77	73	5.0%
FLN0	Inserters Production	FlowMaster Blank Feeder	1,387	1,248	10.0%	-	-	5.0%
FLU0	Inserters Production	Friction Feeder 6X9	7,839	7,055	10.0%	590	561	5.0%
FLUB	Inserters Production	6X9 Thin Material Kit Feeder	7,839	7,055	10.0%	590	561	5.0%
FLV0	Inserters Production	Friction Feeder 10X13	7,839	7,055	10.0%	590	561	5.0%
FLV1	Inserters Production	Rotary Feeder (FlowMaster RS)	20,000	18,000	10.0%	1,547	1,470	5.0%
FLVB	Inserters Production	10X13 Thin Material Kit Feeder	7,839	7,055	10.0%	590	561	5.0%
FLY6	Inserters Production	Speed Sort 6'	7,097	6,387	10.0%	550	523	5.0%
FLY7	Inserters Production	Speed Sort 9'	7,871	7,084	10.0%	610	580	5.0%
MD26	Inserters Production	Speed Sort(9 Ft)	7,871	7,084	10.0%	610	580	5.0%
MD30	Inserters Production	Vacuum Base W- Pattern Reader	19,355	17,419	10.0%	1,560	1,482	5.0%
RD2D	Inserters Production	Camera Scan-Input, Videk	22,194	19,974	10.0%	2,322	2,206	5.0%
Y1A0	Inserters Production	Bulk Feeder 6'	6,452	5,806	10.0%	500	475	5.0%
Y1A1	Inserters Production	Bulk Feeder 9'	6,903	6,213	10.0%	535	508	5.0%
Y1B0	Inserters Production	Flexible Bindery Interface - Integrated	34,090	30,681	10.0%	2,661	2,528	5.0%
Y1B1	Inserters Production	Flexible Bindery Interface - Standalone Retrofit	47,781	43,003	10.0%	3,730	3,544	5.0%
Y1C2	Inserters Production	Surefeed 9' Feedmax	14,097	12,687	10.0%	1,092	1,037	5.0%
Y30Y	Inserters Production	VPS Stand	1,613	1,452	10.0%	-	-	5.0%
Y30Z	Inserters Production	Pattern Reader	6,581	5,923	10.0%	187	178	5.0%
Y3C0	Inserters Production	Industrial Mount For Screen-Keyboard	1,935	1,742	10.0%	141	134	5.0%
Y3C1	Inserters Production	Add'l BW Mircovision Camera	6,452	5,806	10.0%	468	445	5.0%
Y3C2	Inserters Production	Read-Up Bracketry For FlowMaster	3,226	2,903	10.0%	234	222	5.0%
Y3C3	Inserters Production	MCS 2" Array System	21,290	19,161	10.0%	1,545	1,468	5.0%
Y3C5	Inserters Production	S-800 Near IR Dryer-9000 Watt	9,677	8,710	10.0%	234	222	5.0%
Y3C6	Inserters Production	MCS 4" Array System Single Head	34,194	30,774	10.0%	2,480	2,356	5.0%
Y3C7	Inserters Production	MCS 4" Array System 2" + 2" Heads	34,194	30,774	10.0%	2,480	2,356	5.0%
Y3C8	Inserters Production	MCS 6" Array System 4" + 2" Heads	43,871	39,484	10.0%	3,183	3,024	5.0%
Y3C9	Inserters Production	MCS 6" Array System Three 2" Heads	43,871	39,484	10.0%	3,183	3,024	5.0%
Y3CA	Inserters Production	MCS 6" Array System Single Head	43,871	39,484	10.0%	3,183	3,024	5.0%
Y3CB	Inserters Production	MCS 8" Array System 4" + 2" + 2" Heads	53,548	48,194	10.0%	3,885	3,691	5.0%
Y3CD	Inserters Production	Industrial Mount For Screen-Keyboard	968	871	10.0%	69	66	5.0%
Y3CE	Inserters Production	Perfect Match System	41,935	37,742	10.0%	3,042	2,890	5.0%
Y3CF	Inserters Production	Perfect Match System With Read-Up Configuration	45,161	40,645	10.0%	3,276	3,112	5.0%
Y3CG	Inserters Production	Perfect Match Sys For Swingarms	41,935	37,742	10.0%	3,042	2,890	5.0%
Y3CJ	Inserters Production	Add'l Perfect Match 2nd Machine Wiring	9,032	8,129	10.0%	656	623	5.0%
Y3CK	Inserters Production	IMS Bulk Ink Supply For 2" Print Head	3,613	3,252	10.0%	262	249	5.0%
Y3CL	Inserters Production	IMS Bulk Ink Supply For 4" Print Head	4,774	4,297	10.0%	347	330	5.0%
Y3CZ	Inserters Production	6' Feedmax	11,516	10,365	10.0%	864	821	5.0%
Y3D0	Inserters Production	Infrared Dryer-9000 Watt	-	-	10.0%	468	445	5.0%
Y3DA	Inserters Production	Surefeed Feedmax S	15,484	13,935	10.0%	1,144	1,087	5.0%
Y3DB	Inserters Production	Tabber with a 4 inch kit	29,465	26,518	10.0%	702	667	5.0%
Y3DC	Inserters Production	Tabber with a 2 inch kit	29,032	26,129	10.0%	639	607	5.0%
Y3F1	Inserters Production	Divert (Attchd prior to IJ)	6,452	5,806	10.0%	500	475	5.0%
Y3F3	Inserters Production	9' CONVEYOR	5,161	4,645	10.0%	416	395	5.0%
Y3F4	Inserters Production	6' CONVEYOR	4,516	4,065	10.0%	364	346	5.0%
Y3FB	Inserters Production	Select SW Add'l - Current User	19,355	17,419	10.0%	1,560	1,482	5.0%
Y3FC	Inserters Production	Selects SW/HW-New User	27,742	24,968	10.0%	2,236	2,124	5.0%
Y3FD	Inserters Production	Selects SW/HW-Database Cntrl	27,742	24,968	10.0%	2,236	2,124	5.0%
Y3FF	Inserters Production	Output Scanning SW/HW	31,613	28,452	10.0%	2,548	2,421	5.0%
Y3FG	Inserters Production	GIS 4250 - Stand alone Inkjet	83,871	75,484	10.0%	6,760	6,422	5.0%
Y3FM	Inserters Production	36" Flexible Inkjet Transport	12,258	11,032	10.0%	950	903	5.0%
Y3FN	Inserters Production	56" Flexible Inkjet Transport	13,871	12,484	10.0%	1,075	1,021	5.0%
Y3FR	Inserters Production	72" Flexible Inkjet Transport	16,129	14,516	10.0%	1,250	1,188	5.0%
Y3FT	Inserters Production	30" Dryer bases - Hi Temp	3,355	3,019	10.0%	260	247	5.0%
Y3FY	Inserters Production	Divert Att'd (after inkjet)	6,452	5,806	10.0%	500	475	5.0%
Y3FZ	Inserters Production	MCS Exp Mod max 3 addl cameras	3,226	2,903	10.0%	260	247	5.0%
Z9U8	Inserters Production	Std. Integr with ShtFdr at DMS FL	9,677	9,194	5.0%	-	-	5.0%
Z9U9	Inserters Production	Std. Integr - ShtFdr on site	19,355	18,387	5.0%	-	-	5.0%
ZX10	Inserters Production	Forceflex Feeder 14"	6,710	6,039	10.0%	520	494	5.0%
ZX11	Inserters Production	Forceflex Feeder 20"	8,581	7,723	10.0%	665	632	5.0%
ZXA0	Inserters Production	FMI Cut Sheet Input	109,032	98,129	10.0%	7,605	7,225	5.0%

Folder/Inserters, Low Volume	Offerors Response
All productsoffered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage(%) Discount off MSRP/Catalog	20%
Percentage (%) Discount off Accessories	20%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	30%
Maintenance	
Maintenance- Fixed for years 2-5	25%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category	Description	MSRP EQUIPMENT	contract price	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
DI22	Base System	OfficeRight DI200 (2) Station	$3,600.00	$2,880.00	20%	$730.40	$547.00	25%	$46.00
DI23	Base System	OfficeRight DI200 (3) Station	$5,145.00	$4,116.00	20%	$730.40	$547.00	25%	$46.00
DI2R	Base System	Green OfficeRight DI200 (2) Station Factory Certified	$2,645.00	$2,116.00	20%	$581.00	$435.00	25%	$37.00
DI3C	Base System	3 Station DI380 with OMR	$13,720.00	$10,976.00	20%	$1,612.90	$1,209.00	25%	$101.00
DI3F	Base System	1 Station DI380 without OMR	$7,345.00	$5,876.00	20%	$1,612.90	$1,209.00	25%	$101.00
DI3G	Base System	2 Station DI380 without OMR	$10,995.00	$8,796.00	20%	$1,612.90	$1,209.00	25%	$101.00
DI3H	Base System	3 Station DI380 without OMR	$12,620.00	$10,096.00	20%	$1,612.90	$1,209.00	25%	$101.00
DI4F	Base System	3 Station DI425 with OMR	$16,495.00	$13,196.00	20%	$1,719.90	$1,290.00	25%	$108.00
DI4G	Base System	3 Station DI425 without OMR	$15,395.00	$12,316.00	20%	$1,719.90	$1,290.00	25%	$108.00
DI4R	Base System	Green 3 Station DI425 with OMR Factory Certified	$11,550.00	$9,240.00	20%	$1,719.90	$1,290.00	25%	$108.00
DI4X	Base System	Green 3 Station DI425 without OMR Factory Certified	$10,775.00	$8,620.00	20%	$1,365.00	$1,023.00	25%	$86.00
DIMM	Accessories	DM500 - DM925 Interface (DI380/DI425)	$3,195.00	$2,556.00	20%	n/a	n/a		n/a
DIMR	Accessories	DM1000/DM1100 interface (DI380/DI425)	3195	$2,556.00	20%	n/a	n/a		n/a
DIRS	Accessories	OptiFlow Power Stacker	$1,495.00	$1,196.00	20%	$140.00	$105.00	25%	$9.00
DIT0	Accessories	Height Adjustable Table, 72in. w/Shelf & Locking Doors	$1,795.00	$1,436.00	20%	n/a	n/a		n/a
DIT1	Accessories	Height Adjustable Table, 60in. w/Shelf & Locking Doors	$1,595.00	$1,276.00	20%	n/a	n/a		n/a
DIT2	Accessories	Height Adjustable Table, 60in. w/Shelf	$1,425.00	$1,140.00	20%	n/a	n/a		n/a
DITA	Accessories	Install & Training for Power Stackers	$0.00	$0.00	0%	n/a	n/a		n/a
DP19	Accessories	OfficeRight Additional Sheet Feeder	$1,195.00	$956.00	20%	n/a	n/a		n/a
F35B	Accessories	Operator Training for DI380/DI425, 1 hour	$0.00	$0.00 -	n/a	n/a		n/a
F37A	Accessories	OMR Add-On Scanning Kit for DI380/DI425	$1,250.00	$1,000.00	20%	n/a	n/a		n/a
F37S	Accessories	Enhanced OMR Option for DI380/DI425	$1,500.00	$1,200.00	20%	n/a	n/a		n/a
F3C1	Accessories	OMR Operator Training for DI380/DI425, 1 hour	$0.00	$0.00	0%	n/a	n/a		n/a
F3C2	Accessories	Product Application Support Training for DI380/DI425	$325.00	$260.00	20%	n/a	n/a		n/a
F3C3	Accessories	OMR Add-On Scanning Kit Training and Installation	$0.00	$0.00	0%	n/a	n/a		n/a
WSSB	Accessories	PlanetPress EnvelopeNow	$995.00	$796.00	20%	n/a	n/a		n/a

Folder/Inserters, Medium Volume	Offerors 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	20%
Percentage (%) Discount off Accessories	20%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	30%
Maintenance	
Maintenance- Fixed for years 2-5	25%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
DI53	Base System	DI500 3 Station	$17,995.00	$14,396.00	20%	$2,487.60	$1,865.00	25%	$156.00
DI5A	Base System	DI500 3 Station w/DIT1 60 in. Table w/Locking Doors	$19,590.00	$15,672.00	20%	$2,487.60	$1,865.00	25%	$156.00
DI5C	Base System	DI500 4 Station	$18,995.00	$15,196.00	20%	$2,487.60	$1,865.00	25%	$156.00
DI5D	Base System	DI500 5 Station	$20,995.00	$16,796.00	20%	$2,487.60	$1,865.00	25%	$156.00
DI5E	Base System	DI500 6 Station	$22,995.00	$18,396.00	20%	$2,487.60	$1,865.00	25%	$156.00
DI5W	Base System	Green DI500 4 Station Factory Certified	$13,295.00	$10,636.00	20%	$2,073.00	$1,554.00	25%	$130.00
DI5Z	Base System	Green DI500 6 Station Factory Certified	$16,095.00	$12,876.00	20%	$2,073.00	$1,554.00	25%	$130.00
DI64	Base System	DI600 4 Station	$21,045.00	$16,836.00	20%	$2,487.60	$1,865.00	25%	$156.00
DI65	Base System	DI600 5 Station	$23,595.00	$18,876.00	20%	$2,487.60	$1,865.00	25%	$156.00
DI66	Base System	DI600 6 Station	$25,825.00	$20,660.00	20%	$2,487.60	$1,865.00	25%	$156.00
DI6A	Base System	DI600 4 Station w/DIT1 60 in. Table w/Locking Doors	$21,545.00	$17,236.00	20%	$2,487.60	$1,865.00	25%	$156.00
DI6B	Base System	DI600 6 Station w/DIT0 72 in. Table w/Locking Doors	$26,825.00	$21,460.00	20%	$2,487.60	$1,865.00	25%	$156.00
DI6C	Base System	DI600 4 Station w/DIT2 60 in. Table	$22,470.00	$17,976.00	20%	$2,487.60	$1,865.00	25%	$156.00
DI6G	Base System	DI600 6 Station w/DIT2 60 in. OptiFlow Table	$27,250.00	$21,800.00	20%	$2,487.60	$1,865.00	25%	$156.00
DIBE	Accessories	OptiFlow Belt Stacker no stand, in line	$2,800.00	$2,240.00	20%	$189.00	$141.00	25%	$12.00
DIBF	Accessories	OptiFlow Belt Stacker with install to height stand	$3,295.00	$2,636.00	20%	$189.00	$141.00	25%	$12.00
DIMN	Accessories	DM500 - DM925 Interface (DI500/DI600)	$3,195.00	$2,556.00	20%	n/a	n/a		#N/A
DIMT	Accessories	DM1000/DM1100 Interface (DI500/DI600)	3195	$2,556.00	20%	n/a	n/a		#N/A
DIPS	Accessories	OptiFlow Power Stacker	$1,495.00	$1,196.00	20%	$140.00	$105.00	25%	$9.00
DITB	Accessories	Operator Training for DI500/DI600	$545.00	$436.00	20%	n/a	n/a		#N/A
DITC	Accessories	Product Application Support Training for DI500/DI600	$435.00	$348.00	20%	n/a	n/a		#N/A
DITD	Accessories	DI500/DI600 OMR Install & Operator Training	$765.00	$612.00	20%	n/a	n/a		#N/A
DIVN	Accessories	Training for DI500/DI600 OMR Matching Module	$215.00	$172.00	20%	n/a	n/a		#N/A
DIVT	Accessories	Training for DI500/DI600 OMR Single & Z Fold Selective Feed Module	$435.00	$348.00	20%	n/a	n/a		#N/A
DNR1	Accessories	DI500 OMR Level 1 Basic	$1,000.00	$800.00	20%	n/a	n/a		#N/A
DNR2	Accessories	DI500 OMR Level 2 Advanced	$2,500.00	$2,000.00	20%	n/a	n/a		#N/A
DNR3	Accessories	DI600 OMR Level 1 Basic	$1,250.00	$1,000.00	20%	n/a	n/a		#N/A
DNR4	Accessories	DI600 OMR Level 2 Advanced	$3,000.00	$2,400.00	20%	n/a	n/a		#N/A
DNR6	Accessories	DI500/DI600 OMR Single & Z Fold Selective Feed Module	$1,500.00	$1,200.00	20%	n/a	n/a		#N/A
DNR7	Accessories	DI500/DI600 OMR Matching Module	$1,500.00	$1,200.00	20%	n/a	n/a		#N/A
DI5X	Base System	Green DI500 3 Station Factory (	$12,595.00	10579	16%				$130.00
DI6X	Base System	Green DI600 4 Station Factory (	$14,735.00	12377	16%				$130.00
DI6Y	Base System	Green DI600 5 Station Factory (	$16,495.00	13855	16%				$130.00
DI6Z	Base System	Green DI600 6 Station Factory (	$18,075.00	15183	16%				$130.00

Folder/Inserters, High Volume	Offerors 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	40%
Percentage (%) Discount off Accessories	40%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	30%
Maintenance	
Maintenance- Fixed for years 2-5	25%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENANCE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
DI90	Base System	DI900 Inserting System: 4 Feeder Tower	$37,095.00	$22,257.00	40%	$3,404.60	$2,553.00	25%	$213.00
DI91	Base System	DI900: 2 Feeder Tower w/ High Cap Sheet Feeder	$41,095.00	$24,657.00	40%	$4,166.60	$3,124.00	25%	$261.00
DI95	Base System	DI950 Inserting System: 4 Feeder Tower	$43,695.00	$26,217.00	40%	$4,170.12	$3,109.00	25%	$260.00
DI96	Base System	DI950: 2 Feeder Tower w/ High Cap Sheet Feeder	$47,695.00	$28,617.00	40%	$4,932.12	$3,680.00	25%	$308.00
DI9A	Base System	DI900 Base System	$31,595.00	$18,957.00	40%	$3,404.60	$2,553.00	25%	$213.00
DI9B	Base System	DI950 Base System	$38,195.00	$22,917.00	40%	$4,170.12	$3,109.00	25%	$260.00
DI9C	Base System	DI950: Enhanced Base System	$60,000.00	$36,000.00	40%	$8,153.28	$6,114.96	25%	$510.00
DI9G	Base System	DI900 4 Feeder Tower , 60 in. Table	$39,545.00	$23,727.00	40%	$3,404.60	$2,553.00	25%	$213.00
DI9H	Base System	DI900 4 Feeder Tower , High Capacity Sheet Feeder , 90 in. Table	$46,295.00	$27,777.00	40%	$4,166.60	$3,124.00	25%	$261.00
DI9J	Base System	DI950 4 Feeder Tower , High Capacity Sheet Feeder , 90 in. Table	$52,895.00	$31,737.00	40%	$4,932.12	$3,680.00	25%	$308.00
DI9K	Base System	DI900 Standard Package: 4 Feeder Tower, 60 in. Table, Optiflow Power Stacker and Training	$42,435.00	$25,461.00	40%	$3,544.60	$2,658.00	25%	$222.00
DI9L	Base System	DI950 Premium Package: 4 Feeder Tower, High Cap Sheet Feeder, 90 in. Table w/Extention, Belt Stacker, Scanning Software and Training	$66,310.00	$39,786.00	40%	$5,628.12	$4,202.00	25%	$352.00
DI9M	Base System	DI950: 2 Feeder Tower w/Universal Feeder	$77,000.00	$46,200.00	40%	$11,277.28	$7,707.00	32%	$644.00
DI9N	Base System	DI950: 4 Feeder Tower w/Universal Feeder	$84,000.00	$50,400.00	40%	$11,277.28	$7,707.00	32%	$644.00
DIBA	Accessories	OptiFlow Belt Stacker no stand, in line	$2,800.00	$1,680.00	40%	$189.00	$141.00	25%	$12.00
DIBB	Accessories	OptiFlow Belt Stacker with install to height stand	$3,295.00	$1,977.00	40%	$189.00	$141.00	25%	$12.00
DIBC	Accessories	OptiFlow Tandem Belt Stacker no stand	$4,500.00	$2,700.00	40%	$189.00	$141.00	25%	$12.00
DIBD	Accessories	OptiFlow Tandem Belt Stacker with install to height stand, in line	$5,000.00	$3,000.00	40%	$189.00	$141.00	25%	$12.00
DIBX	Accessories	2nd Stacker 4 Tandem Belt Stacker	$0.00	$0.00	#DIV/0!	$189.00	$141.00	25%	$12.00
DIHS	Accessories	Non-contact Keyboard Wedge Scanner	$1,495.00	$897.00	40%	$270.00	$202.00	25%	$17.00
DIPK	Accessories	Process Verification Connection Kit for Multiple Inserters	$1,000.00	$600.00	40% n/a	n/a	25% n/a	
DIPV	Accessories	Process Verification w/Adapter Kit, PC, and Monitor	$10,000.00	$6,000.00	40%	$453.00	$339.00	25%	$29.00
DIPW	Accessories	Process Verification Software	$5,400.00	$3,240.00	40% n/a	n/a	25% n/a	
DIRM	Accessories	Flat Screen Monitor Mount and PC Storage Bin for IDP	$950.00	$570.00	40% n/a	n/a	25% n/a	
DIT8	Accessories	Height Adjustable Table, 60in. No Doors, Sliding Shelf	$2,450.00	$1,470.00	40% n/a	n/a	25% n/a	
DIT9	Accessories	Height Adjustable Table, 90in. No Doors, Sliding Shelf	$2,700.00	$1,620.00	40% n/a	n/a	25% n/a	
DITM	Accessories	Height Adjustable Table, 60in. w/Locking Doors, Sliding Shelf	$2,700.00	$1,620.00	40% n/a	n/a	25% n/a	
DITR	Accessories	90 in. Motorized Table Extension	$1,640.00	$984.00	40% n/a	n/a	25% n/a	
DITS	Accessories	Scanning Installation & Operator Training	$545.00	$327.00	40% n/a	n/a	25% n/a	
DITT	Accessories	Operator Training for DI900/DI950	$1,320.00	$792.00	40% n/a	n/a	25% n/a	
DITU	Accessories	Installation & Training for High Capacity Sheet Feeder	$420.00	$252.00	40% n/a	n/a	25% n/a	

Folder/Inserters, High Volume	Offerors 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	40%
Percentage (%) Discount off Accessories	40%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	30%
Maintenance	
Maintenance- Fixed for years 2-5	25%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENANCE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
DITV	Accessories	Install & Training for Stackers	$215.00	$129.00	40% n/a	n/a		25% n/a	
DITW	Accessories	Product Application Support Training for DI900/DI950	$545.00	$327.00	40% n/a	n/a		25% n/a	
DIVP	Accessories	OptiFlow Power Stacker	$1,495.00	$897.00	40%	$140.00	$105.00	25%	$9.00
DIVX	Accessories	Installation & Training for Integrated Printer w/PC	$2,365.00	$1,419.00	40% n/a	n/a			n/a
DIVY	Accessories	Installation & Training for Integrated Printer	$3,438.00	$2,062.80	40% n/a	n/a			n/a
DIWD	Accessories	Installation & Training for Process Verification w/PC	$1,293.00	$775.80	40% n/a	n/a			n/a
DIWE	Accessories	Installation & Training for Process Verification	$2,365.00	$1,419.00	40% n/a	n/a			n/a
DIWF	Accessories	Installation & Training for Flats Sealer	$330.00	$198.00	40% n/a	n/a			n/a
DIXT	Accessories	Exit Transport	$1,500.00	$900.00	40% n/a	n/a			n/a
DIZG	Accessories	Installation & Training for High Capacity Loader	$380.00	$228.00	40% n/a	n/a			n/a
DIZH	Accessories	Installation & Training for Universal Feeder	$380.00	$228.00	40% n/a	n/a			n/a
F700327	Accessories	Special Tower Feeder Kit	$250.00	$150.00	40% n/a	n/a			n/a
F72D	Accessories	Datamatrix Scanning for High Capacity Sheet Feeder	$8,600.00	$5,160.00	40%	$1,109.22	$832.00	25%	$69.00
F736	Accessories	Standard OMR Top/Bottom Scanner Kit - Universal Feeder Only	$8,500.00	$5,100.00	40%	$1,495.00	$1,121.00	25%	$93.00
F737	Accessories	Standard Barcode Reader Kit (Picket Only) - Universal Feeder Only	$5,000.00	$3,000.00	40%	$879.00	$659.00	25%	$54.00
F738	Accessories	Moving Beam Barcode Scanner Kit for Universal Feeder (Picket & Ladder)	$12,500.00	$7,500.00	40%	$2,200.00	$1,650.00	25%	$137.00
F739	Accessories	Custom Scanning Software for Universal Feeder	$15,200.00	$9,120.00	40%	$2,673.00	$2,004.00	25%	$167.00
F745	Accessories	2D Scanning	$15,200.00	$9,120.00	40%	$4,976.10	$3,732.00	25%	$311.00
F762	Accessories	Moving Beam Scanner	$8,895.00	$5,337.00	40%	$1,566.36	$1,174.00	25%	$97.00
F763	Accessories	2D Output scanner	$13,995.00	$8,397.00	40%	$2,441.88	$1,831.00	25%	$152.00
F769	Accessories	Custom 2 Channel OMR	$16,400.00	$9,840.00	40%	$2,886.48	$2,164.00	25%	$180.00
F780183	Accessories	Sheet/Flat Env. Tray	$200.00	$120.00	40% n/a	n/a			n/a
F780184	Accessories	Insert Tray	$200.00	$120.00	40% n/a	n/a			n/a
F790018	Accessories	18 in. Table Extension	$350.00	$210.00	40% n/a	n/a			n/a
F790019	Accessories	30 in. Table Extension	$450.00	$270.00	40% n/a	n/a			n/a
F790052	Accessories	42 in. Table Extension	$500.00	$300.00	40% n/a	n/a			n/a
F790250	Accessories	Scanner Mounting Kit for High Capacity Sheet Feeder	$795.00	$477.00	40% n/a	n/a			n/a
F7DI	Accessories	Bottom Address Inverter Kit	$695.00	$417.00	40% n/a	n/a			$0.00
F7DP	Accessories	Black & White Integrated Printer with PC Package	$19,000.00	$11,400.00	40%	$3,091.00	$2,318.00	25%	$193.00
F7DS	Accessories	Black & White Integrated Printer	$18,000.00	$10,800.00	40%	$2,638.00	$1,977.00	25%	$164.00
F7DU	Accessories	High Capacity Feeder Adapter (for Color IDP only)	$1,995.00	$1,197.00	40% n/a	n/a			n/a
F7FS	Accessories	High Capacity Sheet Feeder Fixed Beam OMR & Barcode Scanning Hardware w/ Basic Integrity OMR Software	$2,500.00	$1,500.00	40%	$196.00	$144.00	27%	$12.00
F7FT	Accessories	Flats Sealer	$3,750.00	$2,250.00	40% n/a	n/a			n/a
F7HC	Accessories	High Capacity Sheet Feeder	$6,500.00	$3,900.00	40%	$762.00	$571.00	25%	$48.00
F7HS	Accessories	High Capacity Loader for Universal Feeder	$13,150.00	$7,890.00	40%	$2,224.00	$1,668.00	25%	$139.00
F7MM	Accessories	Mail Machine Interface for the DM800i	$3,195.00	$1,917.00	40% n/a	n/a			n/a
F7MP	Accessories	Mail Machine Interface for the DM1100	$3,195.00	$1,917.00	40% n/a	n/a			n/a
F7MS	Accessories	Moving Beam Picket Barcode Scanner for High Capacity Sheet Feeder	$3,500.00	$2,100.00	40%	$189.00	$141.00	25%	$12.00

Folder/Inserters, High Volume	Offerors 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	40%
Percentage (%) Discount off Accessories	40%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	30%
Maintenance	
Maintenance- Fixed for years 2-5	25%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENANCE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
F7MT	Accessories	Mail Machine Interface for Connect+ 1000/2000	$3,195.00	$1,917.00	40%	n/a	n/a		n/a
F7MU	Accessories	Mail Machine Interface for Connect+ 3000	$3,195.00	$1,917.00	40%	n/a	n/a		n/a
F7S1	Accessories	Enhanced Integrity OMR	$1,500.00	$900.00	40%	n/a	n/a		n/a
F7S2	Accessories	Selective Operations OMR	$1,500.00	$900.00	40%	n/a	n/a		n/a
F7SB	Accessories	Barcode Scanning Software	$3,000.00	$1,800.00	40%	n/a	n/a		n/a
F7T2	Accessories	2 Feeder Tower	$3,000.00	$1,800.00	40%	n/a	n/a		n/a
F7T4	Accessories	4 Feeder Tower	$5,500.00	$3,300.00	40%	n/a	n/a		$0.00
F7TB	Accessories	Tower OMR & Barcode Scanning Hardware w/ Basic Integrity OMR Software	$2,500.00	$1,500.00	40%	$317.00	$237.00	25%	$20.00
F90G	Accessories	AVS (Advanced Verification System) Control Kit	$32,995.00	$19,797.00	40%	$5,800.46	$4,350.35	25%	$365.00
F90H	Accessories	AVS Letter Exit Scan	$5,495.00	$3,297.00	40%	n/a	n/a		n/a
F90J	Accessories	AVS Flat Exit Scan	$5,495.00	$3,297.00	40%	n/a	n/a		n/a

Folder/Inserters, Production	Offerors 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	32%
Percentage (%) Discount off Accessories	32%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	25%
Maintenance	
Maintenance- Fixed for years 2-5	MSRP less 5%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category
921H	Folder Inserters Production
921J	Folder Inserters Production
921K	Folder Inserters Production
921L	Folder Inserters Production
921V	Folder Inserters Production
922R	Folder Inserters Production
DITP	Folder Inserters Production
F7ZE	Folder Inserters Production
FL56	Folder Inserters Production
FL57	Folder Inserters Production
FL58	Folder Inserters Production
FL7E	Folder Inserters Production
R254	Folder Inserters Production
R257	Folder Inserters Production
R503	Folder Inserters Production
R751	Folder Inserters Production
R752	Folder Inserters Production
R753	Folder Inserters Production
R754	Folder Inserters Production
R756	Folder Inserters Production
R764	Folder Inserters Production

Folder/Inserters, Production	Offerors 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	32%
Percentage (%) Discount off Accessories	32%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	25%
Maintenance	
Maintenance- Fixed for years 2-5	MSRP less 5%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category
R766	Folder Inserters Production
R767	Folder Inserters Production
R76X	Folder Inserters Production
R770	Folder Inserters Production
R77H	Folder Inserters Production
R77W	Folder Inserters Production
R77X	Folder Inserters Production
R77Z	Folder Inserters Production
R7AZ	Folder Inserters Production
RD87	Folder Inserters Production
RD88	Folder Inserters Production
RD8A	Folder Inserters Production
RD8N	Folder Inserters Production
RD92	Folder Inserters Production
RD93	Folder Inserters Production
RD96	Folder Inserters Production
RDA8	Folder Inserters Production
RDA9	Folder Inserters Production
RDFW	Folder Inserters Production

Folder/Inserters, Production	Offerors 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	32%
Percentage (%) Discount off Accessories	32%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	25%
Maintenance	
Maintenance- Fixed for years 2-5	MSRP less 5%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category
RDFX	Folder Inserters Production
RDFY	Folder Inserters Production
RDFZ	Folder Inserters Production
RDGE	Folder Inserters Production
RDH0	Folder Inserters Production
RDPM	Folder Inserters Production
RDPN	Folder Inserters Production
RDSV	Folder Inserters Production
RDYA	Folder Inserters Production
Y103	Folder Inserters Production
Y12A	Folder Inserters Production
Y12B	Folder Inserters Production
Y12C	Folder Inserters Production
Y12D	Folder Inserters Production
Y12E	Folder Inserters Production
Y12F	Folder Inserters Production
Y12G	Folder Inserters Production
Y12H	Folder Inserters Production
Y12K	Folder Inserters Production
Y13A	Folder Inserters Production
Y13B	Folder Inserters Production

Folder/Inserters, Production	Offerors 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	32%
Percentage (%) Discount off Accessories	32%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	25%
Maintenance	
Maintenance- Fixed for years 2-5	MSRP less 5%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category
Y13C	Folder Inserters Production
Y13D	Folder Inserters Production
Y13E	Folder Inserters Production
Y13F	Folder Inserters Production
Y13G	Folder Inserters Production
Y15F	Folder Inserters Production
Y15G	Folder Inserters Production
Y15J	Folder Inserters Production
Y15K	Folder Inserters Production
Y15L	Folder Inserters Production
Y15U	Folder Inserters Production
Y180	Folder Inserters Production
Y194	Folder Inserters Production
Y199	Folder Inserters Production
Y19A	Folder Inserters Production
Y19B	Folder Inserters Production
Y19C	Folder Inserters Production
Y1C2	Folder Inserters Production
Y201	Folder Inserters Production
Y202	Folder Inserters Production
Y203	Folder Inserters Production
Y204	Folder Inserters Production

Folder/Inserters, Production	Offerors 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	32%
Percentage (%) Discount off Accessories	32%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	25%
Maintenance	
Maintenance- Fixed for years 2-5	MSRP less 5%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category
Y206	Folder Inserters Production
Y207	Folder Inserters Production
Y208	Folder Inserters Production
Y209	Folder Inserters Production
Y20A	Folder Inserters Production
Y20B	Folder Inserters Production
Y20C	Folder Inserters Production
Y20D	Folder Inserters Production
Y20E	Folder Inserters Production
Y20F	Folder Inserters Production
Y20G	Folder Inserters Production
Y20H	Folder Inserters Production
Y20J	Folder Inserters Production
Y20JA	Folder Inserters Production
Y20JB	Folder Inserters Production
Y20JC	Folder Inserters Production
Y20JD	Folder Inserters Production
Y21D	Folder Inserters Production
Y21E	Folder Inserters Production
Y235	Folder Inserters Production

Folder/Inserters, Production	Offerors 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	32%
Percentage (%) Discount off Accessories	32%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	25%
Maintenance	
Maintenance- Fixed for years 2-5	MSRP less 5%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category
Y236	Folder Inserters Production
Y237	Folder Inserters Production
Y238	Folder Inserters Production
Y239	Folder Inserters Production
Y23A	Folder Inserters Production
Y23B	Folder Inserters Production
Y23C	Folder Inserters Production
Y25A	Folder Inserters Production
Y25B	Folder Inserters Production
Y25D	Folder Inserters Production
Y26A	Folder Inserters Production
Y26B	Folder Inserters Production
Y26C	Folder Inserters Production
Y26D	Folder Inserters Production
Y26E	Folder Inserters Production
Y270	Folder Inserters Production
Y271	Folder Inserters Production

Folder/Inserters, Production	Offerors 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	32%
Percentage (%) Discount off Accessories	32%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	25%
Maintenance	
Maintenance- Fixed for years 2-5	MSRP less 5%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category
Y275	Folder Inserters Production
Y30B	Folder Inserters Production
Y30Y	Folder Inserters Production
Y30Z	Folder Inserters Production
Y315B	Folder Inserters Production
Y316	Folder Inserters Production
Y318	Folder Inserters Production
Y319	Folder Inserters Production
Y320	Folder Inserters Production
Y322	Folder Inserters Production
Y323	Folder Inserters Production
Y326	Folder Inserters Production
Y327	Folder Inserters Production
Y328	Folder Inserters Production
Y32A	Folder Inserters Production
Y32E	Folder Inserters Production
Y32F	Folder Inserters Production
Y32G	Folder Inserters Production
Y32H	Folder Inserters Production
Y32K	Folder Inserters Production

Folder/Inserters, Production	Offerors 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	32%
Percentage (%) Discount off Accessories	32%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	25%
Maintenance	
Maintenance- Fixed for years 2-5	MSRP less 5%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category
Y32L	Folder Inserters Production
Y32M	Folder Inserters Production
Y32N	Folder Inserters Production
Y35A	Folder Inserters Production
Y35B	Folder Inserters Production
Y35C	Folder Inserters Production
Y35D	Folder Inserters Production
Y380	Folder Inserters Production
Y388	Folder Inserters Production
Y3D0	Folder Inserters Production
Y3DB	Folder Inserters Production
Y3DC	Folder Inserters Production
Y3F1	Folder Inserters Production
Y3F3	Folder Inserters Production
Y3F4	Folder Inserters Production
Y3FB	Folder Inserters Production
Y3FC	Folder Inserters Production
Y3FD	Folder Inserters Production
Y3FE	Folder Inserters Production
Y3FF	Folder Inserters Production
Y3FG	Folder Inserters Production
Y3FM	Folder Inserters Production

Folder/Inserters, Production	Offerors 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	32%
Percentage (%) Discount off Accessories	32%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	25%
Maintenance	
Maintenance- Fixed for years 2-5	MSRP less 5%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category
Y3FN	Folder Inserters Production
Y3FR	Folder Inserters Production
Y3FT	Folder Inserters Production
Y3FY	Folder Inserters Production
Y3FZ	Folder Inserters Production
Y3S0	Folder Inserters Production
Y3S1	Folder Inserters Production
Y3S2	Folder Inserters Production
Y3S3	Folder Inserters Production
Y3SA	Folder Inserters Production
Y3SB	Folder Inserters Production
Y3SC	Folder Inserters Production
Y3SD	Folder Inserters Production
Y3SE	Folder Inserters Production
Y3SF	Folder Inserters Production
Y3SG	Folder Inserters Production
Y3SH	Folder Inserters Production
Y3SJ	Folder Inserters Production
Y3SL	Folder Inserters Production
Y3SM	Folder Inserters Production
Y3SN	Folder Inserters Production

Folder/Inserters, Production	Offerors 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	32%
Percentage (%) Discount off Accessories	32%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	25%
Maintenance	
Maintenance- Fixed for years 2-5	MSRP less 5%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category
Y3SP	Folder Inserters Production
Y3ST	Folder Inserters Production
Y3SU	Folder Inserters Production
Y3SV	Folder Inserters Production
Y3SW	Folder Inserters Production
Y3SX	Folder Inserters Production
Y3SY	Folder Inserters Production
Y3Z0	Folder Inserters Production
Y3Z0	Folder Inserters Production
Y3Z0	Folder Inserters Production
Y3Z1	Folder Inserters Production
Y3Z1	Folder Inserters Production
Y431	Folder Inserters Production
Y43A	Folder Inserters Production
Y43B	Folder Inserters Production
Y43C	Folder Inserters Production
Y43D	Folder Inserters Production
Y43L	Folder Inserters Production

Folder/Inserters, Production	Offerors 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	32%
Percentage (%) Discount off Accessories	32%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	25%
Maintenance	
Maintenance- Fixed for years 2-5	MSRP less 5%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category
Y43L	Folder Inserters Production
Y43M	Folder Inserters Production
Y43M	Folder Inserters Production
Y470	Folder Inserters Production
Y471	Folder Inserters Production
Y472	Folder Inserters Production
Y473	Folder Inserters Production
Y474	Folder Inserters Production
Y475	Folder Inserters Production
Y476	Folder Inserters Production
Y479	Folder Inserters Production
Y47A	Folder Inserters Production
Y47B	Folder Inserters Production
Y47C	Folder Inserters Production
Y47D	Folder Inserters Production
Y47E	Folder Inserters Production

Folder/Inserters, Production	Offerors 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	32%
Percentage (%) Discount off Accessories	32%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	25%
Maintenance	
Maintenance- Fixed for years 2-5	MSRP less 5%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category
Y47F	Folder Inserters Production
Y47G	Folder Inserters Production
Y47H	Folder Inserters Production
Y47J	Folder Inserters Production
Y47K	Folder Inserters Production
Y47L	Folder Inserters Production
Y47M	Folder Inserters Production
Y47N	Folder Inserters Production
Y47P	Folder Inserters Production
Y47R	Folder Inserters Production
Y47S	Folder Inserters Production
Y47W	Folder Inserters Production
Y47X	Folder Inserters Production
Y47Y	Folder Inserters Production
Y47Z	Folder Inserters Production
Y484	Folder Inserters Production
Y485	Folder Inserters Production
Y48A	Folder Inserters Production

Folder/Inserters, Production	Offerors 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	32%
Percentage (%) Discount off Accessories	32%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	25%
Maintenance	
Maintenance- Fixed for years 2-5	MSRP less 5%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category
Y48B	Folder Inserters Production
Y48C	Folder Inserters Production
Y48D	Folder Inserters Production
Y48E	Folder Inserters Production
Y48F	Folder Inserters Production
Y48G	Folder Inserters Production
Y48W	Folder Inserters Production
Y490	Folder Inserters Production
Y491	Folder Inserters Production
Y491	Folder Inserters Production
Y49B	Folder Inserters Production
Y49D	Folder Inserters Production
Y49D	Folder Inserters Production
Y49E	Folder Inserters Production
Y49E	Folder Inserters Production
Y49H	Folder Inserters Production
Y49K	Folder Inserters Production
Y49L	Folder Inserters Production
Y4H0	Folder Inserters Production

Folder/Inserters, Production	Offerors 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	32%
Percentage (%) Discount off Accessories	32%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	25%
Maintenance	
Maintenance- Fixed for years 2-5	MSRP less 5%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category
Y4H1	Folder Inserters Production
Y4H2	Folder Inserters Production
Y4H3	Folder Inserters Production
Y503	Folder Inserters Production
Y504	Folder Inserters Production
Y506	Folder Inserters Production
Y507	Folder Inserters Production
Y508	Folder Inserters Production
Y509	Folder Inserters Production
Y510	Folder Inserters Production
Y512	Folder Inserters Production
Y514	Folder Inserters Production
Y516	Folder Inserters Production
Y518	Folder Inserters Production
Y540	Folder Inserters Production
Y551	Folder Inserters Production
Y554	Folder Inserters Production
Y554T	Folder Inserters Production
Y557	Folder Inserters Production
Y56B	Folder Inserters Production

Folder/Inserters, Production	Offerors 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	32%
Percentage (%) Discount off Accessories	32%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	25%
Maintenance	
Maintenance- Fixed for years 2-5	MSRP less 5%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category
Y56C	Folder Inserters Production
Y56C	Folder Inserters Production
Y572	Folder Inserters Production
Y574	Folder Inserters Production
Y574	Folder Inserters Production
Y580	Folder Inserters Production
Y581	Folder Inserters Production
Y582	Folder Inserters Production
Y583	Folder Inserters Production
Y584	Folder Inserters Production
Y701	Folder Inserters Production
Y703	Folder Inserters Production
Y732	Folder Inserters Production
Y734	Folder Inserters Production
Y735	Folder Inserters Production
Y780	Folder Inserters Production
Y941	Folder Inserters Production
Y980	Folder Inserters Production
Y9DO	Folder Inserters Production

Folder/Inserters, Production	Offerors 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	32%
Percentage (%) Discount off Accessories	32%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	25%
Maintenance	
Maintenance- Fixed for years 2-5	MSRP less 5%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category
Y9MB	Folder Inserters Production
Y9VS	Folder Inserters Production
Z99K	Folder Inserters Production
Z9FP	Folder Inserters Production
Z9MP	Folder Inserters Production
Z9U8	Folder Inserters Production
Z9U9	Folder Inserters Production
Z9UA	Folder Inserters Production
ZX01	Folder Inserters Production
ZX02	Folder Inserters Production
ZX05	Folder Inserters Production
ZX07	Folder Inserters Production
ZX0E	Folder Inserters Production
ZX0F	Folder Inserters Production
ZX0J	Folder Inserters Production
ZX10	Folder Inserters Production
ZX11	Folder Inserters Production
ZX1C	Folder Inserters Production
ZX23	Folder Inserters Production
ZX25	Folder Inserters Production
ZX30	Folder Inserters Production
ZX31	Folder Inserters Production

Folder/Inserters, Production	Offerors 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	32%
Percentage (%) Discount off Accessories	32%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	25%
Maintenance	
Maintenance- Fixed for years 2-5	MSRP less 5%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category
ZX50	Folder Inserters Production
ZX53	Folder Inserters Production
ZX55	Folder Inserters Production
ZX5A	Folder Inserters Production
ZX5B	Folder Inserters Production
ZX5C	Folder Inserters Production
ZX5C	Folder Inserters Production
ZXA0	Folder Inserters Production
ZXB1	Folder Inserters Production
ZXB2	Folder Inserters Production
ZXEM	Folder Inserters Production
ZXEX	Folder Inserters Production
ZXG1	Folder Inserters Production
ZXG2	Folder Inserters Production
ZXG3	Folder Inserters Production
ZXG4	Folder Inserters Production
ZXG5	Folder Inserters Production
ZXG6	Folder Inserters Production
ZXG7	Folder Inserters Production
ZXG8	Folder Inserters Production
ZXH3	Folder Inserters Production
ZXH4	Folder Inserters Production

Folder/Inserters, Production	Offerors 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	32%
Percentage (%) Discount off Accessories	32%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	25%
Maintenance	
Maintenance- Fixed for years 2-5	MSRP less 5%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category
ZXH5	Folder Inserters Production
ZXH6	Folder Inserters Production
ZXH7	Folder Inserters Production
ZXH8	Folder Inserters Production
ZXM1	Folder Inserters Production
ZXM2	Folder Inserters Production
ZXM3	Folder Inserters Production
ZXM4	Folder Inserters Production
ZXM5	Folder Inserters Production
ZXM6	Folder Inserters Production
ZXM7	Folder Inserters Production
ZXM8	Folder Inserters Production
ZXMA	Folder Inserters Production
ZXMB	Folder Inserters Production
ZXMC	Folder Inserters Production
ZXMD	Folder Inserters Production
ZXME	Folder Inserters Production
ZXMF	Folder Inserters Production
ZXMG	Folder Inserters Production
ZXSA	Folder Inserters Production
SR9R	Folder Inserters Production

Folder/Inserters, Production	Offerors 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	32%
Percentage (%) Discount off Accessories	32%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	25%
Maintenance	
Maintenance- Fixed for years 2-5	MSRP less 5%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category
SR9S	Folder Inserters Production
SR9T	Folder Inserters Production
R771	Folder Inserters Production
R772	Folder Inserters Production
R773	Folder Inserters Production
R774	Folder Inserters Production
RDB1	Folder Inserters Production
RDB2	Folder Inserters Production
RDB3	Folder Inserters Production
RDBV	Folder Inserters Production
RDEV	Folder Inserters Production
RDG1	Folder Inserters Production
RDG2	Folder Inserters Production
RDGE	Folder Inserters Production
RDM1	Folder Inserters Production
RDM2	Folder Inserters Production
RDM3	Folder Inserters Production
RDM6	Folder Inserters Production
RDN1	Folder Inserters Production

Description	MSRP EQUIPMENT	contract price	% OFF MSRP
Upper Fold Plate	774	526	32.0%
Lower Fold Plate	774	526	32.0%
Lower Deflector	774	526	32.0%
Upper Deflector	774	526	32.0%
Add. Folding capability	9,916	6,743	32.0%
6-1-4" Lower Buckle Chute	5,355	3,641	32.0%
90" Table- 110V	3,484	2,369	32.0%
30" Table Extension	581	395	32.0%
MSE Top Edge Marker	11,381	7,739	32.0%
Bottom Edge Marker 6X9	11,381	7,739	32.0%
Bottom Edge Marker 10x13	11,381	7,739	32.0%
9' Flat Collecting Conveyor	6,581	4,475	32.0%
Forms Conveyor-Domestic	12,658	8,607	32.0%
Low Cap Divert w-Smart Deflect	8,123	5,523	32.0%
DC Meterlink Kit (6500 Series)	1,484	1,009	32.0%
DM16K (Non-PB Upgrade)	23,865	16,228	32.0%
DM16K (PB Upgrade)	23,865	16,228	32.0%
DM16KR (Non-PB Upgrade)	23,865	16,228	32.0%
DM16KR (PB Upgrade)	23,865	16,228	32.0%
DM Infinity DM16KR Non PB	23,865	16,228	32.0%
DM16KR (New Placements)	23,865	16,228	32.0%

Description	MSRP EQUIPMENT	contract price	% OFF MSRP
DM16KR (New - Competitive Displacement)	23,865	16,228	32.0%
DM INFINITY-MPS26K Resettable	40,639	27,634	32.0%
B&H Modular Output Kit	671	456	32.0%
DM Infinity Non-PB System Install	671	456	32.0%
R150-6500 Series Seal Only Head	1,548	1,053	32.0%
B&H Integrated Output Kit	1,678	1,141	32.0%
Accessory Kit (Hasler, Short Deck, S309)	406	276	32.0%
DM Infinity Stand - Non PB Sys	671	456	32.0%
Weigh On The Fly Software	23,510	15,987	32.0%
Prime DC	53,175	36,159	32.0%
Advanced DC	116,968	79,538	32.0%
Upgrade Prime To Advanced DC	70,968	48,258	32.0%
DC Idle Time Control, Per Inserter	6,452	4,387	32.0%
Filebase Enabler	20,645	14,039	32.0%
Application Support - Per Job-Field	7,129	4,848	32.0%
File Server Set-Up Charge	-	-	32.0%
Scanning Kit - Moving Beam (Input Or Output, Per Chnl)	6,387	4,343	32.0%
Camera Scan Kit (Non-Cognex; Input Or Output, Per Chnl)	12,903	8,774	32.0%
DC Verify Foundation 1-4	69,677	47,381	32.0%

Description	MSRP EQUIPMENT	contract price	% OFF MSRP
DC Verify Foundation 5+	96,774	65,806	32.0%
DC Verify Prime DC Sys	32,258	21,935	32.0%
DC Verify Adv DC Sys	12,903	8,774	32.0%
DFWords Ent Server	54,194	36,852	32.0%
MPS/APS Advanced DC	121,290	82,477	32.0%
Local DC Insite - Base - 4 Inserters or Less	12,903	8,774	32.0%
DFW Insite - Std (5+ Systems)	25,806	17,548	32.0%
DFWorks Std Server Pkg	56,129	38,168	32.0%
Hand Held Barcode-OCR Scanner	826	562	32.0%
Forms Conveyor, In-Line	17,548	11,933	32.0%
1/8" L>R Blade Block Assy	16,129	10,968	32.0%
1/6" L>R Blade Block Assy	16,129	10,968	32.0%
1/4" L>R Blade Block Assy	16,129	10,968	32.0%
Dual Blade Block Assy	16,129	10,968	32.0%
7.8MM L>R Blade Block Assy	16,129	10,968	32.0%
1/8" R>L Blade Block Assy	16,129	10,968	32.0%
1/6" R>L Blade Block Assy	16,129	10,968	32.0%
1/4" R>L Blade Block Assy	16,129	10,968	32.0%
7.8MM R>L Blade Block Assy	16,129	10,968	32.0%
Trim Kit Right W- Bucket	3,032	2,062	32.0%
Trim Kit Left W- Bucket	3,032	2,062	32.0%

Description	MSRP EQUIPMENT	contract price	% OFF MSRP
Trim Kit Center	3,032	2,062	32.0%
Trim Kit Right W- Funnel	3,032	2,062	32.0%
Trim Kit Left W- Funnel	3,032	2,062	32.0%
Dual Slit Assembly With Bucket	4,265	2,900	32.0%
Dual Slit Assembly With Funnel	4,065	2,764	32.0%
Bouncing Buckle Chute < 5 Pgs	3,871	2,632	32.0%
Bouncing Buckle Chute > 5 Pgs	3,871	2,632	32.0%
Bouncing Buckle Chute	3,871	2,632	32.0%
Mini Buckle Chute	3,871	2,632	32.0%
Lower 14" Buckle Chute	3,871	2,632	32.0%
Upper 14" Buckle Chute	3,871	2,632	32.0%
Elevator Module	12,839	8,730	32.0%
Funnel Assembly	1,142	777	32.0%
Trim Collector	26,316	17,895	32.0%
Dual Trim Collector	28,574	19,430	32.0%
Bin for Trim And Vac Plus Y19C	645	439	32.0%
Trim And Vac Plus	50,258	34,175	32.0%
Surefeed 9' Feedmax	14,097	9,586	32.0%
API TM1 Single Input Westport	46,645	31,719	32.0%
Dual Input Merging TM Westport	51,832	35,246	32.0%
Standard FIM	12,194	8,292	32.0%
Wide Body FIM	15,342	10,433	32.0%

Description	MSRP EQUIPMENT	contract price	% OFF MSRP
API TM1 Single Input Eastport	46,645	31,719	32.0%
Dual Input Merging TM Eastport	51,832	35,246	32.0%
Dual Accumulator Folder	73,497	49,978	32.0%
Flexible Dual Accumulator	80,645	54,839	32.0%
Reverse Accumulate	3,110	2,115	32.0%
Reverse Accumulate	3,110	2,115	32.0%
Addl Monitor- API Dual Accum- Folder Mount	5,806	3,948	32.0%
Addl Monitor- API Sheet Fdr- Stitcher Mount	5,806	3,948	32.0%
FDA FIM North Port	12,194	8,292	32.0%
FDA Transport - TM1	15,342	10,433	32.0%
FDA Standard Accumulate	3,871	2,632	32.0%
FDA Reverse Accumulate	3,871	2,632	32.0%
Automatic foldplates	19,355	13,161	32.0%
Y234 3 autochutes + 1 deflector	12,903	8,774	32.0%
Auto foldplate 1234 Y208	19,355	13,161	32.0%
Auto foldplate 1234 Y209	19,355	13,161	32.0%
Auto foldplate 1234 Y471	19,355	13,161	32.0%
18K Dual Web Cutter	98,710	67,123	32.0%
New Dual Web Cutter (replaces Y21D)	98,710	67,123	32.0%
Fixed Beam scanner	3,639	2,474	32.0%

Description	MSRP EQUIPMENT	contract price	% OFF MSRP
Moving Beam scanner	5,419	3,685	32.0%
Camera scanner	12,903	8,774	32.0%
Extended hopper for Y234	9,032	6,142	32.0%
Add'l monitor Y234 mount	5,806	3,948	32.0%
LowCap Divert w/chutes Y234	8,123	5,523	32.0%
Reverse accumulator option Y234	3,871	2,632	32.0%
Set of std. chutes Y234	-	-	32.0%
Barcode Scan- Y250, Top	3,639	2,474	32.0%
Barcode Scan- Y250, Btm	3,639	2,474	32.0%
Trapping Hi-Cap	7,226	4,914	32.0%
OMR Scan- Y250, 1st Chnl, Top-First Third Of Btm Scan	2,903	1,974	32.0%
OMR Scan- Y250, 1st Chnl, Last Two-Third Of Btm Only	2,903	1,974	32.0%
OMR Scan- Y250, 2nd Chnl, Top-Btm Scan	1,477	1,005	32.0%
OMR Scan- Y250, 3rd Chnl, Top-Btm Scan	1,477	1,005	32.0%
OMR Scan- Y250, 4th Chnl, Top-Btm Scan	1,477	1,005	32.0%
Barcode Scan- Dual Web Cutter (2 Scanners)	7,277	4,949	32.0%
OMR Scan- Dual Web Cutter (2 Scanners)	5,806	3,948	32.0%

Description	MSRP EQUIPMENT	contract price	% OFF MSRP
OMR Scan- Dual Web C', Add'l Chnl (2 Scanners)	2,955	2,009	32.0%
Add'l Monitor- 17" On Stand (Non-Touch)	3,600	2,448	32.0%
VPS Stand	1,613	1,097	32.0%
Pattern Reader	6,581	4,475	32.0%
Vertical Stacker	11,742	7,985	32.0%
Heavies Vertical Stacker	19,484	13,249	32.0%
Output Rotate Module	54,839	37,290	32.0%
Servo V-Bin	11,742	7,985	32.0%
Vacuum Transport Standard	21,355	14,521	32.0%
MCS 2" Array Print Sys - DC	48,335	32,868	32.0%
MCS 4600 4 Print (Two 2 Print Heads	56,077	38,133	32.0%
MCS 8 Inch Print System	70,426	47,890	32.0%
MCS GIS4250 Print System	104,335	70,948	32.0%
Universal Vacuum Base	21,355	14,521	32.0%
IMS…Ink Management System	5,394	3,668	32.0%
Output LineScan MPS	52,258	35,535	32.0%
Output LineScan FPS	52,258	35,535	32.0%
2" Array Compact EFS for MPS	81,974	55,742	32.0%
4" Array Compact EFS for MPS	89,716	61,007	32.0%
4250 Compact EFS for MPS	125,071	85,048	32.0%

Description	MSRP EQUIPMENT	contract price	% OFF MSRP
2" Array VTT EFS for FPS SD	81,974	55,742	32.0%
4" Array VTT EFS for FPS SD	89,716	61,007	32.0%
4250 VTT EFS for FPS SD	125,071	85,048	32.0%
MPS Print+ Package	258,065	175,484	32.0%
MSE Print+ Package	225,806	153,548	32.0%
Print+ Workstation Pkg	14,710	10,003	32.0%
Print+ Server Package	40,000	27,200	32.0%
Power Stacker	12,155	8,265	32.0%
Weigh-On-The-FlyScale	36,296	24,682	32.0%
Infrared Dryer-9000 Watt	#N/A	#N/A	32.0%
Tabber with a 4 inch kit	29,465	20,036	32.0%
Tabber with a 2 inch kit	29,032	19,742	32.0%
Divert (Attchd prior to IJ)	6,452	4,387	32.0%
9' CONVEYOR	5,161	3,510	32.0%
6' CONVEYOR	4,516	3,071	32.0%
Select SW Add'l - Current User	19,355	13,161	32.0%
Selects SW/HW-New User	27,742	18,865	32.0%
Selects SW/HW-Database Cntrl	27,742	18,865	32.0%
Selectivity Install/Training	3,871	2,632	32.0%
Output Scanning SW/HW	31,613	21,497	32.0%
GIS 4250 - Stand alone Inkjet	83,871	57,032	32.0%
36" Flexible Inkjet Transport	12,258	8,335	32.0%

Description	MSRP EQUIPMENT	contract price	% OFF MSRP
56" Flexible Inkjet Transport	13,871	9,432	32.0%
72" Flexible Inkjet Transport	16,129	10,968	32.0%
30" Dryer bases - Hi Temp	3,355	2,281	32.0%
Divert Att'd (after inkjet)	6,452	4,387	32.0%
MCS Exp Mod max 3 addl cameras	3,226	2,194	32.0%
iSite Area Scan Camera 1024x768	27,774	18,886	32.0%
iSite High Res Area Scan Cam 1400x1	29,619	20,141	32.0%
iSite Line Scan Camera 2k 6x9	32,555	22,137	32.0%
iSite High Res Line Scan Camera	35,077	23,853	32.0%
Add'l Area Scan Camera 1024x768	7,408	5,037	32.0%
Add'l High Res Area Scan Cam 1400x1	8,471	5,760	32.0%
iSite Floating Transport	12,697	8,634	32.0%
iSite Bolt-on Mount	361	246	32.0%
iSite Rollling Adjustable Stand	3,077	2,093	32.0%
Image Archive	2,373	1,614	32.0%
iData Repair/System	23,375	15,895	32.0%
iDataRepair Lite	13,826	9,402	32.0%
iDataView	20,323	13,819	32.0%
22" Touch Screen	623	423	32.0%
iSite Hand Scanner	1,077	733	32.0%
iSite Tracking Module	10,929	7,432	32.0%

Description	MSRP EQUIPMENT	contract price	% OFF MSRP
iData Printer Interfacing	2,581	1,755	32.0%
Add' Line Scan Camera 2K 6X9	11,111	7,555	32.0%
Add'l High Res Line Scan Cam 4K 10x	13,246	9,008	32.0%
iSite Area Scan Camera 640x480	26,549	18,054	32.0%
Add'l iSite Area Scan Camera 640x480	6,734	4,579	32.0%
iData Repair Opt 2/system	58,065	39,484	32.0%
iData Repair Opt 2/seat	10,968	7,458	32.0%
21K Sheet Feeder	49,174	33,438	32.0%
21K Sheet Feeder	49,174	33,438	32.0%
21K Sheet Feeder	49,174	33,438	32.0%
36K Sheet Feeder	75,097	51,066	32.0%
36K Sheet Feeder	75,097	51,066	32.0%
50K Sheet Feeder	126,581	86,075	32.0%
Barcode Scan- Y431, Fixed Scanning, Btm	3,639	2,474	32.0%
Barcode Scan- Y431, Fixed Scanning, Top Left	3,639	2,474	32.0%
Barcode Scan- Y431, Fixed Scanning, Top Right	3,639	2,474	32.0%
Barcode Scan- Y431, MBS, Top Mount	3,639	2,474	32.0%
Cutsheet Input Line scan - Top mount	68,387	46,503	32.0%

Description	MSRP EQUIPMENT	contract price	% OFF MSRP
Cutsheet Input Line scan - Top mount	68,387	46,503	32.0%
Cutsheet Input Line scan - Bottom mount	68,387	46,503	32.0%
Cutsheet Input Line scan - Bottom mount	68,387	46,503	32.0%
HPI Accumulator	82,581	56,155	32.0%
HPI PB Legacy Folder 6 Roller	17,161	11,670	32.0%
HPI Reverse Accumulator	82,581	56,155	32.0%
HPI Heavy Duty Folder 6 Roller	38,065	25,884	32.0%
36K Cutter- Pinfeed	148,387	100,903	32.0%
25K Cutter- Pinfeed	106,452	72,387	32.0%
HPI Heavy Duty Folder-Accumulator Interf	4,774	3,246	32.0%
HPI Heavy Duty Folder Bypass Kit For Flats	2,000	1,360	32.0%
Blade Block L>R, E-port, 1/8" Chip Out	16,129	10,968	32.0%
Blade Block L>R, E-port, 1/6" Chip Out	16,129	10,968	32.0%
Blade Block L>R, E-port, 7.8MM Chip Out	16,129	10,968	32.0%
Blade Block L>R, E-port, Chamfer (No Chip)	16,129	10,968	32.0%
HPI Eastport TM1	104,516	71,071	32.0%

Description	MSRP EQUIPMENT	contract price	% OFF MSRP
HPI Eastport TM1 Tubes- 7"	3,419	2,325	32.0%
HPI Eastport TM1 Tubes- 8.5"	3,419	2,325	32.0%
OMR Scan- Cutter, 1st Pos. (2 Scanners)	5,806	3,948	32.0%
OMR Scan- Cutter, Add'l Chnl (2 Scanners)	2,955	2,009	32.0%
OMR Scan- Cutter, 2nd Pos. (2 Scanners)	2,955	2,009	32.0%
Barcode Scan- Cutter, Fixed Scanning (2 Scanners)	7,277	4,949	32.0%
Barcode Scan- Cutter, MBS Scanning (2 Scanners)	12,774	8,686	32.0%
Kit-No North Port	2,839	1,930	32.0%
Kit-HPI TM1 Northport Fim	12,315	8,375	32.0%
Quad Cart Adaptor	4,103	2,790	32.0%
Camera- Cutter (2 Cameras)	28,387	19,303	32.0%
HPI Westport TM1	104,516	71,071	32.0%
HPI Westport TM1 Tubes- 7"	3,419	2,325	32.0%
HPI Westport TM1 Tubes- 8.5"	3,419	2,325	32.0%
Cutter- Gutter Cut Knives Assy	12,903	8,774	32.0%
36K Cutter- Pinless	148,387	100,903	32.0%
25K Cutter- Pinless	106,452	72,387	32.0%
Blade Block L>R, W-port, 1/8" Chip Out	16,129	10,968	32.0%

Description	MSRP EQUIPMENT	contract price	% OFF MSRP
Blade Block L>R, W-port, 1/6" Chip Out	16,129	10,968	32.0%
Blade Block L>R, W-port, 7.8MM Chip Out	16,129	10,968	32.0%
Blade Block L>R, W-port, Chamfer (No Chip)	16,129	10,968	32.0%
HPI Eastport Brokerfold- Flats TM	61,516	41,831	32.0%
Add'l Monitor- HPI (Y471/ 47P/ 47W/ 48W/ 48E)	5,806	3,948	32.0%
Add'l Monitor- HPI (Y47E Or Y470-Y472)	5,806	3,948	32.0%
HPI Westport Brokerfold- Flats TM	61,516	41,831	32.0%
On-Edge Stacker (FPS)	25,742	17,505	32.0%
On-Edge Stacker (MPS/APS)	34,168	23,234	32.0%
On-Edge Stacker (MPS/APS)	34,168	23,234	32.0%
OES Offset Kit	11,381	7,739	32.0%
In Line OES	64,516	43,871	32.0%
In Line OES	64,516	43,871	32.0%
Privacy Guard MPS	35,655	24,246	32.0%
Privacy Guard MPS	35,655	24,246	32.0%
Light Table - US	323	219	32.0%
TrayTag Printer OES Mount	6,452	4,387	32.0%
TrayTag Printer Vbin Mount	6,452	4,387	32.0%
Hunkeler Unwinder Base	52,258	35,535	32.0%

Description	MSRP EQUIPMENT	contract price	% OFF MSRP
Hunkeler Unwinder Core (3")	3,600	2,448	32.0%
Hunkeler Unwinder Core (5")	5,922	4,027	32.0%
Hunkeler Unwinder Core (150Mm)	5,922	4,027	32.0%
MPS/APS 3 Station Chassis	106,323	72,299	32.0%
MPS/APS 4 Station Chassis	112,903	76,774	32.0%
MPS/APS 6 Station Chassis	136,258	92,655	32.0%
MPS/APS 7 Station Chassis	141,677	96,341	32.0%
MPS/APS 8 Station Chassis	145,419	98,885	32.0%
MPS/APS 9 Station Chassis	165,290	112,397	32.0%
MPS/APS 10 Station Chassis	168,774	114,766	32.0%
MPS/APS 12 Station Chassis	186,839	127,050	32.0%
MPS/APS 14 Station Chassis	204,774	139,246	32.0%
MPS/APS 16 Station Chassis	212,000	144,160	32.0%
MPS/APS 18 Station Chassis	236,258	160,655	32.0%
Mail Stream Merge Module	196,774	133,806	32.0%
Barcode Scanner - Encl Fdr	5,032	3,422	32.0%
MPS Friction Feeder	14,839	10,090	32.0%
MPS Friction feeder - (Thick version of the Y554)	#N/A	#N/A	32.0%
MPS Rotary Feeder	20,000	13,600	32.0%
MPS 22K Engine-Takeaway-Sealer-2 VS	383,419	260,725	32.0%

Description	MSRP EQUIPMENT	contract price	% OFF MSRP
MPS 26K Engine-Takeaway-Sealer-2 VS	512,452	348,467	32.0%
MPS 26K Engine-Takeaway-Sealer-2 VS	512,452	348,467	32.0%
6 Stage Buffer	57,935	39,396	32.0%
TnT MPS	105,161	71,510	32.0%
TnT MPS	105,161	71,510	32.0%
Touchscreen Monitor - Factory	3,562	2,422	32.0%
Add'l Monitor- W-port TM1 (Non-Touch)	5,806	3,948	32.0%
Add'l Monitor- E-port TM1 (Non-Touch)	5,806	3,948	32.0%
Add'l Monitor-Roll-Around (Non-Touchscreen)	5,806	3,948	32.0%
Touchscreen Monitor - Field	3,871	2,632	32.0%
MPS-APS Output 2 VS Module	28,387	19,303	32.0%
Infinity - VS Module	17,419	11,845	32.0%
MPS/APS Bottom Edge Marker	11,381	7,739	32.0%
Edge Marker, Top One Color	11,381	7,739	32.0%
Edge Marker, Top Second Color	11,381	7,739	32.0%
VS Mid-Station Power Stacker	8,387	5,703	32.0%
Flats & Letters Stacker	4,839	3,290	32.0%
Letters - Horizontal Belt Stacker	4,252	2,891	32.0%
Companion Base System	113,554	77,216	32.0%

Description	MSRP EQUIPMENT	contract price	% OFF MSRP
HCSF MBSC	7,054	4,797	32.0%
Letters - Vertical Power Stacker	1,929	1,312	32.0%
Std Installation - FPS9K	5,806	3,948	32.0%
Std Installation - FPS12/14k	9,677	6,581	32.0%
Std Installation - MPS	12,903	8,774	32.0%
Std. Integr with ShtFdr at DMS FL	9,677	6,581	32.0%
Std. Integr - ShtFdr on site	19,355	13,161	32.0%
Customer Tech training at DMS FL	3,226	2,194	32.0%
Short footprint Turn Over	16,000	10,880	32.0%
Privacy Guard FPS SD	35,655	24,246	32.0%
Short footprint Turnover (Rival)	16,000	10,880	32.0%
Belt Turnover MSE	23,742	16,145	32.0%
Inputless Kit For MSE 3 Or 6	6,129	4,168	32.0%
Inputless Kit For MSE 9 Or 12	6,129	4,168	32.0%
MSE In-Line Folder Feeder	77,252	52,531	32.0%
Forceflex Feeder 14"	6,710	4,563	32.0%
Forceflex Feeder 20"	8,581	5,835	32.0%
Air Compressor	3,626	2,466	32.0%
No Changeover Module	15,484	10,529	32.0%
12k speed upgrade	6,452	4,387	32.0%
6x9 Chassis Upgrade 9K to 12K	125,161	85,110	32.0%
10x13 Chassis Upgr 9K to 12K	125,161	85,110	32.0%

Description	MSRP EQUIPMENT	contract price	% OFF MSRP
Modular Friction Feeder	10,323	7,019	32.0%
Greenhouse - Blank Feeder	4,516	3,071	32.0%
Modular Rotary Feeder	15,484	10,529	32.0%
MB Scan Friction Fdr-Top	5,032	3,422	32.0%
MB Scan Friction Fdr-Btm	5,032	3,422	32.0%
MB Scan Rotary Fdr-Top	5,032	3,422	32.0%
MB Scan Rotary Fdr-Top	5,032	3,422	32.0%
FMI Cut Sheet Input	109,032	74,142	32.0%
MSE Buffer	36,310	24,691	32.0%
MSE Buffer with TnT	85,806	58,348	32.0%
Edge marker	11,381	7,739	32.0%
2nd Edge marker	11,381	7,739	32.0%
MSE12 - 3 Fdr 10X13 Chassis	244,516	166,271	32.0%
MSE12 - 6 Fdr 10X13 Chassis	239,355	162,761	32.0%
MSE12 - 9 Fdr 10X13 Chassis	253,548	172,413	32.0%
MSE12 - 12 Fdr 10X13 Chassis	293,548	199,613	32.0%
MSE14 - 3 Fdr 10X13 Chassis	270,323	183,819	32.0%
MSE14 - 6 Fdr 10X13 Chassis	265,161	180,310	32.0%
MSE14 - 9 Fdr 10X13 Chassis	279,355	189,961	32.0%
MSE14 - 12 Fdr 10X13 Chassis	319,355	217,161	32.0%
MSE 9 - 3 Fdr 6X9 Chassis	203,226	138,194	32.0%
MSE 9 - 6 Fdr 6X9 Chassis	204,516	139,071	32.0%

Description	MSRP EQUIPMENT	contract price	% OFF MSRP
MSE 9 - 3 Fdr 10X13 Chassis	232,903	158,374	32.0%
MSE 9 - 6 Fdr 10X13 Chassis	234,194	159,252	32.0%
MSE 9 - 9 Fdr 6X9 Chassis	218,710	148,723	32.0%
MSE 9 - 9 Fdr 10X13 Chassis	248,387	168,903	32.0%
MSE12 - 3 Fdr 6X9 Chassis	214,839	146,090	32.0%
MSE12 - 6 Fdr 6X9 Chassis	209,677	142,581	32.0%
MSE12 - 9 Fdr 6X9 Chassis	223,871	152,232	32.0%
MSE12 - 12 Fdr 6X9 Chassis	263,871	179,432	32.0%
MSE14 - 3 Fdr 6X9 Chassis	240,645	163,639	32.0%
MSE14 - 6 Fdr 6X9 Chassis	235,484	160,129	32.0%
MSE14 - 9 Fdr 6X9 Chassis	249,677	169,781	32.0%
MSE14 - 12 Fdr 6X9 Chassis	289,677	196,981	32.0%
Mid Tier MSE 2 Encl.	179,355	121,961	32.0%
Mid Tier MSE 3 Encl.	187,097	127,226	32.0%
Mid Tier MSE 4 Encl.	194,839	132,490	32.0%
Mid Tier MSE 5 Encl.	206,452	140,387	32.0%
Mid Tier MSE 6 Encl.	214,194	145,652	32.0%
MSE Short Footprint Turnover V-Bin	14,839	10,090	32.0%
MSE Turnover + V-Bin	22,581	15,355	32.0%
Standalone Short Footprint Turnover	16,000	10,880	32.0%
SiteVue	-	-	5.0%

Description	MSRP EQUIPMENT	contract price	% OFF MSRP
SiteVue + HelpDesk	-	-	5.0%
SiteVue PC	-	-	5.0%
Accounting Integr Kit -1 Meter	632	531	16.0%
Accounting Integr Kit -2 Meter	710	596	16.0%
Accounting Integr Kit -3 Meter	774	650	16.0%
Funds Refill Kit - 1 DM1000, Shared Netw	632	531	16.0%
MSM to Infinity Mtr Conn. Kit-1 meter	968	813	16.0%
MSM to Infinity Mtr Conn. Kit-2 meters	1,161	975	16.0%
MSM to Infinity Mtr Conn. Kit-3 meters	1,290	1,084	16.0%
DFWorks Base Server Pkg	24,129	20,268	16.0%
DFWorks Ent Server Pkg	82,581	69,368	16.0%
DFWorks Base Server	17,419	14,632	16.0%
DFWorks Std Server	28,387	23,845	16.0%
DFWords Ent Server	54,194	45,523	16.0%
MSM - 1 meter(ISC-Competitive)	9,548	8,021	16.0%
MSM for 2 meters inserter	10,194	8,563	16.0%
MSM for 3 meters inserter	13,935	11,706	16.0%
MSM for DM series mailing mach. connectivity	8,645	7,262	16.0%
Msm Rollup Integrity Module	51,484	43,246	16.0%

MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
-	-	5.0%	
-	-	5.0%	
-	-	5.0%	
-	-	5.0%	
692	657	5.0%	
419	398	5.0%	
-	-	5.0%	
-	-	5.0%	
794	754	5.0%	
794	754	5.0%	
794	754	5.0%	
253	240	5.0%	
1,850	1,758	5.0%	
567	538	5.0%	
173	164	5.0%	
1,606	1,526	5.0%	
1,606	1,526	5.0%	
1,606	1,526	5.0%	
1,606	1,526	5.0%	
1,606	1,526	5.0%	
1,606	1,526	5.0%	

MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
1,606	1,526	5.0%	
2,835	2,693	5.0%	
-	-	5.0%	
-	-	5.0%	
-	-	5.0%	
-	-	5.0%	
-	-	5.0%	
-	-	5.0%	
2,733	2,596	5.0%	
6,182	5,872	5.0%	
13,598	12,918	5.0%	
8,250	7,838	5.0%	
1,000	950	5.0%	
2,400	2,280	5.0%	
-	-	5.0%	
2,551	2,423	5.0%	
445	423	5.0%	
1,080	1,026	5.0%	
6,100	5,795	5.0%	

MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
12,700	12,065	5.0%	
6,500	6,175	5.0%	
100	95	5.0%	
6,300	5,985	5.0%	
14,100	13,395	5.0%	
2,000	1,900	5.0%	
4,000	3,800	5.0%	
5,700	5,415	5.0%	
100	95	5.0%	
1,224	1,163	5.0%	
-	-	5.0%	
-	-	5.0%	
-	-	5.0%	
-	-	5.0%	
-	-	5.0%	
-	-	5.0%	
-	-	5.0%	
-	-	5.0%	
-	-	5.0%	
212	201	5.0%	
212	201	5.0%	

MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
212	201	5.0%	
212	201	5.0%	
212	201	5.0%	
297	283	5.0%	
284	269	5.0%	
270	257	5.0%	
270	257	5.0%	
270	257	5.0%	
270	257	5.0%	
270	257	5.0%	
270	257	5.0%	
896	851	5.0%	
80	76	5.0%	
1,836	1,744	5.0%	
1,993	1,893	5.0%	
-	-	5.0%	
4,124	3,918	5.0%	
1,092	1,037	5.0%	
3,615	3,434	5.0%	
4,017	3,816	5.0%	
851	808	5.0%	
1,070	1,017	5.0%	

MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
3,615	3,434	5.0%	
4,017	3,816	5.0%	
5,126	4,870	5.0%	
5,625	5,344	5.0%	
217	206	5.0%	
217	206	5.0%	
405	385	5.0%	
405	385	5.0%	
851	808	5.0%	
1,070	1,017	5.0%	
270	257	5.0%	
270	257	5.0%	
1,350	1,283	5.0%	
900	855	5.0%	
1,350	1,283	5.0%	
1,350	1,283	5.0%	
1,350	1,283	5.0%	
6,885	6,541	5.0%	
6,885	6,541	5.0%	
255	242	5.0%	

MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
380	361	5.0%	
1,080	1,026	5.0%	
630	599	5.0%	
405	385	5.0%	
567	539	5.0%	
255	242	5.0%	
-	-	5.0%	
255	242	5.0%	
255	242	5.0%	
504	479	5.0%	
200	190	5.0%	
200	190	5.0%	
100	95	5.0%	
100	95	5.0%	
100	95	5.0%	
510	485	5.0%	
400	380	5.0%	

MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
200	190	5.0%	
251	239	5.0%	
-	-	5.0%	
187	178	5.0%	
819	778	5.0%	
1,359	1,291	5.0%	
4,420	4,199	5.0%	
820	779	5.0%	
1,490	1,415	5.0%	
3,746	3,559	5.0%	
3,911	3,716	5.0%	
4,912	4,667	5.0%	
7,277	6,914	5.0%	
1,490	1,415	5.0%	
376	357	5.0%	
6,318	6,002	5.0%	
6,318	6,002	5.0%	
6,607	6,277	5.0%	
7,231	6,869	5.0%	
10,080	9,576	5.0%	

MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
6,353	6,035	5.0%	
6,953	6,605	5.0%	
9,693	9,208	5.0%	
14,000	13,300	5.0%	
12,000	11,400	5.0%	
660	627	5.0%	
3,600	3,420	5.0%	
848	805	5.0%	
2,532	2,405	5.0%	
468	445	5.0%	
702	667	5.0%	
639	607	5.0%	
500	475	5.0%	
416	395	5.0%	
364	346	5.0%	
1,560	1,482	5.0%	
2,236	2,124	5.0%	
2,236	2,124	5.0%	
312	296	5.0%	
2,548	2,421	5.0%	
6,760	6,422	5.0%	
950	903	5.0%	

MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
1,075	1,021	5.0%	
1,250	1,188	5.0%	
260	247	5.0%	
500	475	5.0%	
260	247	5.0%	
1,300	1,235	5.0%	
1,300	1,235	5.0%	
1,300	1,235	5.0%	
1,300	1,235	5.0%	
350	333	5.0%	
350	333	5.0%	
1,031	979	5.0%	
26	25	5.0%	
250	238	5.0%	
-	-	5.0%	
-	-	5.0%	
-	-	5.0%	
-	-	5.0%	
-	-	5.0%	
98	93	5.0%	
-	-	5.0%	

MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
-	-	5.0%	
500	475	5.0%	
500	475	5.0%	
1,300	1,235	5.0%	
400	380	5.0%	
-	-	5.0%	
-	-	5.0%	
8,179	7,770	5.0%	
8,179	7,770	5.0%	
8,179	7,770	5.0%	
9,714	9,228	5.0%	
9,714	9,228	5.0%	
8,829	8,388	5.0%	
255	242	5.0%	
255	242	5.0%	
255	242	5.0%	
255	242	5.0%	
6,625	6,294	5.0%	

MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
6,625	6,294	5.0%	
6,625	6,294	5.0%	
6,625	6,294	5.0%	
5,760	5,472	5.0%	
1,197	1,137	5.0%	
5,760	5,472	5.0%	
2,655	2,522	5.0%	
10,350	9,833	5.0%	
7,425	7,054	5.0%	
333	316	5.0%	
140	133	5.0%	
-	-	5.0%	
-	-	5.0%	
-	-	5.0%	
-	-	5.0%	
7,290	6,926	5.0%	

MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
-	-	5.0%	
-	-	5.0%	
400	380	5.0%	
200	190	5.0%	
200	190	5.0%	
510	485	5.0%	
890	846	5.0%	
-	-	5.0%	
859	816	5.0%	
286	272	5.0%	
2,375	2,256	5.0%	
7,290	6,926	5.0%	
-	-	5.0%	
-	-	5.0%	
900	855	5.0%	
10,350	9,833	5.0%	
7,425	7,054	5.0%	
-	-	5.0%	

MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
-	-	5.0%	
-	-	5.0%	
-	-	5.0%	
4,291	4,076	5.0%	
405	385	5.0%	
405	385	5.0%	
4,291	4,076	5.0%	
1,795	1,705	5.0%	
2,383	2,264	5.0%	
2,383	2,264	5.0%	
794	754	5.0%	
3,328	3,162	5.0%	
3,328	3,162	5.0%	
2,487	2,363	5.0%	
2,487	2,363	5.0%	
25	24	5.0%	
500	475	5.0%	
500	475	5.0%	
3,645	3,463	5.0%	

MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
251	239	5.0%	
413	392	5.0%	
413	392	5.0%	
8,240	7,828	5.0%	
8,750	8,313	5.0%	
10,560	10,032	5.0%	
10,980	10,431	5.0%	
11,270	10,707	5.0%	
12,810	12,170	5.0%	
13,080	12,426	5.0%	
14,480	13,756	5.0%	
15,870	15,077	5.0%	
16,430	15,609	5.0%	
18,310	17,395	5.0%	
15,250	14,488	5.0%	
351	333	5.0%	
1,150	1,093	5.0%	
1,563	1,485	5.0%	
1,550	1,473	5.0%	
29,715	28,229	5.0%	

MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
39,715	37,729	5.0%	
39,715	37,729	5.0%	
4,041	3,839	5.0%	
7,335	6,968	5.0%	
7,335	6,968	5.0%	
248	236	5.0%	
405	385	5.0%	
405	385	5.0%	
405	385	5.0%	
270	257	5.0%	
1,980	1,881	5.0%	
1,215	1,154	5.0%	
794	754	5.0%	
794	754	5.0%	
794	754	5.0%	
585	556	5.0%	
400	380	5.0%	
216	205	5.0%	
11,113	10,557	5.0%	

MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
515	489	5.0%	
156	148	5.0%	
-	-	5.0%	
-	-	5.0%	
-	-	5.0%	
-	-	5.0%	
-	-	5.0%	
-	-	5.0%	
1,075	1,021	5.0%	
2,487	2,363	5.0%	
1,075	1,021	5.0%	
1,375	1,306	5.0%	
428	406	5.0%	
428	406	5.0%	
6,517	6,191	5.0%	
520	494	5.0%	
665	632	5.0%	
253	240	5.0%	
1,200	1,140	5.0%	
625	594	5.0%	
12,272	11,658	5.0%	
12,272	11,658	5.0%	

MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
800	760	5.0%	
350	333	5.0%	
1,200	1,140	5.0%	
351	333	5.0%	
351	333	5.0%	
351	333	5.0%	
351	333	5.0%	
7,605	7,225	5.0%	
2,533	2,406	5.0%	
5,985	5,686	5.0%	
794	754	5.0%	
794	754	5.0%	
18,950	18,003	5.0%	
18,550	17,623	5.0%	
19,650	18,668	5.0%	
22,750	21,613	5.0%	
20,950	19,903	5.0%	
20,550	19,523	5.0%	
21,650	20,568	5.0%	
24,750	23,513	5.0%	
15,750	14,963	5.0%	
15,850	15,058	5.0%	

MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
18,050	17,148	5.0%	
18,150	17,243	5.0%	
16,950	16,103	5.0%	
19,250	18,288	5.0%	
16,650	15,818	5.0%	
16,250	15,438	5.0%	
17,350	16,483	5.0%	
20,450	19,428	5.0%	
18,650	17,718	5.0%	
18,250	17,338	5.0%	
19,350	18,383	5.0%	
22,450	21,328	5.0%	
9,550	9,073	5.0%	
9,850	9,358	5.0%	
10,550	10,023	5.0%	
10,850	10,308	5.0%	
11,200	10,640	5.0%	
1,075	1,021	5.0%	
1,375	1,306	5.0%	
1,075	1,021	5.0%	
2,000	1,900	5.0%	

MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
5,000	4,750	5.0%	
1,500	1,425	5.0%	
-	-	25.0%	
-	-	25.0%	
-	-	25.0%	
-	-	25.0%	
-	-	25.0%	
-	-	25.0%	
-	-	25.0%	
2,805	2,104	25.0%	
8,775	6,581	25.0%	
2,025	1,519	25.0%	
3,300	2,475	25.0%	
6,300	4,725	25.0%	
1,110	833	25.0%	
1,185	889	25.0%	
1,620	1,215	25.0%	
1,005	754	25.0%	
6,675	5,006	25.0%	

NO VOLUME OR TERM DISCOUNTS INCLUDED

Software, License and Subscription	Offerors Response
The product offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage(%) Discount off MSRP/Catalog	16%
Percentage (%) Discount off Accessories	16%
Maintenance	
Maintenance for years 2-5	

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
RD17	Software License Subscription	Doc. Lifecycle Tracking - Base	$ 28,387.10	$ 23,845.16	16.0%	$ 4,400.00	$ 3,300.00	25.0%	
RD90	Software License Subscription	Remote Service Access unit	$ 1,406.45	$ 1,181.42	16.0%	$ 163.50	$ 122.63	25.0%	
RD95	Software License Subscription	Output Scanning-DC Screen	$ 10,838.71	$ 9,104.52	16.0%	$ 1,260.00	$ 945.00	25.0%	
RD9A	Software License Subscription	Auto Job Setup	$ 3,483.87	$ 2,926.45	16.0%	$ 405.00	$ 303.75	25.0%	
RDP4	Software License Subscription	Insert Plan-Mailrun Mgmt- Base	$ 21,290.32	$ 17,883.87	16.0%	$ 4,368.00	$ 3,276.00	25.0%	
RDP5	Software License Subscription	Insert Plan-Mailrun Mgmt-Ent.	$ 49,677.42	$ 41,729.03	16.0%	$ 9,828.00	$ 7,371.00	25.0%	
RDP6	Software License Subscription	Insert Plan-Mailrun Mgmt - Std	$ 35,483.87	$ 29,806.45	16.0%	$ 7,644.00	$ 5,733.00	25.0%	
RDPK	Software License Subscription	DFW Shop Floor Control	$ 14,709.68	$ 12,356.13	16.0%	$ 2,031.00	$ 1,523.25	25.0%	
RDV7	Software License Subscription	Doc Lifecycle Tracking - Ent.	$ 70,967.74	$ 59,612.90	16.0%	$ 9,828.00	$ 7,371.00	25.0%	
RDV8	Software License Subscription	Doc. Lifecycle Tracking - Std	$ 51,612.90	$ 43,354.84	16.0%	$ 7,644.00	$ 5,733.00	25.0%	
RDV9	Software License Subscription	DFW Manifesting - Ent.	$ 109,677.42	$ 92,129.03	16.0%	$ 14,742.00	$ 11,056.50	25.0%	
RDVA	Software License Subscription	DFW Manifesting - Std	$ 70,967.74	$ 59,612.90	16.0%	$ 9,828.00	$ 7,371.00	25.0%	
RDVB	Software License Subscription	DFW Postage Accounting-Base	$ 28,387.10	$ 23,845.16	16.0%	$ 3,931.00	$ 2,948.25	25.0%	
RDVC	Software License Subscription	DFW Postage Accounting - Ent.	$ 70,967.74	$ 59,612.90	16.0%	$ 9,828.00	$ 7,371.00	25.0%	
RDVD	Software License Subscription	DFW Postage Accounting - Std	$ 49,677.42	$ 41,729.03	16.0%	$ 5,897.00	$ 4,422.75	25.0%	
RDVE	Software License Subscription	DFW Productivity Reports-Base	$ 28,387.10	$ 23,845.16	16.0%	$ 3,931.00	$ 2,948.25	25.0%	
RDVF	Software License Subscription	DFW Productivity Reports-Ent.	$ 70,967.74	$ 59,612.90	16.0%	$ 9,828.00	$ 7,371.00	25.0%	
RDVG	Software License Subscription	DFW Productivity Reports-Std	$ 42,580.65	$ 35,767.74	16.0%	$ 5,897.00	$ 4,422.75	25.0%	
RDVH	Software License Subscription	DFW Platform Software - Base	$ 25,806.45	$ 21,677.42	16.0%	$ 3,822.00	$ 2,866.50	25.0%	
RDVJ	Software License Subscription	DFW Platform Software - Ent.	$ 83,870.97	$ 70,451.61	16.0%	$ 9,828.00	$ 7,371.00	25.0%	
RDVK	Software License Subscription	DFW Platform Software - Std	$ 58,064.52	$ 48,774.19	16.0%	$ 8,299.00	$ 6,224.25	25.0%	
RDVL	Software License Subscription	DFW Production Workflow - Base	$ 64,516.13	$ 54,193.55	16.0%	$ 8,736.00	$ 6,552.00	25.0%	
RDVM	Software License Subscription	DFW Production Workflow - Ent.	$ 129,032.26	$ 108,387.10	16.0%	$ 14,742.00	$ 11,056.50	25.0%	
RDVN	Software License Subscription	DFW Production Workflow - Std	$ 96,774.19	$ 81,290.32	16.0%	$ 12,012.00	$ 9,009.00	25.0%	
RD4Z	Software License Subscription	PI Direct Access 1 to 4 Inserters	$ 19,354.84	$ 16,258.06	16.0%	$ 3,000.00	$ 2,250.00	25.0%	
RD5Z	Software License Subscription	PI Direct Access 5+ Inserters	$ 32,258.06	$ 27,096.77	16.0%	$ 5,000.00	$ 3,750.00	25.0%	
RD8N	Software License Subscription	DC Idle Time Control, Per Inserter	$ 6,451.61	$ 5,419.35	16.0%	$ 1,000.00	$ 750.00	25.0%	
EF0Y	Software License Subscription	SFW ENT CORE	$ 51,612.90	$ 43,354.84	16.0%	$ 8,000.00	$ 6,000.00	25.0%	
EF0Z	Software License Subscription	SFW ENT CORE UPG	$ 51,612.90	$ 43,354.84	16.0%	$ 8,000.00	$ 6,000.00	25.0%	
EFA0	Software License Subscription	FlexServer Base	$ 51,612.90	$ 43,354.84	16.0%	$ 8,000.00	$ 6,000.00	25.0%	
EFA1	Software License Subscription	Flex JESConnect for JES2	$ 25,806.45	$ 21,677.42	16.0%	$ 4,000.00	$ 3,000.00	25.0%	
EFA2	Software License Subscription	Flex JESConnect for JES3	$ 25,806.45	$ 21,677.42	16.0%	$ 4,000.00	$ 3,000.00	25.0%	
EFA3	Software License Subscription	OPS-DT for Unix (per Site)	$ 12,903.23	$ 10,838.71	16.0%	$ 2,000.00	$ 1,500.00	25.0%	
EFA4	Software License Subscription	OPS-DT for Windows (Per Site)	$ 12,903.23	$ 10,838.71	16.0%	$ 2,000.00	$ 1,500.00	25.0%	
EFA5	Software License Subscription	Window Print Driver (per Site)	$ 12,903.23	$ 10,838.71	16.0%	$ 2,000.00	$ 1,500.00	25.0%	
EFA6	Software License Subscription	FlexServer Peer to Peer Module	$ 12,903.23	$ 10,838.71	16.0%	$ 2,000.00	$ 1,500.00	25.0%	
EFA8	Software License Subscription	Flex PS,PCL, and PDF Output	$ 12,903.23	$ 10,838.71	16.0%	$ 2,000.00	$ 1,500.00	25.0%	
EFA9	Software License Subscription	FTP Module Output Manager	$ 6,451.61	$ 5,419.35	16.0%	$ 1,000.00	$ 750.00	25.0%	
EFAC	Software License Subscription	Flex Xerox Output for EPS	$ 12,903.23	$ 10,838.71	16.0%	$ 2,000.00	$ 1,500.00	25.0%	
EFAF	Software License Subscription	FlexServer Test System	$ -	$ -	16.0%	$ -	$ -	25.0%	
EFAG	Software License Subscription	Flex Band A Output	$ 3,354.84	$ 2,818.06	16.0%	$ 520.00	$ 390.00	25.0%	
EFAH	Software License Subscription	Flex Band B Output	$ 8,774.19	$ 7,370.32	16.0%	$ 1,360.00	$ 1,020.00	25.0%	
EFAJ	Software License Subscription	Flex Band C Output	$ 13,548.39	$ 11,380.65	16.0%	$ 2,100.00	$ 1,575.00	25.0%	
EFAK	Software License Subscription	Flex Band D Output	$ 20,258.06	$ 17,016.77	16.0%	$ 3,140.00	$ 2,355.00	25.0%	
EFAL	Software License Subscription	Flex Band D Color Output	$ 25,419.35	$ 21,352.26	16.0%	$ 3,940.00	$ 2,955.00	25.0%	
EFAM	Software License Subscription	Flex Band E Output	$ 40,645.16	$ 34,141.94	16.0%	$ 6,300.00	$ 4,725.00	25.0%	
EFAN	Software License Subscription	Flex Band E Color Output	$ 50,322.58	$ 42,270.97	16.0%	$ 7,800.00	$ 5,850.00	25.0%	
EFAP	Software License Subscription	Flex IPDS - Band F Output	$ 58,064.52	$ 48,774.19	16.0%	$ 9,000.00	$ 6,750.00	25.0%	
EFAR	Software License Subscription	Flex Band F Color Output	$ 72,258.06	$ 60,696.77	16.0%	$ 11,200.00	$ 8,400.00	25.0%	
EFAS	Software License Subscription	Flex IJPDS - Band A Output	$ 33,548.39	$ 28,180.65	16.0%	$ 5,200.00	$ 3,900.00	25.0%	
EFAT	Software License Subscription	Flex IJPDS - Band B Output	$ 54,193.55	$ 45,522.58	16.0%	$ 8,400.00	$ 6,300.00	25.0%	
EFAU	Software License Subscription	Flex IJPDS - Band C Output	$ 73,548.39	$ 61,780.65	16.0%	$ 11,400.00	$ 8,550.00	25.0%	
EFAV	Software License Subscription	Flex IJPDS - Band D Output	$ 94,838.71	$ 79,664.52	16.0%	$ 14,700.00	$ 11,025.00	25.0%	
EFAW	Software License Subscription	Flex Metacode - Online Output	$ 13,548.39	$ 11,380.65	16.0%	$ 2,100.00	$ 1,575.00	25.0%	
EFAX	Software License Subscription	Flex Metacode - Other	$ 21,935.48	$ 18,425.81	16.0%	$ 3,400.00	$ 2,550.00	25.0%	
EFAY	Software License Subscription	Flex PS - Band B Color Out	$ 13,548.39	$ 11,380.65	16.0%	$ 2,100.00	$ 1,575.00	25.0%	
EFAZ	Software License Subscription	Flex PS - Band C Color Out	$ 20,258.06	$ 17,016.77	16.0%	$ 3,140.00	$ 2,355.00	25.0%	
EFB0	Software License Subscription	Flex PS - Out to other hosts	$ 21,935.48	$ 18,425.81	16.0%	$ 3,400.00	$ 2,550.00	25.0%	
EFB1	Software License Subscription	Flex PCL - Out to other hosts	$ 21,935.48	$ 18,425.81	16.0%	$ 3,400.00	$ 2,550.00	25.0%	
EFB2	Software License Subscription	Flex AFPDS output	$ 21,935.48	$ 18,425.81	16.0%	$ 3,400.00	$ 2,550.00	25.0%	
EFB3	Software License Subscription	Flex TIFF output	$ 21,935.48	$ 18,425.81	16.0%	$ 3,400.00	$ 2,550.00	25.0%	
EFB4	Software License Subscription	Flex PDF Output	$ 21,935.48	$ 18,425.81	16.0%	$ 3,400.00	$ 2,550.00	25.0%	
EFB5	Software License Subscription	Flex PDF Security UPGRADE	$ 11,096.77	$ 9,321.29	16.0%	$ 1,720.00	$ 1,290.00	25.0%	
EFB6	Software License Subscription	Flex KCMS ICC Profile Support	$ 21,935.48	$ 18,425.81	16.0%	$ 3,400.00	$ 2,550.00	25.0%	
EFB7	Software License Subscription	Flex IJPDS MICR Font Support	$ 21,935.48	$ 18,425.81	16.0%	$ 3,400.00	$ 2,550.00	25.0%	
EFB8	Software License Subscription	Flex Xerox Input	$ 16,129.03	$ 13,548.39	16.0%	$ 2,500.00	$ 1,875.00	25.0%	
EFB9	Software License Subscription	Flex AFPDS Input	$ 16,129.03	$ 13,548.39	16.0%	$ 2,500.00	$ 1,875.00	25.0%	
EFBA	Software License Subscription	Flex PostScript Input	$ 16,129.03	$ 13,548.39	16.0%	$ 2,500.00	$ 1,875.00	25.0%	
EFBB	Software License Subscription	Flex PDF Input	$ 16,129.03	$ 13,548.39	16.0%	$ 2,500.00	$ 1,875.00	25.0%	
EFBC	Software License Subscription	Flex New PDF Input	$ 16,129.03	$ 13,548.39	16.0%	$ 2,500.00	$ 1,875.00	25.0%	
EFBD	Software License Subscription	Flex PCL Input	$ 16,129.03	$ 13,548.39	16.0%	$ 2,500.00	$ 1,875.00	25.0%	
EFBE	Software License Subscription	FlexServer 2009 Core	$ 51,612.90	$ 43,354.84	16.0%	$ 8,000.00	$ 6,000.00	25.0%	
EFBM	Software License Subscription	SFW AES 128-bit encryption Receiver	$ 12,903.23	$ 10,838.71	16.0%	$ 2,000.00	$ 1,500.00	25.0%	
EFBN	Software License Subscription	SFW AES 128-bit encryption Sender	$ 6,451.61	$ 5,419.35	16.0%	$ 1,000.00	$ 750.00	25.0%	
EM11	Software License Subscription	VIP JESConnect for JES2	$ 25,806.45	$ 21,677.42	16.0%	$ 4,000.00	$ 3,000.00	25.0%	
EM12	Software License Subscription	VIP JESConnect for JES3	$ 25,806.45	$ 21,677.42	16.0%	$ 4,000.00	$ 3,000.00	25.0%	
EM13	Software License Subscription	RESConnect for JESConnect	$ 25,806.45	$ 21,677.42	16.0%	$ 4,000.00	$ 3,000.00	25.0%	
EM14	Software License Subscription	RESConnect for other	$ 25,806.45	$ 21,677.42	16.0%	$ 4,000.00	$ 3,000.00	25.0%	
EM15	Software License Subscription	VIP Connect Host Download	$ 12,903.23	$ 10,838.71	16.0%	$ 2,000.00	$ 1,500.00	25.0%	
EM1B	Software License Subscription	Xerox (LCDS/Metacode) Input	$ 16,129.03	$ 13,548.39	16.0%	$ 2,500.00	$ 1,875.00	25.0%	
EM1C	Software License Subscription	AFP Input	$ 16,129.03	$ 13,548.39	16.0%	$ 2,500.00	$ 1,875.00	25.0%	
EM1D	Software License Subscription	PostScript (level 2) Input	$ 16,129.03	$ 13,548.39	16.0%	$ 2,500.00	$ 1,875.00	25.0%	
EM1E	Software License Subscription	PDF Input	$ 16,129.03	$ 13,548.39	16.0%	$ 2,500.00	$ 1,875.00	25.0%	
EM1F	Software License Subscription	New PDF Input	$ 16,129.03	$ 13,548.39	16.0%	$ 2,500.00	$ 1,875.00	25.0%	
EM1G	Software License Subscription	PCL Input	$ 16,129.03	$ 13,548.39	16.0%	$ 2,500.00	$ 1,875.00	25.0%	
EM1H	Software License Subscription	VIP Remote GUI	$ 4,258.06	$ 3,576.77	16.0%	$ 660.00	$ 495.00	25.0%	
EM1J	Software License Subscription	Advanced Indexing	$ 32,258.06	$ 27,096.77	16.0%	$ 5,000.00	$ 3,750.00	25.0%	
EM1K	Software License Subscription	Kodak CMS using ICC Profiles	$ 21,290.32	$ 17,883.87	16.0%	$ 3,300.00	$ 2,475.00	25.0%	
EM1L	Software License Subscription	IJPDS MICR Font Support	$ 21,290.32	$ 17,883.87	16.0%	$ 3,300.00	$ 2,475.00	25.0%	
EM1M	Software License Subscription	VIP Proofing Station	$ 10,967.74	$ 9,212.90	16.0%	$ 1,700.00	$ 1,275.00	25.0%	
EM1N	Software License Subscription	VIP Proofing Station UPGRADE	$ 6,451.61	$ 5,419.35	16.0%	$ 1,000.00	$ 750.00	25.0%	
EM1P	Software License Subscription	VIP Automated Reprint Manager	$ 32,258.06	$ 27,096.77	16.0%	$ 5,000.00	$ 3,750.00	25.0%	
EM1R	Software License Subscription	VIP Standby License	$ 9,677.42	$ 8,129.03	16.0%	$ 1,500.00	$ 1,125.00	25.0%	
EM20	Software License Subscription	VIP IPDS - Band A	$ 3,354.84	$ 2,818.06	16.0%	$ 520.00	$ 390.00	25.0%	
EM21	Software License Subscription	VIP IPDS - Band B	$ 8,774.19	$ 7,370.32	16.0%	$ 1,360.00	$ 1,020.00	25.0%	
EM22	Software License Subscription	VIP IPDS - Band C	$ 13,548.39	$ 11,380.65	16.0%	$ 2,100.00	$ 1,575.00	25.0%	
EM23	Software License Subscription	VIP IPDS - Band D	$ 20,258.06	$ 17,016.77	16.0%	$ 3,140.00	$ 2,355.00	25.0%	
EM24	Software License Subscription	VIP IPDS - Band D Color	$ 25,419.35	$ 21,352.26	16.0%	$ 3,940.00	$ 2,955.00	25.0%	

NO VOLUME OR TERM DISCOUNTS INCLUDED

Software, License and Subscription	Offerors Response
The product offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage(%) Discount off MSRP/Catalog	16%
Percentage (%) Discount off Accessories	16%
Maintenance	
Maintenance for years 2-5	

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
EM25	Software License Subscription	VIP IPDS - Band E	$ 40,645.16	$ 34,141.94	16.0%	$ 6,300.00	$ 4,725.00	25.0%	
EM26	Software License Subscription	VIP IPDS - Band E Color	$ 50,322.58	$ 42,270.97	16.0%	$ 7,800.00	$ 5,850.00	25.0%	
EM27	Software License Subscription	VIP IPDS - Band F	$ 58,064.52	$ 48,774.19	16.0%	$ 9,000.00	$ 6,750.00	25.0%	
EM28	Software License Subscription	VIP IPDS - Band F Color	$ 72,258.06	$ 60,696.77	16.0%	$ 11,200.00	$ 8,400.00	25.0%	
EM29	Software License Subscription	VIP IJPDS - Band A	$ 33,548.39	$ 28,180.65	16.0%	$ 5,200.00	$ 3,900.00	25.0%	
EM2A	Software License Subscription	VIP IJPDS - Band B	$ 54,193.55	$ 45,522.58	16.0%	$ 8,400.00	$ 6,300.00	25.0%	
EM2B	Software License Subscription	VIP IJPDS - Band C	$ 73,548.39	$ 61,780.65	16.0%	$ 11,400.00	$ 8,550.00	25.0%	
EM2C	Software License Subscription	VIP IJPDS - Band D	$ 94,838.71	$ 79,664.52	16.0%	$ 14,700.00	$ 11,025.00	25.0%	
EM2D	Software License Subscription	VIP Metacode - Online	$ 13,548.39	$ 11,380.65	16.0%	$ 2,100.00	$ 1,575.00	25.0%	
EM2E	Software License Subscription	VIP Metacode - Other	$ 21,935.48	$ 18,425.81	16.0%	$ 3,400.00	$ 2,550.00	25.0%	
EM2F	Software License Subscription	VIP PS - Band A	$ 3,354.84	$ 2,818.06	16.0%	$ 520.00	$ 390.00	25.0%	
EM2G	Software License Subscription	VIP PS - Band B	$ 8,774.19	$ 7,370.32	16.0%	$ 1,360.00	$ 1,020.00	25.0%	
EM2H	Software License Subscription	VIP PS - Band B Color	$ 8,774.19	$ 7,370.32	16.0%	$ 1,360.00	$ 1,020.00	25.0%	
EM2J	Software License Subscription	VIP PS - Band C	$ 13,548.39	$ 11,380.65	16.0%	$ 2,100.00	$ 1,575.00	25.0%	
EM2K	Software License Subscription	VIP PS - Band C Color	$ 13,548.39	$ 11,380.65	16.0%	$ 2,100.00	$ 1,575.00	25.0%	
EM2L	Software License Subscription	VIP PS - Band D	$ 20,258.06	$ 17,016.77	16.0%	$ 3,140.00	$ 2,355.00	25.0%	
EM2M	Software License Subscription	VIP PS - Band E	$ 40,645.16	$ 34,141.94	16.0%	$ 6,300.00	$ 4,725.00	25.0%	
EM2N	Software License Subscription	VIP PS - Band F	$ 58,064.52	$ 48,774.19	16.0%	$ 9,000.00	$ 6,750.00	25.0%	
EM2P	Software License Subscription	VIP PS - Other	$ 21,935.48	$ 18,425.81	16.0%	$ 3,400.00	$ 2,550.00	25.0%	
EM2R	Software License Subscription	VIP PCL - Band A	$ 3,354.84	$ 2,818.06	16.0%	$ 520.00	$ 390.00	25.0%	
EM2S	Software License Subscription	VIP PCL - Band B	$ 8,774.19	$ 7,370.32	16.0%	$ 1,360.00	$ 1,020.00	25.0%	
EM2T	Software License Subscription	VIP PCL - Band C	$ 13,548.39	$ 11,380.65	16.0%	$ 2,100.00	$ 1,575.00	25.0%	
EM2U	Software License Subscription	VIP PCL - Band D	$ 20,258.06	$ 17,016.77	16.0%	$ 3,140.00	$ 2,355.00	25.0%	
EM2V	Software License Subscription	VIP PCL - Band E	$ 40,645.16	$ 34,141.94	16.0%	$ 6,300.00	$ 4,725.00	25.0%	
EM2W	Software License Subscription	VIP PCL - Band F	$ 58,064.52	$ 48,774.19	16.0%	$ 9,000.00	$ 6,750.00	25.0%	
EM2X	Software License Subscription	VIP PCL - Other	$ 21,935.48	$ 18,425.81	16.0%	$ 3,400.00	$ 2,550.00	25.0%	
EM2Y	Software License Subscription	VIP AFPDS output	$ 21,935.48	$ 18,425.81	16.0%	$ 3,400.00	$ 2,550.00	25.0%	
EM2Z	Software License Subscription	VIP TIFF output	$ 21,935.48	$ 18,425.81	16.0%	$ 3,400.00	$ 2,550.00	25.0%	
EM30	Software License Subscription	VIP PDF Output	$ 21,935.48	$ 18,425.81	16.0%	$ 3,400.00	$ 2,550.00	25.0%	
EM31	Software License Subscription	VIP PDF Security UPGRADE	$ 11,096.77	$ 9,321.29	16.0%	$ 1,720.00	$ 1,290.00	25.0%	
EM33	Software License Subscription	VIP IJPDS MICR Font Support	$ 21,290.32	$ 17,883.87	16.0%	$ 3,300.00	$ 2,475.00	25.0%	
EM3Y	Software License Subscription	SFW MGR CORE	$ 19,354.84	$ 16,258.06	16.0%	$ 3,000.00	$ 2,250.00	25.0%	
EM3Z	Software License Subscription	SFW MGR CORE UPG	$ 19,354.84	$ 16,258.06	16.0%	$ 3,000.00	$ 2,250.00	25.0%	
EM41	Software License Subscription	AFP In - AFP Out	$ 16,129.03	$ 13,548.39	16.0%	$ 2,500.00	$ 1,875.00	25.0%	
EM42	Software License Subscription	Metacode In - Metacode Out	$ 16,129.03	$ 13,548.39	16.0%	$ 2,500.00	$ 1,875.00	25.0%	
EM43	Software License Subscription	PCL In - PCL Out	$ 16,129.03	$ 13,548.39	16.0%	$ 2,500.00	$ 1,875.00	25.0%	
EM44	Software License Subscription	PostScript In - PostScript Out	$ 16,129.03	$ 13,548.39	16.0%	$ 2,500.00	$ 1,875.00	25.0%	
EM45	Software License Subscription	PDF In - PDF Out	$ 16,129.03	$ 13,548.39	16.0%	$ 2,500.00	$ 1,875.00	25.0%	
EM46	Software License Subscription	VDE Add	$ 10,645.16	$ 8,941.94	16.0%	$ 1,650.00	$ 1,237.50	25.0%	
EM47	Software License Subscription	VDE Advanced Indexing	$ 10,645.16	$ 8,941.94	16.0%	$ 1,650.00	$ 1,237.50	25.0%	
EM48	Software License Subscription	VDE Barcode	$ 10,645.16	$ 8,941.94	16.0%	$ 1,650.00	$ 1,237.50	25.0%	
EM49	Software License Subscription	VDE Calculate	$ 10,645.16	$ 8,941.94	16.0%	$ 1,650.00	$ 1,237.50	25.0%	
EM4A	Software License Subscription	VDE Color	$ 10,645.16	$ 8,941.94	16.0%	$ 1,650.00	$ 1,237.50	25.0%	
EM4B	Software License Subscription	VDE Delete	$ 10,645.16	$ 8,941.94	16.0%	$ 1,650.00	$ 1,237.50	25.0%	
EM4C	Software License Subscription	VDE Disk	$ 10,645.16	$ 8,941.94	16.0%	$ 1,650.00	$ 1,237.50	25.0%	
EM4D	Software License Subscription	VDE IMB	$ 10,645.16	$ 8,941.94	16.0%	$ 1,650.00	$ 1,237.50	25.0%	
EM4E	Software License Subscription	VDE Output Device Control	$ 10,645.16	$ 8,941.94	16.0%	$ 1,650.00	$ 1,237.50	25.0%	
EM4F	Software License Subscription	VDE Page Control	$ 10,645.16	$ 8,941.94	16.0%	$ 1,650.00	$ 1,237.50	25.0%	
EM4G	Software License Subscription	VDE Insert	$ 21,290.32	$ 17,883.87	16.0%	$ 3,300.00	$ 2,475.00	25.0%	
EM4K	Software License Subscription	VDE Merge and Switch	$ 21,290.32	$ 17,883.87	16.0%	$ 3,300.00	$ 2,475.00	25.0%	
EM4L	Software License Subscription	VDE Split	$ 21,290.32	$ 17,883.87	16.0%	$ 3,300.00	$ 2,475.00	25.0%	
EM4M	Software License Subscription	VDE XML	$ 21,290.32	$ 17,883.87	16.0%	$ 3,300.00	$ 2,475.00	25.0%	
EM4N	Software License Subscription	VDE Editor	$ 10,967.74	$ 9,212.90	16.0%	$ 1,700.00	$ 1,275.00	25.0%	
EM4P	Software License Subscription	Additional VDE Editor	$ 1,935.48	$ 1,625.81	16.0%	$ 300.00	$ 225.00	25.0%	
EM4R	Software License Subscription	Basic VDE Bundle - Entry	$ 32,258.06	$ 27,096.77	16.0%	$ 5,000.00	$ 3,750.00	25.0%	
EM4S	Software License Subscription	Basic VDE Bundle - Base	$ 45,161.29	$ 37,935.48	16.0%	$ 7,000.00	$ 5,250.00	25.0%	
EM4T	Software License Subscription	Basic VDE Bundle - Standard	$ 51,612.90	$ 43,354.84	16.0%	$ 8,000.00	$ 6,000.00	25.0%	
EM4U	Software License Subscription	Basic VDE Bundle - Large	$ 58,064.52	$ 48,774.19	16.0%	$ 9,000.00	$ 6,750.00	25.0%	
EM4V	Software License Subscription	VDE Barcode Bundle - Entry	$ 19,354.84	$ 16,258.06	16.0%	$ 3,000.00	$ 2,250.00	25.0%	
EM4W	Software License Subscription	VDE Barcode Bundle - Base	$ 25,806.45	$ 21,677.42	16.0%	$ 4,000.00	$ 3,000.00	25.0%	
EM4X	Software License Subscription	VDE Barcode Bundle - Standard	$ 32,258.06	$ 27,096.77	16.0%	$ 5,000.00	$ 3,750.00	25.0%	
EM4Y	Software License Subscription	VDE Barcode Bundle - Large	$ 32,258.06	$ 27,096.77	16.0%	$ 5,000.00	$ 3,750.00	25.0%	
EM4Z	Software License Subscription	VDE Control Bundle - Entry	$ 19,354.84	$ 16,258.06	16.0%	$ 3,000.00	$ 2,250.00	25.0%	
EM50	Software License Subscription	PIW Barcode - Base	$ 38,709.68	$ 32,516.13	16.0%	$ 6,000.00	$ 4,500.00	25.0%	
EM51	Software License Subscription	PIW Barcode - Standard	$ 64,516.13	$ 54,193.55	16.0%	$ 10,000.00	$ 7,500.00	25.0%	
EM52	Software License Subscription	PIW Barcode - Enterprise	$ 96,774.19	$ 81,290.32	16.0%	$ 15,000.00	$ 11,250.00	25.0%	
EM53	Software License Subscription	PIW IMB - Base	$ 38,709.68	$ 32,516.13	16.0%	$ 6,000.00	$ 4,500.00	25.0%	
EM54	Software License Subscription	PIW IMB - Std	$ 64,516.13	$ 54,193.55	16.0%	$ 10,000.00	$ 7,500.00	25.0%	
EM55	Software License Subscription	PIW IMB - Enterprise	$ 96,774.19	$ 81,290.32	16.0%	$ 15,000.00	$ 11,250.00	25.0%	
EM56	Software License Subscription	PIW Integrity Solution - Base	$ 12,903.23	$ 10,838.71	16.0%	$ 2,000.00	$ 1,500.00	25.0%	
EM57	Software License Subscription	PIW Integrity Solution - Std	$ 25,806.45	$ 21,677.42	16.0%	$ 4,000.00	$ 3,000.00	25.0%	
EM58	Software License Subscription	PIW Integrity Solution - Ent	$ 38,709.68	$ 32,516.13	16.0%	$ 6,000.00	$ 4,500.00	25.0%	
EM59	Software License Subscription	PIW Offset Shell - Base	$ 38,709.68	$ 32,516.13	16.0%	$ 6,000.00	$ 4,500.00	25.0%	
EM5A	Software License Subscription	PIW Offset Shell - Std	$ 64,516.13	$ 54,193.55	16.0%	$ 10,000.00	$ 7,500.00	25.0%	
EM5B	Software License Subscription	PIW Offset Shell - Ent	$ 96,774.19	$ 81,290.32	16.0%	$ 15,000.00	$ 11,250.00	25.0%	
EM5C	Software License Subscription	PIW RedTag Solution - Base	$ 38,709.68	$ 32,516.13	16.0%	$ 6,000.00	$ 4,500.00	25.0%	
EM5D	Software License Subscription	PIW RedTag Solution - Std	$ 64,516.13	$ 54,193.55	16.0%	$ 10,000.00	$ 7,500.00	25.0%	
EM5E	Software License Subscription	PIW RedTag Solution - Ent	$ 96,774.19	$ 81,290.32	16.0%	$ 15,000.00	$ 11,250.00	25.0%	
EM5F	Software License Subscription	PIW TransPromo Local - Base	$ 38,709.68	$ 32,516.13	16.0%	$ 6,000.00	$ 4,500.00	25.0%	
EM5G	Software License Subscription	PIW TransPromo Local - Std	$ 64,516.13	$ 54,193.55	16.0%	$ 10,000.00	$ 7,500.00	25.0%	
EM5H	Software License Subscription	PIW TransPromo Local - Ent	$ 96,774.19	$ 81,290.32	16.0%	$ 15,000.00	$ 11,250.00	25.0%	
EM5J	Software License Subscription	PIW TransPromo Integ - Base	$ 38,709.68	$ 32,516.13	16.0%	$ 6,000.00	$ 4,500.00	25.0%	
EM5K	Software License Subscription	PIW TransPromo Integ - Std	$ 64,516.13	$ 54,193.55	16.0%	$ 10,000.00	$ 7,500.00	25.0%	
EM5L	Software License Subscription	PIW TransPromo Integ - Ent	$ 96,774.19	$ 81,290.32	16.0%	$ 15,000.00	$ 11,250.00	25.0%	
EM5M	Software License Subscription	PIW Barcode - Entry	$ 22,580.65	$ 18,967.74	16.0%	$ 3,500.00	$ 2,625.00	25.0%	
EM5N	Software License Subscription	PIW IMB - Entry	$ 22,580.65	$ 18,967.74	16.0%	$ 3,500.00	$ 2,625.00	25.0%	
EM5P	Software License Subscription	PIW Integrity Solution - Entry	$ 9,677.42	$ 8,129.03	16.0%	$ 1,500.00	$ 1,125.00	25.0%	
EM5R	Software License Subscription	PIW Offset Shell - Entry	$ 22,580.65	$ 18,967.74	16.0%	$ 3,500.00	$ 2,625.00	25.0%	
EM5S	Software License Subscription	PIW RedTag Solution - Entry	$ 22,580.65	$ 18,967.74	16.0%	$ 3,500.00	$ 2,625.00	25.0%	
EM5T	Software License Subscription	PIW TransPromo Local - Entry	$ 22,580.65	$ 18,967.74	16.0%	$ 3,500.00	$ 2,625.00	25.0%	
EM5U	Software License Subscription	PIW TransPromo Integ - Entry	$ 22,580.65	$ 18,967.74	16.0%	$ 3,500.00	$ 2,625.00	25.0%	
EM5W	Software License Subscription	SFW ENH BASIC BNDL ENTRY	$ 32,258.06	$ 27,096.77	16.0%	$ 5,000.00	$ 3,750.00	25.0%	
EM5W	Software License Subscription	SFW ENH BASIC BNDL STD	$ 32,258.06	$ 27,096.77	16.0%	$ 5,000.00	$ 3,750.00	25.0%	
EM5W	Software License Subscription	SFW ENH BASIC BNDL LARGE	$ 32,258.06	$ 27,096.77	16.0%	$ 5,000.00	$ 3,750.00	25.0%	
EM5W	Software License Subscription	SFW ENH BASIC BNDL STD	$ 32,258.06	$ 27,096.77	16.0%	$ 5,000.00	$ 3,750.00	25.0%	
EM5W	Software License Subscription	SFW ENH BASIC BNDL LARGE	$ 32,258.06	$ 27,096.77	16.0%	$ 5,000.00	$ 3,750.00	25.0%	
EM5X	Software License Subscription	SFW ENH BASIC BNDL BASE	$ 45,161.29	$ 37,935.48	16.0%	$ 7,000.00	$ 5,250.00	25.0%	
EM5X	Software License Subscription	SFW ENH BASIC BNDL BASE	$ 45,161.29	$ 37,935.48	16.0%	$ 7,000.00	$ 5,250.00	25.0%	
EM60	Software License Subscription	VIP AFPDS In, AFPDS Out - Base	$ 32,258.06	$ 27,096.77	16.0%	$ 5,000.00	$ 3,750.00	25.0%	

NO VOLUME OR TERM DISCOUNTS INCLUDED

Software, License and Subscription	Offerors Response
The product offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage(%) Discount off MSRP/Catalog	16%
Percentage (%) Discount off Accessories	16%
Maintenance	
Maintenance for years 2-5	

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
EM61	Software License Subscription	VIP AFPDS In, AFPDS Out - Std	$ 64,516.13	$ 54,193.55	16.0%	$ 10,000.00	$ 7,500.00	25.0%	
EM62	Software License Subscription	VIP AFPDS In, AFPDS Out - Ent	$ 96,774.19	$ 81,290.32	16.0%	$ 15,000.00	$ 11,250.00	25.0%	
EM63	Software License Subscription	VIP Metacode In, Out - Base	$ 32,258.06	$ 27,096.77	16.0%	$ 5,000.00	$ 3,750.00	25.0%	
EM64	Software License Subscription	VIP Metacode In, Out - Std	$ 64,516.13	$ 54,193.55	16.0%	$ 10,000.00	$ 7,500.00	25.0%	
EM65	Software License Subscription	VIP Metacode In, Out - Ent	$ 96,774.19	$ 81,290.32	16.0%	$ 15,000.00	$ 11,250.00	25.0%	
EM66	Software License Subscription	VIP PCL In, PCL Out - Base	$ 32,258.06	$ 27,096.77	16.0%	$ 5,000.00	$ 3,750.00	25.0%	
EM67	Software License Subscription	VIP PCL In, PCL Out - Std	$ 64,516.13	$ 54,193.55	16.0%	$ 10,000.00	$ 7,500.00	25.0%	
EM68	Software License Subscription	VIP PCL In, PCL Out - Ent	$ 96,774.19	$ 81,290.32	16.0%	$ 15,000.00	$ 11,250.00	25.0%	
EM69	Software License Subscription	VIP PS In, PS Out - Base	$ 32,258.06	$ 27,096.77	16.0%	$ 5,000.00	$ 3,750.00	25.0%	
EM6A	Software License Subscription	VIP PS In, PS Out - Std	$ 64,516.13	$ 54,193.55	16.0%	$ 10,000.00	$ 7,500.00	25.0%	
EM6B	Software License Subscription	VIP PS In, PS Out - Ent	$ 96,774.19	$ 81,290.32	16.0%	$ 15,000.00	$ 11,250.00	25.0%	
EM6C	Software License Subscription	VIP PDF In, PDF Out - Base	$ 32,258.06	$ 27,096.77	16.0%	$ 5,000.00	$ 3,750.00	25.0%	
EM6D	Software License Subscription	VIP PDF In, PDF Out - Std	$ 64,516.13	$ 54,193.55	16.0%	$ 10,000.00	$ 7,500.00	25.0%	
EM6E	Software License Subscription	VIP PDF In, PDF Out - Ent	$ 96,774.19	$ 81,290.32	16.0%	$ 15,000.00	$ 11,250.00	25.0%	
EM6F	Software License Subscription	VIP AFPDS In, AFPDS Out -Entry	$ 19,354.84	$ 16,258.06	16.0%	$ 3,000.00	$ 2,250.00	25.0%	
EM6G	Software License Subscription	VIP Metacode In, Out - Entry	$ 19,354.84	$ 16,258.06	16.0%	$ 3,000.00	$ 2,250.00	25.0%	
EM6H	Software License Subscription	VIP PCL In, PCL Out - Entry	$ 19,354.84	$ 16,258.06	16.0%	$ 3,000.00	$ 2,250.00	25.0%	
EM6J	Software License Subscription	VIP PS In, PS Out - Entry	$ 19,354.84	$ 16,258.06	16.0%	$ 3,000.00	$ 2,250.00	25.0%	
EM6K	Software License Subscription	VIP PDF In, PDF Out - Entry	$ 19,354.84	$ 16,258.06	16.0%	$ 3,000.00	$ 2,250.00	25.0%	
EM6W	Software License Subscription	SFW ENH BASIC BNDL ENTRY UPG	$ 9,677.42	$ 8,129.03	16.0%	$ 1,500.00	$ 1,125.00	25.0%	
EM80	Software License Subscription	VDE Control Bundle - Base	$ 25,806.45	$ 21,677.42	16.0%	$ 4,000.00	$ 3,000.00	25.0%	
EM81	Software License Subscription	VDE Control Bundle - Standard	$ 45,161.29	$ 37,935.48	16.0%	$ 7,000.00	$ 5,250.00	25.0%	
EM82	Software License Subscription	VDE Control Bundle - Large	$ 45,161.29	$ 37,935.48	16.0%	$ 7,000.00	$ 5,250.00	25.0%	
EM83	Software License Subscription	VDE MERGE - Entry	$ 16,129.03	$ 13,548.39	16.0%	$ 2,500.00	$ 1,875.00	25.0%	
EM84	Software License Subscription	VDE MERGE - Base	$ 19,354.84	$ 16,258.06	16.0%	$ 3,000.00	$ 2,250.00	25.0%	
EM85	Software License Subscription	VDE MERGE - Standard	$ 19,354.84	$ 16,258.06	16.0%	$ 3,000.00	$ 2,250.00	25.0%	
EM86	Software License Subscription	VDE MERGE - Large	$ 25,806.45	$ 21,677.42	16.0%	$ 4,000.00	$ 3,000.00	25.0%	
EM87	Software License Subscription	VDE SPLIT - Entry	$ 16,129.03	$ 13,548.39	16.0%	$ 2,500.00	$ 1,875.00	25.0%	
EM88	Software License Subscription	VDE SPLIT - Base	$ 19,354.84	$ 16,258.06	16.0%	$ 3,000.00	$ 2,250.00	25.0%	
EM89	Software License Subscription	VDE SPLIT - Standard	$ 19,354.84	$ 16,258.06	16.0%	$ 3,000.00	$ 2,250.00	25.0%	
EM8A	Software License Subscription	VDE SPLIT - Large	$ 25,806.45	$ 21,677.42	16.0%	$ 4,000.00	$ 3,000.00	25.0%	
EMM0	Software License Subscription	OFMA Low/10K Pages	$ 967.74	$ 812.90	16.0%	$ -	$ -	25.0%	
EMM1	Software License Subscription	OFMA Med/10K Pages	$ 580.65	$ 487.74	16.0%	$ -	$ -	25.0%	
EMM2	Software License Subscription	OFMA High/10K Pages	$ 296.77	$ 249.29	16.0%	$ -	$ -	25.0%	
EMMA	Software License Subscription	OFMA Low/10K Pieces	$ 1,741.94	$ 1,463.23	16.0%	$ -	$ -	25.0%	
EMMB	Software License Subscription	OFMA Med/10K Pieces	$ 1,045.16	$ 877.94	16.0%	$ -	$ -	25.0%	
EMMC	Software License Subscription	OFMA High/10K Pieces	$ 516.13	$ 433.55	16.0%	$ -	$ -	25.0%	
EMMY	Software License Subscription	OFMA Actual/10K Pages	$ 1,458.06	$ 1,224.77	16.0%	$ -	$ -	25.0%	
EMMZ	Software License Subscription	OFMA Actual/10K Pieces	$ 2,606.45	$ 2,189.42	16.0%	$ -	$ -	25.0%	
SR25	Software License Subscription	Lic 24K SIL OCR In No DRS	$ 15,057.94	$ 10,917.00	16.0%	$ -	$ -	25.0%	
SR28	Software License Subscription	Lic 24K SIL OCR I/O No DRS	$ 19,851.61	$ 14,392.42	16.0%	$ -	$ -	25.0%	
SR2B	Software License Subscription	Lic 36K SIL OCR I/O No DRS	$ 21,690.32	$ 15,725.48	16.0%	$ -	$ -	25.0%	
SR4U	Software License Subscription	Lic 13K SIL OCR Out No DRS	$ 12,322.58	$ 8,933.87	16.0%	$ -	$ -	25.0%	
SR4V	Software License Subscription	Lic 13K SIL OCR In No DRS	$ 12,322.58	$ 8,933.87	16.0%	$ -	$ -	25.0%	
SR4W	Software License Subscription	Lic 13K SIL OCR I/O No DRS	$ 17,109.68	$ 12,404.52	16.0%	$ -	$ -	25.0%	
SR4X	Software License Subscription	Lic 13K Plat OCR w/DRS	$ 17,793.55	$ 12,900.32	16.0%	$ -	$ -	25.0%	
SR97	Software License Subscription	Lic fee, 13K Read-Write OCR	$ 9,580.65	$ 6,945.97	16.0%	$ -	$ -	25.0%	
SR9Y	Software License Subscription	Lic Fee, BPM Parcels	$ 1,612.90	$ 1,169.35	16.0%	$ -	$ -	25.0%	
SRHD	Software License Subscription	Lic 24K Plat OCR w/DRS	$ 19,851.61	$ 14,392.42	16.0%	$ -	$ -	25.0%	
SRMW	Software License Subscription	Lic Fee, Move Update	$ 5,477.42	$ 3,971.13	16.0%	$ -	$ -	25.0%	
SRMZ	Software License Subscription	Lic Fee, Full Service IMB	$ 3,987.10	$ 2,890.65	16.0%	$ -	$ -	25.0%	
SRNP	Software License Subscription	Lic Fee, 8K RAF Platinum Quad	$ 12,387.10	$ 8,980.65	16.0%	$ -	$ -	25.0%	
SRNY	Software License Subscription	Lic Fee, Standard Parcels	$ 1,612.90	$ 1,169.35	16.0%	$ -	$ -	25.0%	
SRUH	Software License Subscription	Lic, UMove Gov't	$ 7,818.06	$ 5,668.10	16.0%	$ -	$ -	25.0%	
SRVP	Software License Subscription	Lic 24K SIL OCR Out No DRS	$ 15,058.06	$ 10,917.10	16.0%	$ -	$ -	25.0%	
SRVR	Software License Subscription	Lic 36K Plat OCR w/DRS	$ 21,689.81	$ 15,725.11	16.0%	$ -	$ -	25.0%	
SRVS	Software License Subscription	Lic 36K SIL OCR Out No DRS	$ 17,793.55	$ 12,900.32	16.0%	$ -	$ -	25.0%	
SRVT	Software License Subscription	Lic Read/Write 24K	$ 12,322.58	$ 8,933.87	16.0%	$ -	$ -	25.0%	
SRVU	Software License Subscription	Lic 36K SIL OCR In No DRS	$ 17,793.55	$ 12,900.32	16.0%	$ -	$ -	25.0%	
SRVY	Software License Subscription	Lic 2K Plat OCR w/DRS	$ 16,492.90	$ 11,957.35	16.0%	$ -	$ -	25.0%	
SRVZ	Software License Subscription	Lic Parascript 20K Clicks	$ 541.94	$ 392.90	16.0%	$ -	$ -	25.0%	
SRZH	Software License Subscription	Lic Fee, EZ Flats 1st Cl Parcels	$ 1,612.90	$ 1,169.35	16.0%	$ -	$ -	25.0%	
SRZV	Software License Subscription	Lic Fee, EZ Flats Priority Mail	$ 1,612.90	$ 1,169.35	16.0%	$ -	$ -	25.0%	
SR97	Software License Subscription	Lic fee, 13K Read-Write OCR	$ 9,580.65	$ 6,945.97	16.0%	$ -	$ -	25.0%	
SR9Y	Software License Subscription	Lic Fee, BPM Parcels	$ 1,612.90	$ 1,169.35	16.0%	$ -	$ -	25.0%	
SRMW	Software License Subscription	Lic Fee, Move Update	$ 5,477.42	$ 3,971.13	16.0%	$ -	$ -	25.0%	
SRMZ	Software License Subscription	Lic Fee, Full Service IMB	$ 3,987.10	$ 2,890.65	16.0%	$ -	$ -	25.0%	
SRNP	Software License Subscription	Lic Fee, 8K RAF Platinum Quad	$ 12,387.10	$ 8,980.65	16.0%	$ -	$ -	25.0%	
SRNY	Software License Subscription	Lic Fee, Standard Parcels	$ 1,612.90	$ 1,169.35	16.0%	$ -	$ -	25.0%	
SRZH	Software License Subscription	Lic Fee, EZ Flats 1st Cl Parcels	$ 1,612.90	$ 1,169.35	16.0%	$ -	$ -	25.0%	
SRZV	Software License Subscription	Lic Fee, EZ Flats Priority Mail	$ 1,612.90	$ 1,169.35	16.0%	$ -	$ -	25.0%	
SR1B	Software License Subscription	SW-24K Plat OCR w/DRS	$ 122,270.97	$ 88,646.45	16.0%	$ -	$ -	25.0%	
SR1F	Software License Subscription	SW-36K SIL OCR I/O No DRS	$ 186,064.52	$ 134,896.77	16.0%	$ -	$ -	25.0%	
SR1J	Software License Subscription	SW-24K SIL OCR I/O No DRS	$ 139,548.39	$ 101,172.58	16.0%	$ -	$ -	25.0%	
SR1S	Software License Subscription	SW-24K SIL OCR Out No DRS	$ 102,335.48	$ 74,193.23	16.0%	$ -	$ -	25.0%	
SR1T	Software License Subscription	SW-24K SIL OCR In No DRS	$ 79,741.94	$ 57,812.90	16.0%	$ -	$ -	25.0%	
SR1U	Software License Subscription	SW-36K Plat OCR w/DRS	$ 144,864.52	$ 105,026.77	16.0%	$ -	$ -	25.0%	
SR8S	Software License Subscription	SW for Add'l Sorter, Full Service IMB	$ 24,516.13	$ 17,774.19	16.0%	$ -	$ -	25.0%	
SR8V	Software License Subscription	SW for CSA, Full Service IMB	$ 25,677.42	$ 18,616.13	16.0%	$ -	$ -	25.0%	
SR9Z	Software License Subscription	SW - EZ Flats BPM Parcel	$ 8,387.10	$ 6,080.58	16.0%	$ -	$ -	25.0%	
SRAR	Software License Subscription	SW-36K SIL OCR Out No DRS	$ 124,929.03	$ 90,573.55	16.0%	$ -	$ -	25.0%	
SRAW	Software License Subscription	SW-Read/Write 24K	$ 79,741.94	$ 57,812.90	16.0%	$ -	$ -	25.0%	
SRB4	Software License Subscription	SW-36K SIL OCR In No DRS	$ 112,967.74	$ 81,901.61	16.0%	$ -	$ -	25.0%	
SRJP	Software License Subscription	SW-13K Plat OCR w/DRS	$ 73,096.77	$ 52,995.16	16.0%	$ -	$ -	25.0%	
SRJZ	Software License Subscription	SW 13K SIL OCR Out No DRS	$ 53,161.29	$ 38,541.94	16.0%	$ -	$ -	25.0%	
SRK6	Software License Subscription	SW-13K SIL OCR In No DRS	$ 46,516.13	$ 33,724.19	16.0%	$ -	$ -	25.0%	
SRKH	Software License Subscription	SW-13K SIL OCR I/O No DRS	$ 73,096.77	$ 52,995.16	16.0%	$ -	$ -	25.0%	
SRNZ	Software License Subscription	SW- EZ Flats Std Parcel	$ 9,032.00	$ 6,548.20	16.0%	$ -	$ -	25.0%	
SRYC	Software License Subscription	EZFlats 1st Class Parcels SW	$ 8,387.10	$ 6,080.65	16.0%	$ -	$ -	25.0%	
SRYD	Software License Subscription	EZFlats Priority Mail SW	$ 8,387.10	$ 6,080.65	16.0%	$ -	$ -	25.0%	
SRZE	Software License Subscription	EZ Flats 1st Class Flats SW	$ -	$ -	16.0%	$ -	$ -	25.0%	
SRZF	Software License Subscription	EZ Flats Std Class Flats SW	$ 1,612.90	$ 1,169.35	16.0%	$ -	$ -	25.0%	
SRZG	Software License Subscription	EZ Flats Bnd Printed Matter SW	$ 1,612.90	$ 1,169.35	16.0%	$ -	$ -	25.0%	
SRZL	Software License Subscription	2K Plat Inbound, OCR SW	$ 12,903.23	$ 9,354.84	16.0%	$ -	$ -	25.0%	
SRZR	Software License Subscription	2K Plat Combo, OCR SW	$ 22,580.65	$ 16,370.97	16.0%	$ -	$ -	25.0%	
SRZW	Software License Subscription	EZFlats 1st Class Flats SW	$ 8,387.10	$ 6,080.65	16.0%	$ -	$ -	25.0%	
SRZX	Software License Subscription	EZFlats Std Cl Flats SW	$ 8,387.10	$ 6,080.65	16.0%	$ -	$ -	25.0%	
SRZY	Software License Subscription	EZFlats Bnd Prmtd Mtr SW	$ 8,387.10	$ 6,080.65	16.0%	$ -	$ -	25.0%	

NO VOLUME OR TERM DISCOUNTS INCLUDED

Software, License and Subscription	Offerors Response
The product offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage(%) Discount off MSRP/Catalog	16%
Percentage (%) Discount off Accessories	16%
Maintenance	
Maintenance for years 2-5	

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
SR07	Software License Subscription	Ann. Lic. Fee, WABCR-only	$ 10,954.84	$ 9,202.06	16.0%	$ -	$ -	25.0%	
SR25	Software License Subscription	Lic 24K SIL OCR In No DRS	$ 15,057.94	$ 12,648.67	16.0%	$ -	$ -	25.0%	
SR28	Software License Subscription	Lic 24K SIL OCR I/O No DRS	$ 19,851.61	$ 16,675.35	16.0%	$ -	$ -	25.0%	
SR2B	Software License Subscription	Lic 36K SIL OCR I/O No DRS	$ 21,690.32	$ 18,219.87	16.0%	$ -	$ -	25.0%	
SR4U	Software License Subscription	Lic 13K SIL OCR Out No DRS	$ 12,322.58	$ 10,350.97	16.0%	$ -	$ -	25.0%	
SR4V	Software License Subscription	Lic 13K SIL OCR In No DRS	$ 12,322.58	$ 10,350.97	16.0%	$ -	$ -	25.0%	
SR4W	Software License Subscription	Lic 13K SIL OCR I/O No DRS	$ 17,109.68	$ 14,372.13	16.0%	$ -	$ -	25.0%	
SR4X	Software License Subscription	Lic 13K Plat OCR w/DRS	$ 17,793.55	$ 14,946.58	16.0%	$ -	$ -	25.0%	
SR97	Software License Subscription	Lic fee, 13K Read-Write OCR	$ 9,580.65	$ 8,047.74	16.0%	$ -	$ -	25.0%	
SDDD	Software License Subscription	DRS Annual License (Smartmatch)	$ 4,186.45	$ 3,516.62	16.0%	$ -	$ -	25.0%	
SLA0	Software License Subscription	Binarizer Lic	-		16.0%	$ 516	$ 490	25.0%	$ 41
SLA1	Software License Subscription	WABCR Lic			16.0%	$ 2,258	$ 2,145	25.0%	$ 179
SLVH	Software License Subscription	WABCR Lic			16.0%	$ 2,581	$ 2,452	25.0%	$ 204
SR9Y	Software License Subscription	Lic Fee, BPM Parcels	$ 1,612.91	$ 1,354.84	16.0%	$ -	$ -	25.0%	n/a
SRBE	Software License Subscription	1M Addresscript Clicks	$ 23,258.06	$ 19,536.77	16.0%	$ -	$ -	25.0%	n/a
SRBF	Software License Subscription	500K Addresscript Clicks	$ 12,958.06	$ 10,884.77	16.0%	$ -	$ -	25.0%	n/a
SRBG	Software License Subscription	250K Addresscript Clicks	$ 6,645.16	$ 5,581.94	16.0%	$ -	$ -	25.0%	n/a
SRBH	Software License Subscription	50K Addresscript Clicks	$ 1,528.39	$ 1,283.85	16.0%	$ -	$ -	25.0%	n/a
SRDL	Software License Subscription	Ann. Lic. Fee, FastForward	$ 28,468.39	$ 23,913.45	16.0%	$ -	$ -	25.0%	n/a
SRHD	Software License Subscription	Lic 24K Plat OCR w/DRS	$ 19,851.61	$ 16,675.35	16.0%	$ -	$ -	25.0%	n/a
SRMW	Software License Subscription	Lic Fee, Move Update	$ 5,477.42	$ 4,601.03	16.0%	$ -	$ -	25.0%	n/a
SRMZ	Software License Subscription	Lic Fee, Full Service IMB	$ 3,987.10	$ 3,349.16	16.0%	$ -	$ -	25.0%	n/a
SRNP	Software License Subscription	Lic Fee, 8K RAF Platinum Quad	$ 12,387.10	$ 10,405.16	16.0%	$ -	$ -	25.0%	n/a
SRNY	Software License Subscription	Lic Fee, Standard Parcels	$ 1,612.90	$ 1,354.84	16.0%	$ -	$ -	25.0%	n/a
SRUH	Software License Subscription	Lic, UMove Gov't	$ 7,818.06	$ 6,567.17	16.0%	$ -	$ -	25.0%	n/a
SRVP	Software License Subscription	Lic 24K SIL OCR Out No DRS	$ 15,058.06	$ 12,648.77	16.0%	$ -	$ -	25.0%	n/a
SRVR	Software License Subscription	Lic 36K Plat OCR w/DRS	$ 21,689.81	$ 18,219.44	16.0%	$ -	$ -	25.0%	n/a
SRVS	Software License Subscription	Lic 36K SIL OCR Out No DRS	$ 17,793.55	$ 14,946.58	16.0%	$ -	$ -	25.0%	n/a
SRVT	Software License Subscription	Lic Read/Write 24K	$ 12,322.58	$ 10,350.97	16.0%	$ -	$ -	25.0%	n/a
SRVU	Software License Subscription	Lic 36K SIL OCR In No DRS	$ 17,793.55	$ 14,946.58	16.0%	$ -	$ -	25.0%	n/a
SRVY	Software License Subscription	Lic 2K Plat OCR w/DRS	$ 16,492.90	$ 13,854.04	16.0%	$ -	$ -	25.0%	n/a
SRVZ	Software License Subscription	Lic Parascript 20K Clicks	$ 541.94	$ 455.23	16.0%	$ -	$ -	25.0%	n/a
SRZA	Software License Subscription	Annual Lic, 2K RAF Platinum	$ 10,000.00	$ 8,400.00	16.0%	$ -	$ -	25.0%	n/a
SRZB	Software License Subscription	SFW-Parascript 20k Clicks	$ 7,419.35	$ 6,232.26	16.0%	$ -	$ -	25.0%	n/a
SRZH	Software License Subscription	Lic Fee, EZ Flats 1st Cl Parcels	$ 1,612.90	$ 1,354.84	16.0%	$ -	$ -	25.0%	n/a
SRZN	Software License Subscription	EZ Flats IB Application	$ 6,451.61	$ 5,419.35	16.0%	$ -	$ -	25.0%	n/a
SRZT	Software License Subscription	EZ Flats Combo Application	$ 14,838.71	$ 12,464.52	16.0%	$ -	$ -	25.0%	n/a
SRZV	Software License Subscription	Lic Fee, EZ Flats Priority Mail	$ 1,612.90	$ 1,354.84	16.0%	$ -	$ -	25.0%	n/a
Y3T3	Software License Subscription	Lic Fee, Tracking Module	$ 1,019.35	$ 856.26	16.0%	$ -	$ -	25.0%	n/a
Y3T0	Software License Subscription	Lic Fee, iSite Area Scan Camera	$ 2,709.68	$ 2,276.13	16.0%	$ -	$ -	25.0%	n/a
Y3T0	Software License Subscription	Lic Fee iSite Area Scan Cam 640x480	$ 2,709.68	$ 2,276.13	16.0%	$ -	$ -	25.0%	n/a
Y3T1	Software License Subscription	Lic Fee, iSite Line Scan Camera	$ 3,096.77	$ 2,601.29	16.0%	$ -	$ -	25.0%	n/a
Y3T2	Software License Subscription	Lic Fee, Add'l Area Scan Camera	$ 774.19	$ 650.32	16.0%	$ -	$ -	25.0%	n/a
	Software License Subscription			$ -	16.0%			25.0%	n/a
Y3T4	Software License Subscription	Lic Fee, Image Archive	$ 238.71	$ 200.52	16.0%	$ -	$ -	25.0%	n/a
Y3T5	Software License Subscription	Lic Fee iData Repair / System	$ 2,338.06	$ 1,963.97	16.0%	$ -	$ -	25.0%	n/a
Y3T6	Software License Subscription	Lic Fee, iDataRepair Lite	$ 1,380.65	$ 1,159.74	16.0%	$ -	$ -	25.0%	n/a
Y3T7	Software License Subscription	Lic Fee, iDataView	$ 2,032.26	$ 1,707.10	16.0%	$ -	$ -	25.0%	n/a
Y3T8	Software License Subscription	Lic Fee, iData Printer Interfacing	$ 258.06	$ 216.77	16.0%	$ -	$ -	25.0%	n/a
Y3T9	Software License Subscription	Lic Fee LineScan Camera 2k	$ 1,096.77	$ 921.29	16.0%	$ -	$ -	25.0%	n/a
Y3TA	Software License Subscription	Lic Fee LineScan Camera 4k	$ 1,290.32	$ 1,083.87	16.0%	$ -	$ -	25.0%	n/a
Y3TB	Software License Subscription	Lic Fee, iData Repair Opt 2/system	$ 6,220.65	$ 5,225.34	16.0%	$ -	$ -	25.0%	n/a
Y3TB	Software License Subscription	Lic Fee, iData Repair Opt 2/system	$ 6,220.65	$ 5,225.34	16.0%	$ -	$ -	25.0%	n/a
Y3TC	Software License Subscription	Lic Fee, iData Repair Opt 2/seat	$ 1,175.48	$ 987.41	16.0%	$ -	$ -	25.0%	n/a
Y3TC	Software License Subscription	Lic Fee, iData Repair Opt 2/seat	$ 1,175.48	$ 987.41	16.0%	$ -	$ -	25.0%	n/a
RD04	Software License Subscription	DC MCS Printer Integration SW	$ 27,354.84	$ 22,978.06	16.0%	$ 3,180.00	$ 2,385.00	25.0%	n/a
RD12	Software License Subscription	Smartscan Barcode Scan SW	$ 15,483.87	$ 13,006.45	16.0%	$ 1,800.00	$ 1,350.00	25.0%	n/a
RD60	Software License Subscription	Direct Reports w-Meter Report SW	$ 7,122.58	$ 5,982.97	16.0%	$ 828.00	$ 621.00	25.0%	n/a
RD62	Software License Subscription	DC Workstation Base SW	$ 6,838.71	$ 5,744.52	16.0%	$ 795.00	$ 596.25	25.0%	n/a
RD63	Software License Subscription	Auto Re-Synchronization SW	$ 40,645.16	$ 34,141.94	16.0%	$ 4,725.00	$ 3,543.75	25.0%	n/a
RD66	Software License Subscription	Fdr To Fdr Match-TM Merging SW	$ 11,741.94	$ 9,863.23	16.0%	$ 1,365.00	$ 1,023.75	25.0%	n/a
RD68	Software License Subscription	Prioritized Select SW	$ 22,193.55	$ 18,642.58	16.0%	$ 2,580.00	$ 1,935.00	25.0%	n/a
RD69	Software License Subscription	Outsort On Account Number SW	$ 11,032.26	$ 9,267.10	16.0%	$ 1,282.50	$ 961.88	25.0%	n/a
RD72	Software License Subscription	Total Weigh W- Meter Select Sw	$ 22,193.55	$ 18,642.58	16.0%	$ 2,580.00	$ 1,935.00	25.0%	n/a
RD73	Software License Subscription	Resettable Meter Control SW	$ 7,161.29	$ 6,015.48	16.0%	$ 832.50	$ 624.38	25.0%	n/a
RD80	Software License Subscription	Mastertrack High Integrity SW	$ 34,193.55	$ 28,722.58	16.0%	$ 3,975.00	$ 2,981.25	25.0%	n/a
J542	Arrival	Counter Signature Pad Plus	$ 1,995.00	$ 1,675.80	16.0%	n/a	n/a		
J546	SendSuite Tracking	Counter Signature Pad Plus	$ 1,995.00	$ 1,675.80	16.0%	$ 244.00	$ 183.00	25.0%	15
J582	Arrival	Tracking Assistant	$ 1,795.00	$ 1,507.80	16.0%	n/a	n/a		n/a
J583	Arrival	Tracking Assistant with Cradle	$ 2,195.00	$ 1,843.80	16.0%	n/a	n/a		n/a
J58U	Arrival	J570 Upgrade	$ 1,500.00	$ 1,260.00	16.0%	n/a	n/a		n/a
J596005	Arrival	Docking Cradle for J560	$ 495.00	$ 415.80	16.0%	n/a	n/a		n/a
J596007	Arrival	4 Slot Battery Charger & 4 batteries for J560 & J561	$ 1,195.00	$ 1,003.80	16.0%	n/a	n/a		n/a
J596015	Arrival	4 Bay Docking Station (for use with multiple J580s)	$ 995.00	$ 835.80	16.0%	n/a	n/a		n/a
J596017	Arrival	4 Bay Battery Charger & 4 batteries and Adaptors for J580 or J582 units	$ 1,395.00	$ 1,171.80	16.0%	n/a	n/a		n/a
J596018	Arrival	J580 4Bay Interconnecting Cable	$ 75.00	$ 63.00	16.0%	n/a	n/a		n/a
J596019	Arrival	Single Bay Cradle (for use with J582)	$ 425.00	$ 357.00	16.0%	n/a	n/a		n/a
J596021	Arrival	Single Port USB/Serial Cradle for T762 Tracking Assistant	$ 475.00	$ 399.00	16.0%	n/a	n/a		n/a
J596023	Arrival	Four Slot Battery Charger for Tracking Assistant Plus	$ 1,425.00	$ 1,197.00	16.0%	n/a	n/a		n/a
J596024	Arrival	Battery Adaptors (Kit of 2) for T762 TA Plus Device	$ 350.00	$ 294.00	16.0%	n/a	n/a		n/a
J596025	Arrival	Wireless Access Point	$ 1,395.00	$ 1,171.80	16.0%	n/a	n/a		n/a
J596035	Arrival	Four Bay Ethernet Cradle for Tracking Assistant Plus	$ 995.00	$ 835.80	16.0%	n/a	n/a		n/a
J796016	Arrival Express	16 MB RAM memory upgrade (SIMM) to upgrade V928/V929 CPUs	$ 500.00	$ 420.00	16.0%	n/a	n/a		n/a
J796070	SendSuite Live	Scanner Stand	$ 144.00	$ 120.96	16.0%	n/a	n/a		n/a
MSPQ	SendSuite Shipping	Software Meter Interface - per meter (Connect+ only)	$ 295.00	$ 177.00	40.0%	n/a	n/a		n/a
SFCF	Arrival Express	Arrival Express Plus	$ 2,047.00	$ 1,719.48	16.0%	n/a	n/a		n/a

NO VOLUME OR TERM DISCOUNTS INCLUDED

Software, License and Subscription	Offerors Response
The product offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage(%) Discount off MSRP/Catalog	16%
Percentage (%) Discount off Accessories	16%
Maintenance	
Maintenance for years 2-5	

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
SGB1	SendSuite Live	UPS Domestic API (1)	$ 600.00	$ 504.00	16.0%	n/a	n/a		n/a
SGB2	SendSuite Live	UPS Domestic API (2)	$ 1,200.00	$ 1,008.00	16.0%	n/a	n/a		n/a
SGBC	SendSuite Live	UPS Domestic API (100)	$ 8,000.00	$ 6,720.00	16.0%	n/a	n/a		n/a
SGBE	SendSuite Live	UPS Domestic API (Enterprise)	$ 20,000.00	$ 16,800.00	16.0%	n/a	n/a		n/a
SGBL	SendSuite Live	UPS Domestic API (50)	$ 6,000.00	$ 5,040.00	16.0%	n/a	n/a		n/a
SGBT	SendSuite Live	UPS Domestic API (25)	$ 4,000.00	$ 3,360.00	16.0%	n/a	n/a		n/a
SGBV	SendSuite Live	UPS Domestic API (5)	$ 1,440.00	$ 1,209.60	16.0%	n/a	n/a		n/a
SGBX	SendSuite Live	UPS Domestic API (10)	$ 2,000.00	$ 1,680.00	16.0%	n/a	n/a		n/a
SGC1	SendSuite Live	UPS Domestic Basic (1)	$ 600.00	$ 504.00	16.0%	n/a	n/a		n/a
SGC2	SendSuite Live	UPS Domestic Basic (2)	$ 1,200.00	$ 1,008.00	16.0%	n/a	n/a		n/a
SGCC	SendSuite Live	UPS Domestic Basic (100)	$ 8,000.00	$ 6,720.00	16.0%	n/a	n/a		n/a
SGCE	SendSuite Live	UPS Domestic Basic (Enterprise)	$ 20,000.00	$ 16,800.00	16.0%	n/a	n/a		n/a
SGCL	SendSuite Live	UPS Domestic Basic (50)	$ 6,000.00	$ 5,040.00	16.0%	n/a	n/a		n/a
SGCT	SendSuite Live	UPS Domestic Basic (25)	$ 4,000.00	$ 3,360.00	16.0%	n/a	n/a		n/a
SGCV	SendSuite Live	UPS Domestic Basic (5)	$ 1,440.00	$ 1,209.60	16.0%	n/a	n/a		n/a
SGCX	SendSuite Live	UPS Domestic Basic (10)	$ 2,000.00	$ 1,680.00	16.0%	n/a	n/a		n/a
SGM1	SendSuite Live	UPS Domestic Mail Innovations (1)	$ 600.00	$ 504.00	16.0%	n/a	n/a		n/a
SGM2	SendSuite Live	UPS Domestic Mail Innovations (2)	$ 1,200.00	$ 1,008.00	16.0%	n/a	n/a		n/a
SGMC	SendSuite Live	UPS Domestic Mail Innovations (100)	$ 8,000.00	$ 6,720.00	16.0%	n/a	n/a		n/a
SGME	SendSuite Live	UPS Domestic Mail Innovations (Enterprise)	$ 20,000.00	$ 16,800.00	16.0%	n/a	n/a		n/a
SGML	SendSuite Live	UPS Domestic Mail Innovations (50)	$ 6,000.00	$ 5,040.00	16.0%	n/a	n/a		n/a
SGMT	SendSuite Live	UPS Domestic Mail Innovations (25)	$ 4,000.00	$ 3,360.00	16.0%	n/a	n/a		n/a
SGMV	SendSuite Live	UPS Domestic Mail Innovations (5)	$ 1,440.00	$ 1,209.60	16.0%	n/a	n/a		n/a
SGMX	SendSuite Live	UPS Domestic Mail Innovations (10)	$ 2,000.00	$ 1,680.00	16.0%	n/a	n/a		n/a
SGT1	SendSuite Live	UPS Supply Chain Solutions (1)	$ 9,000.00	$ 7,560.00	16.0%	n/a	n/a		n/a
SGT2	SendSuite Live	UPS Supply Chain Solutions (2)	$ 18,000.00	$ 15,120.00	16.0%	n/a	n/a		n/a
SGTC	SendSuite Live	UPS Supply Chain Solutions (100)	$ 100,000.00	$ 84,000.00	16.0%	n/a	n/a		n/a
SGTE	SendSuite Live	UPS Supply Chain Solutions (Enterprise)	$ 100,000.00	$ 84,000.00	16.0%	n/a	n/a		n/a
SGTL	SendSuite Live	UPS Supply Chain Solutions (50)	$ 90,000.00	$ 75,600.00	16.0%	n/a	n/a		n/a
SGTT	SendSuite Live	UPS Supply Chain Solutions (25)	$ 60,000.00	$ 50,400.00	16.0%	n/a	n/a		n/a
SGTV	SendSuite Live	UPS Supply Chain Solutions (5)	$ 21,600.00	$ 18,144.00	16.0%	n/a	n/a		n/a
SGTX	SendSuite Live	UPS Supply Chain Solutions (10)	$ 30,000.00	$ 25,200.00	16.0%	n/a	n/a		n/a
SGW1	SendSuite Live	UPS Domestic Worldease (1)	$ 600.00	$ 504.00	16.0%	n/a	n/a		n/a
SGW2	SendSuite Live	UPS Domestic Worldease (2)	$ 1,200.00	$ 1,008.00	16.0%	n/a	n/a		n/a
SGWC	SendSuite Live	UPS Domestic Worldease (100)	$ 8,000.00	$ 6,720.00	16.0%	n/a	n/a		n/a
SGWE	SendSuite Live	UPS Domestic Worldease (Enterprise)	$ 20,000.00	$ 16,800.00	16.0%	n/a	n/a		n/a
SGWL	SendSuite Live	UPS Domestic Worldease (50)	$ 6,000.00	$ 5,040.00	16.0%	n/a	n/a		n/a
SGWT	SendSuite Live	UPS Domestic Worldease (25)	$ 4,000.00	$ 3,360.00	16.0%	n/a	n/a		n/a
SGWV	SendSuite Live	UPS Domestic Worldease (5)	$ 1,440.00	$ 1,209.60	16.0%	n/a	n/a		n/a
SGWX	SendSuite Live	UPS Domestic Worldease (10)	$ 2,000.00	$ 1,680.00	16.0%	n/a	n/a		n/a
SHL1	SendSuite Live	DHL (1)	$ 600.00	$ 504.00	16.0%	n/a	n/a		n/a
SHL2	SendSuite Live	DHL (2)	$ 1,200.00	$ 1,008.00	16.0%	n/a	n/a		n/a
SHLC	SendSuite Live	DHL (100)	$ 8,000.00	$ 6,720.00	16.0%	n/a	n/a		n/a
SHLE	SendSuite Live	DHL (Enterprise)	$ 20,000.00	$ 16,800.00	16.0%	n/a	n/a		n/a
SHLL	SendSuite Live	DHL (50)	$ 6,000.00	$ 5,040.00	16.0%	n/a	n/a		n/a
SHLT	SendSuite Live	DHL (25)	$ 4,000.00	$ 3,360.00	16.0%	n/a	n/a		n/a
SHLV	SendSuite Live	DHL (5)	$ 1,440.00	$ 1,209.60	16.0%	n/a	n/a		n/a
SHLX	SendSuite Live	DHL (10)	$ 2,000.00	$ 1,680.00	16.0%	n/a	n/a		n/a
SL19	SendSuite Live	High Volume 4in. Adhesive Label Printer	$ 2,195.00	$ 1,843.80	16.0%	$ 335.00	$ 251.00	25%	21
SL20	SendSuite Live	Non-Contact Programmable Wedge Scanner	$ 1,495.00	$ 1,255.80	16.0%	n/a			
SL22	SendSuite Live	Low to Mid Volume 4in. Adhesive Label Printer	$ 995.00	$ 835.80	16.0%	$ 187.00	$ 140.00	25%	11
SL26	SendSuite Live	Forms Printer (Airbill, COD, HazMat)	$ 1,195.00	$ 1,003.80	16.0%	$ 197.00	$ 147.00	25%	12
SL30	SendSuite Live	100 lb. Tabletop Scale	$ 1,195.00	$ 1,003.80	16.0%	$ 194.00	$ 145.00	25%	12
SL32	SendSuite Live	200 lb. Rollertop Scale	$ 1,695.00	$ 1,423.80	16.0%	$ 273.00	$ 204.00	25%	17
SL33	SendSuite Live	149 lb. Rollertop Scale (California only)	$ 1,695.00	$ 1,423.80	16.0%	$ 278.00	$ 208.00	25%	17
SL39	SendSuite Live	Cordless Wedge Scanner	$ 2,295.00	$ 1,927.80	16.0%	$ 349.00	$ 261.00	25%	21
SLBA	SendSuite Live	Inbound Supplier Shipping Application	$ 900.00	$ 756.00	16.0%	n/a	n/a		n/a
SLCA	SendSuite Live	UPS Custom Carrier Rate	$ 2,000.00	$ 1,680.00	16.0%	n/a	n/a		n/a
SLD1	SendSuite Live	UPS Trade Direct and Cross Border Consolidation (1)	$ 9,000.00	$ 7,560.00	16.0%	n/a	n/a		n/a
SLD2	SendSuite Live	UPS Trade Direct and Cross Border Consolidation (2)	$ 18,000.00	$ 15,120.00	16.0%	n/a	n/a		n/a
SLDC	SendSuite Live	UPS Trade Direct and Cross Border Consolidation (100)	$ 100,000.00	$ 84,000.00	16.0%	n/a	n/a		n/a
SLDE	SendSuite Live	UPS Trade Direct and Cross Border Consolidation (Enterprise)	$ 100,000.00	$ 84,000.00	16.0%	n/a	n/a		n/a
SLDL	SendSuite Live	UPS Trade Direct and Cross Border Consolidation (50)	$ 90,000.00	$ 75,600.00	16.0%	n/a	n/a		n/a
SLDT	SendSuite Live	UPS Trade Direct and Cross Border Consolidation (25)	$ 60,000.00	$ 50,400.00	16.0%	n/a	n/a		n/a
SLDV	SendSuite Live	UPS Trade Direct and Cross Border Consolidation (5)	$ 21,600.00	$ 18,144.00	16.0%	n/a	n/a		n/a
SLDX	SendSuite Live	UPS Trade Direct and Cross Border Consolidation (10)	$ 30,000.00	$ 25,200.00	16.0%	n/a	n/a		n/a
SLEP	SendSuite Live	E-Certified/eRR Productivity Pack	$ 3,080.00	$ 2,587.20	16.0%	n/a	n/a		n/a
SLER	SendSuite Live	ERR, Certified Mail, and Proof of Delivery	$ 795.00	$ 667.80	16.0%	n/a	n/a		n/a
SLF1	SendSuite Live	Parcel Logistics Event Management Activation (1)	$ 900.00	$ 756.00	16.0%	n/a	n/a		n/a
SLF2	SendSuite Live	Parcel Logistics Event Management Activation (2)	$ 1,800.00	$ 1,512.00	16.0%	n/a	n/a		n/a

NO VOLUME OR TERM DISCOUNTS INCLUDED

Software, License and Subscription	Offerors Response
The product offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage(%) Discount off MSRP/Catalog	16%
Percentage (%) Discount off Accessories	16%
Maintenance	
Maintenance for years 2-5	

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
SLFC	SendSuite Live	Parcel Logistics Event Management Activation (100)	$ 12,000.00	$ 10,080.00	16.0%	n/a	n/a		n/a
SLFE	SendSuite Live	Parcel Logistics Event Management Activation (Enterprise)	$ 15,000.00	$ 12,600.00	16.0%	n/a	n/a		n/a
SLFL	SendSuite Live	Parcel Logistics Event Management Activation (50)	$ 9,000.00	$ 7,560.00	16.0%	n/a	n/a		n/a
SLFT	SendSuite Live	Parcel Logistics Event Management Activation (25)	$ 6,000.00	$ 5,040.00	16.0%	n/a	n/a		n/a
SLFV	SendSuite Live	Parcel Logistics Event Management Activation (5)	$ 2,160.00	$ 1,814.40	16.0%	n/a	n/a		n/a
SLFX	SendSuite Live	Parcel Logistics Event Management Activation (10)	$ 3,000.00	$ 2,520.00	16.0%	n/a	n/a		n/a
SLG1	SendSuite Live	Parcel Spend Management Activation (1)	$ 900.00	$ 756.00	16.0%	n/a	n/a		n/a
SLG2	SendSuite Live	Parcel Spend Management Activation (2)	$ 1,800.00	$ 1,512.00	16.0%	n/a	n/a		n/a
SLGC	SendSuite Live	Parcel Spend Management Activation (100)	$ 12,000.00	$ 10,080.00	16.0%	n/a	n/a		n/a
SLGE	SendSuite Live	Parcel Spend Management Activation (Enterprise)	$ 15,000.00	$ 12,600.00	16.0%	n/a	n/a		n/a
SLGL	SendSuite Live	Parcel Spend Management Activation (50)	$ 9,000.00	$ 7,560.00	16.0%	n/a	n/a		n/a
SLGT	SendSuite Live	Parcel Spend Management Activation (25)	$ 6,000.00	$ 5,040.00	16.0%	n/a	n/a		n/a
SLGV	SendSuite Live	Parcel Spend Management Activation (5)	$ 2,160.00	$ 1,814.40	16.0%	n/a	n/a		n/a
SLGX	SendSuite Live	Parcel Spend Management Activation (10)	$ 3,000.00	$ 2,520.00	16.0%	n/a	n/a		n/a
SLH1	SendSuite Live	Hazardous Materials (1)	$ 5,000.00	$ 4,200.00	16.0%	n/a	n/a		n/a
SLH2	SendSuite Live	Hazardous Materials (2)	$ 6,000.00	$ 5,040.00	16.0%	n/a	n/a		n/a
SLHC	SendSuite Live	Hazardous Materials (100)	$ 40,000.00	$ 33,600.00	16.0%	n/a	n/a		n/a
SLHE	SendSuite Live	Hazardous Materials (Enterprise)	$ 50,000.00	$ 42,000.00	16.0%	n/a	n/a		n/a
SLHL	SendSuite Live	Hazardous Materials (50)	$ 30,000.00	$ 25,200.00	16.0%	n/a	n/a		n/a
SLHT	SendSuite Live	Hazardous Materials (25)	$ 20,000.00	$ 16,800.00	16.0%	n/a	n/a		n/a
SLHV	SendSuite Live	Hazardous Materials (5)	$ 7,200.00	$ 6,048.00	16.0%	n/a	n/a		n/a
SLHX	SendSuite Live	Hazardous Materials (10)	$ 10,000.00	$ 8,400.00	16.0%	n/a	n/a		n/a
SLJ1	SendSuite Live	Pack Verification (1)	$ 9,000.00	$ 7,560.00	16.0%	n/a	n/a		n/a
SLJ2	SendSuite Live	Pack Verification (2)	$ 18,000.00	$ 15,120.00	16.0%	n/a	n/a		n/a
SLJC	SendSuite Live	Pack Verification (100)	$ 100,000.00	$ 84,000.00	16.0%	n/a	n/a		n/a
SLJE	SendSuite Live	Pack Verification (Enterprise)	$ 100,000.00	$ 84,000.00	16.0%	n/a	n/a		n/a
SLJL	SendSuite Live	Pack Verification (50)	$ 90,000.00	$ 75,600.00	16.0%	n/a	n/a		n/a
SLJT	SendSuite Live	Pack Verification (25)	$ 60,000.00	$ 50,400.00	16.0%	n/a	n/a		n/a
SLJV	SendSuite Live	Pack Verification (5)	$ 21,600.00	$ 18,144.00	16.0%	n/a	n/a		n/a
SLJX	SendSuite Live	Pack Verification (10)	$ 30,000.00	$ 25,200.00	16.0%	n/a	n/a		n/a
SLK1	SendSuite Live	In-motion Scale/Conveyor Controller (1)	$ 9,000.00	$ 7,560.00	16.0%	n/a	n/a		n/a
SLK2	SendSuite Live	In-motion Scale/Conveyor Controller (2)	$ 18,000.00	$ 15,120.00	16.0%	n/a	n/a		n/a
SLKC	SendSuite Live	In-motion Scale/Conveyor Controller (100)	$ 100,000.00	$ 84,000.00	16.0%	n/a	n/a		n/a
SLKE	SendSuite Live	In-motion Scale/Conveyor Controller (Enterprise)	$ 100,000.00	$ 84,000.00	16.0%	n/a	n/a		n/a
SLKL	SendSuite Live	In-motion Scale/Conveyor Controller (50)	$ 90,000.00	$ 75,600.00	16.0%	n/a	n/a		n/a
SLKT	SendSuite Live	In-motion Scale/Conveyor Controller (25)	$ 60,000.00	$ 50,400.00	16.0%	n/a	n/a		n/a
SLKV	SendSuite Live	In-motion Scale/Conveyor Controller (5)	$ 21,600.00	$ 18,144.00	16.0%	n/a	n/a		n/a
SLKX	SendSuite Live	In-motion Scale/Conveyor Controller (10)	$ 30,000.00	$ 25,200.00	16.0%	n/a	n/a		n/a
SLL1	SendSuite Live	Ship to Hold (1)	$ 9,000.00	$ 7,560.00	16.0%	n/a	n/a		n/a
SLL2	SendSuite Live	Ship to Hold (2)	$ 18,000.00	$ 15,120.00	16.0%	n/a	n/a		n/a
SLLC	SendSuite Live	Ship to Hold (100)	$ 100,000.00	$ 84,000.00	16.0%	n/a	n/a		n/a
SLLE	SendSuite Live	Ship to Hold (Enterprise)	$ 100,000.00	$ 84,000.00	16.0%	n/a	n/a		n/a
SLLL	SendSuite Live	Ship to Hold (50)	$ 90,000.00	$ 75,600.00	16.0%	n/a	n/a		n/a
SLLT	SendSuite Live	Ship to Hold (25)	$ 60,000.00	$ 50,400.00	16.0%	n/a	n/a		n/a
SLLV	SendSuite Live	Ship to Hold (5)	$ 21,600.00	$ 18,144.00	16.0%	n/a	n/a		n/a
SLLX	SendSuite Live	Ship to Hold (10)	$ 30,000.00	$ 25,200.00	16.0%	n/a	n/a		n/a
SLM1	SendSuite Live	Oracle (1)	$ 9,000.00	$ 7,560.00	16.0%	n/a	n/a		n/a
SLM2	SendSuite Live	Oracle (2)	$ 18,000.00	$ 15,120.00	16.0%	n/a	n/a		n/a
SLMC	SendSuite Live	Oracle (100)	$ 100,000.00	$ 84,000.00	16.0%	n/a	n/a		n/a
SLME	SendSuite Live	Oracle (Enterprise)	$ 100,000.00	$ 84,000.00	16.0%	n/a	n/a		n/a
SLML	SendSuite Live	Oracle (50)	$ 90,000.00	$ 75,600.00	16.0%	n/a	n/a		n/a
SLMT	SendSuite Live	Oracle (25)	$ 60,000.00	$ 50,400.00	16.0%	n/a	n/a		n/a
SLMV	SendSuite Live	Oracle (5)	$ 21,600.00	$ 18,144.00	16.0%	n/a	n/a		n/a
SLMX	SendSuite Live	Oracle (10)	$ 30,000.00	$ 25,200.00	16.0%	n/a	n/a		n/a
SLN1	SendSuite Live	SAP (1)	$ 9,000.00	$ 7,560.00	16.0%	n/a	n/a		n/a
SLN2	SendSuite Live	SAP (2)	$ 18,000.00	$ 15,120.00	16.0%	n/a	n/a		n/a
SLNC	SendSuite Live	SAP (100)	$ 100,000.00	$ 84,000.00	16.0%	n/a	n/a		n/a
SLNE	SendSuite Live	SAP (Enterprise)	$ 100,000.00	$ 84,000.00	16.0%	n/a	n/a		n/a
SLNL	SendSuite Live	SAP (50)	$ 90,000.00	$ 75,600.00	16.0%	n/a	n/a		n/a
SLNT	SendSuite Live	SAP (25)	$ 60,000.00	$ 50,400.00	16.0%	n/a	n/a		n/a
SLNV	SendSuite Live	SAP (5)	$ 21,600.00	$ 18,144.00	16.0%	n/a	n/a		n/a
SLNX	SendSuite Live	SAP (10)	$ 30,000.00	$ 25,200.00	16.0%	n/a	n/a		n/a
SLP1	SendSuite Live	IBM iSeries (1)	$ 9,000.00	$ 7,560.00	16.0%	n/a	n/a		n/a
SLP2	SendSuite Live	IBM iSeries (2)	$ 18,000.00	$ 15,120.00	16.0%	n/a	n/a		n/a
SLPC	SendSuite Live	IBM iSeries (100)	$ 100,000.00	$ 84,000.00	16.0%	n/a	n/a		n/a
SLPE	SendSuite Live	IBM iSeries (Enterprise)	$ 100,000.00	$ 84,000.00	16.0%	n/a	n/a		n/a
SLPL	SendSuite Live	IBM iSeries (50)	$ 90,000.00	$ 75,600.00	16.0%	n/a	n/a		n/a
SLPT	SendSuite Live	IBM iSeries (25)	$ 60,000.00	$ 50,400.00	16.0%	n/a	n/a		n/a
SLPV	SendSuite Live	IBM iSeries (5)	$ 21,600.00	$ 18,144.00	16.0%	n/a	n/a		n/a
SLPX	SendSuite Live	IBM iSeries (10)	$ 30,000.00	$ 25,200.00	16.0%	n/a	n/a		n/a
SLR1	SendSuite Live	.NET Host Connector (1)	$ 9,000.00	$ 7,560.00	16.0%	n/a	n/a		n/a
SLR2	SendSuite Live	.NET Host Connector (2)	$ 18,000.00	$ 15,120.00	16.0%	n/a	n/a		n/a
SLRC	SendSuite Live	.NET Host Connector (100)	$ 100,000.00	$ 84,000.00	16.0%	n/a	n/a		n/a
SLRE	SendSuite Live	.NET Host Connector (Enterprise)	$ 100,000.00	$ 84,000.00	16.0%	n/a	n/a		n/a
SLRL	SendSuite Live	.NET Host Connector (50)	$ 90,000.00	$ 75,600.00	16.0%	n/a	n/a		n/a
SLRT	SendSuite Live	.NET Host Connector (25)	$ 60,000.00	$ 50,400.00	16.0%	n/a	n/a		n/a

NO VOLUME OR TERM DISCOUNTS INCLUDED

Software, License and Subscription	Offerors Response
The product offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage(%) Discount off MSRP/Catalog	16%
Percentage (%) Discount off Accessories	16%
Maintenance	
Maintenance for years 2-5	

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
SLRV	SendSuite Live	.NET Host Connector (5)	$ 21,600.00	$ 18,144.00	16.0%	n/a	n/a		n/a
SLRX	SendSuite Live	.NET Host Connector (10)	$ 30,000.00	$ 25,200.00	16.0%	n/a	n/a		n/a
SLW1	SendSuite Live	Management Dynamics Restricted Party Screening (1)	$ 3,000.00	$ 2,520.00	16.0%	n/a	n/a		n/a
SLW2	SendSuite Live	Management Dynamics Restricted Party Screening (2)	$ 6,000.00	$ 5,040.00	16.0%	n/a	n/a		n/a
SLWC	SendSuite Live	Management Dynamics Restricted Party Screening (100)	$ 40,000.00	$ 33,600.00	16.0%	n/a	n/a		n/a
SLWE	SendSuite Live	Management Dynamics Restricted Party Screening (Enterprise)	$ 50,000.00	$ 42,000.00	16.0%	n/a	n/a		n/a
SLWL	SendSuite Live	Management Dynamics Restricted Party Screening (50)	$ 30,000.00	$ 25,200.00	16.0%	n/a	n/a		n/a
SLWT	SendSuite Live	Management Dynamics Restricted Party Screening (25)	$ 20,000.00	$ 16,800.00	16.0%	n/a	n/a		n/a
SLWV	SendSuite Live	Management Dynamics Restricted Party Screening (5)	$ 7,200.00	$ 6,048.00	16.0%	n/a	n/a		n/a
SLWX	SendSuite Live	Management Dynamics Restricted Party Screening (10)	$ 10,000.00	$ 8,400.00	16.0%	n/a	n/a		n/a
SLX1	SendSuite Live	Management Dynamics License Validation (1)	$ 3,000.00	$ 2,520.00	16.0%	n/a	n/a		n/a
SLX2	SendSuite Live	Management Dynamics License Validation (2)	$ 6,000.00	$ 5,040.00	16.0%	n/a	n/a		n/a
SLXC	SendSuite Live	Management Dynamics License Validation (100)	$ 40,000.00	$ 33,600.00	16.0%	n/a	n/a		n/a
SLXE	SendSuite Live	Management Dynamics License Validation (Enterprise)	$ 50,000.00	$ 42,000.00	16.0%	n/a	n/a		n/a
SLXL	SendSuite Live	Management Dynamics License Validation (50)	$ 30,000.00	$ 25,200.00	16.0%	n/a	n/a		n/a
SLXT	SendSuite Live	Management Dynamics License Validation (25)	$ 20,000.00	$ 16,800.00	16.0%	n/a	n/a		n/a
SLXV	SendSuite Live	Management Dynamics License Validation (5)	$ 7,200.00	$ 6,048.00	16.0%	n/a	n/a		n/a
SLXX	SendSuite Live	Management Dynamics License Validation (10)	$ 10,000.00	$ 8,400.00	16.0%	n/a	n/a		n/a
SLY1	SendSuite Live	Black Box SDK (1)	$ 9,000.00	$ 7,560.00	16.0%	n/a	n/a		n/a
SLY2	SendSuite Live	Black Box SDK (2)	$ 18,000.00	$ 15,120.00	16.0%	n/a	n/a		n/a
SLYC	SendSuite Live	Black Box SDK (100)	$ 100,000.00	$ 84,000.00	16.0%	n/a	n/a		n/a
SLYE	SendSuite Live	Black Box SDK (Enterprise)	$ 100,000.00	$ 84,000.00	16.0%	n/a	n/a		n/a
SLYL	SendSuite Live	Black Box SDK (50)	$ 90,000.00	$ 75,600.00	16.0%	n/a	n/a		n/a
SLYT	SendSuite Live	Black Box SDK (25)	$ 60,000.00	$ 50,400.00	16.0%	n/a	n/a		n/a
SLYV	SendSuite Live	Black Box SDK (5)	$ 21,600.00	$ 18,144.00	16.0%	n/a	n/a		n/a
SLYX	SendSuite Live	Black Box SDK (10)	$ 30,000.00	$ 25,200.00	16.0%	n/a	n/a		n/a
SMF1	SendSuite Live	CTSI - 3PL Management Activation (1)	$ 9,000.00	$ 7,560.00	16.0%	n/a	n/a		n/a
SMF2	SendSuite Live	CTSI - 3PL Management Activation (2)	$ 18,000.00	$ 15,120.00	16.0%	n/a	n/a		n/a
SMFC	SendSuite Live	CTSI - 3PL Management Activation (100)	$ 100,000.00	$ 84,000.00	16.0%	n/a	n/a		n/a
SMFE	SendSuite Live	CTSI - 3PL Management Activation (Enterprise)	$ 100,000.00	$ 84,000.00	16.0%	n/a	n/a		n/a
SMFL	SendSuite Live	CTSI - 3PL Management Activation (50)	$ 90,000.00	$ 75,600.00	16.0%	n/a	n/a		n/a
SMFT	SendSuite Live	CTSI - 3PL Management Activation (25)	$ 60,000.00	$ 50,400.00	16.0%	n/a	n/a		n/a
SMFV	SendSuite Live	CTSI - 3PL Management Activation (5)	$ 21,600.00	$ 18,144.00	16.0%	n/a	n/a		n/a
SMFX	SendSuite Live	CTSI - 3PL Management Activation (10)	$ 30,000.00	$ 25,200.00	16.0%	n/a	n/a		n/a
SMG1	SendSuite Live	CTSI - Optimization Activation (1)	$ 9,000.00	$ 7,560.00	16.0%	n/a	n/a		n/a
SMG2	SendSuite Live	CTSI - Optimization Activation (2)	$ 18,000.00	$ 15,120.00	16.0%	n/a	n/a		n/a
SMGC	SendSuite Live	CTSI - Optimization Activation (100)	$ 100,000.00	$ 84,000.00	16.0%	n/a	n/a		n/a
SMGE	SendSuite Live	CTSI - Optimization Activation (Enterprise)	$ 100,000.00	$ 84,000.00	16.0%	n/a	n/a		n/a
SMGL	SendSuite Live	CTSI - Optimization Activation (50)	$ 90,000.00	$ 75,600.00	16.0%	n/a	n/a		n/a
SMGT	SendSuite Live	CTSI - Optimization Activation (25)	$ 60,000.00	$ 50,400.00	16.0%	n/a	n/a		n/a
SMGV	SendSuite Live	CTSI - Optimization Activation (5)	$ 21,600.00	$ 18,144.00	16.0%	n/a	n/a		n/a
SMGX	SendSuite Live	CTSI - Optimization Activation (10)	$ 30,000.00	$ 25,200.00	16.0%	n/a	n/a		n/a
SMN1	SendSuite Live	CTSI: Shipment Tracking/Event Management (1)	$ 900.00	$ 756.00	16.0%	n/a	n/a		n/a
SMN2	SendSuite Live	CTSI: Shipment Tracking/Event Management (2)	$ 1,800.00	$ 1,512.00	16.0%	n/a	n/a		n/a
SMNC	SendSuite Live	CTSI: Shipment Tracking/Event Management (100)	$ 12,000.00	$ 10,080.00	16.0%	n/a	n/a		n/a
SMNE	SendSuite Live	CTSI: Shipment Tracking/Event Management (Enterprise)	$ 15,000.00	$ 12,600.00	16.0%	n/a	n/a		n/a
SMNL	SendSuite Live	CTSI: Shipment Tracking/Event Management (50)	$ 9,000.00	$ 7,560.00	16.0%	n/a	n/a		n/a
SMNT	SendSuite Live	CTSI: Shipment Tracking/Event Management (25)	$ 6,000.00	$ 5,040.00	16.0%	n/a	n/a		n/a
SMNV	SendSuite Live	CTSI: Shipment Tracking/Event Management (5)	$ 2,160.00	$ 1,814.40	16.0%	n/a	n/a		n/a
SMNX	SendSuite Live	CTSI: Shipment Tracking/Event Management (10)	$ 3,000.00	$ 2,520.00	16.0%	n/a	n/a		n/a
SNB1	SendSuite Live	BAX Global (1)	$ 600.00	$ 504.00	16.0%	n/a	n/a		n/a
SNB2	SendSuite Live	BAX Global (2)	$ 1,200.00	$ 1,008.00	16.0%	n/a	n/a		n/a
SNBC	SendSuite Live	BAX Global (100)	$ 8,000.00	$ 6,720.00	16.0%	n/a	n/a		n/a
SNBE	SendSuite Live	BAX Global (Enterprise)	$ 20,000.00	$ 16,800.00	16.0%	n/a	n/a		n/a
SNBL	SendSuite Live	BAX Global (50)	$ 6,000.00	$ 5,040.00	16.0%	n/a	n/a		n/a
SNBT	SendSuite Live	BAX Global (25)	$ 4,000.00	$ 3,360.00	16.0%	n/a	n/a		n/a
SNBV	SendSuite Live	BAX Global (5)	$ 1,440.00	$ 1,209.60	16.0%	n/a	n/a		n/a
SNBX	SendSuite Live	BAX Global (10)	$ 2,000.00	$ 1,680.00	16.0%	n/a	n/a		n/a

NO VOLUME OR TERM DISCOUNTS INCLUDED

Software, License and Subscription	Offerors Response
The product offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage(%) Discount off MSRP/Catalog	16%
Percentage (%) Discount off Accessories	16%
Maintenance	
Maintenance for years 2-5	

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
SNJ1	SendSuite Live	Miscellaneous Domestic carriers (1)	$ 600.00	$ 504.00	16.0%	n/a	n/a		n/a
SNJ2	SendSuite Live	Miscellaneous Domestic carriers (2)	$ 1,200.00	$ 1,008.00	16.0%	n/a	n/a		n/a
SNJC	SendSuite Live	Miscellaneous Domestic carriers (100)	$ 8,000.00	$ 6,720.00	16.0%	n/a	n/a		n/a
SNJE	SendSuite Live	Miscellaneous Domestic carriers (Enterprise)	$ 20,000.00	$ 16,800.00	16.0%	n/a	n/a		n/a
SNJL	SendSuite Live	Miscellaneous Domestic carriers (50)	$ 6,000.00	$ 5,040.00	16.0%	n/a	n/a		n/a
SNJT	SendSuite Live	Miscellaneous Domestic carriers (25)	$ 4,000.00	$ 3,360.00	16.0%	n/a	n/a		n/a
SNJV	SendSuite Live	Miscellaneous Domestic carriers (5)	$ 1,440.00	$ 1,209.60	16.0%	n/a	n/a		n/a
SNJX	SendSuite Live	Miscellaneous Domestic carriers (10)	$ 2,000.00	$ 1,680.00	16.0%	n/a	n/a		n/a
SNL1	SendSuite Live	Purolator (1)	$ 600.00	$ 504.00	16.0%	n/a	n/a		n/a
SNL2	SendSuite Live	Purolator (2)	$ 1,200.00	$ 1,008.00	16.0%	n/a	n/a		n/a
SNLC	SendSuite Live	Purolator (100)	$ 8,000.00	$ 6,720.00	16.0%	n/a	n/a		n/a
SNLE	SendSuite Live	Purolator (Enterprise)	$ 20,000.00	$ 16,800.00	16.0%	n/a	n/a		n/a
SNLL	SendSuite Live	Purolator (50)	$ 6,000.00	$ 5,040.00	16.0%	n/a	n/a		n/a
SNLT	SendSuite Live	Purolator (25)	$ 4,000.00	$ 3,360.00	16.0%	n/a	n/a		n/a
SNLV	SendSuite Live	Purolator (5)	$ 1,440.00	$ 1,209.60	16.0%	n/a	n/a		n/a
SNLX	SendSuite Live	Purolator (10)	$ 2,000.00	$ 1,680.00	16.0%	n/a	n/a		n/a
SS1C	SendSuite Live	SendSuite Live Mail Center Package	$ 5,000.00	$ 4,200.00	16.0%	n/a	n/a		n/a
SS1M	SendSuite Live	Migration Package Single User	$ 13,910.00	$ 11,684.40	16.0%	$ 187.00	$ 140.00	25%	11
SS2M	SendSuite Live	Migration Package Multi User	$ 21,410.00	$ 17,984.40	16.0%	$ 187.00	$ 140.00	25%	11
SSCA	SendSuite Live	Additional Carrier Account Activation	$ 1,000.00	$ 840.00	16.0%	n/a	n/a		n/a
SSCF	SendSuite Live	Standard FedEx Carrier Activation	$ -	$ -	16.0%	n/a	n/a		n/a
SSCS	SendSuite Live	Standard USPS Carrier Activation	$ -	$ -	16.0%	n/a	n/a		n/a
SSCU	SendSuite Live	Standard UPS Carrier Activation	$ -	$ -	16.0%	n/a	n/a		n/a
SSCW	SendSuite Live	USPS On-Line Postage Activation (IOP)	$ -	$ -	16.0%	n/a	n/a		n/a
SSH1	SendSuite Live	Additional SendSuite Live (1) Standard Single User Locations	$ 3,750.00	$ 3,150.00	16.0%	n/a	n/a		n/a
SSH2	SendSuite Live	Additional SendSuite Live (2) Standard Single User Locations	$ 7,500.00	$ 6,300.00	16.0%	n/a	n/a		n/a
SSHC	SendSuite Live	Additional SendSuite Live (100) Standard Single User Locations	$ 50,000.00	$ 42,000.00	16.0%	n/a	n/a		n/a
SSHE	SendSuite Live	Additional SendSuite Live (Enterprise) Standard Single User Locations	$ 250,000.00	$ 210,000.00	16.0%	n/a	n/a		n/a
SSHL	SendSuite Live	Additional SendSuite Live (50) Standard Single User Locations	$ 37,500.00	$ 31,500.00	16.0%	n/a	n/a		n/a
SSHT	SendSuite Live	Additional SendSuite Live (25) Standard Single User Locations	$ 25,000.00	$ 21,000.00	16.0%	n/a	n/a		n/a
SSHV	SendSuite Live	Additional SendSuite Live (5) Standard Single User Locations	$ 9,000.00	$ 7,560.00	16.0%	n/a	n/a		n/a
SSHX	SendSuite Live	Additional SendSuite Live (10) Standard Single User Locations	$ 12,500.00	$ 10,500.00	16.0%	n/a	n/a		n/a
SSJ1	SendSuite Live	Additional SendSuite Live (1) Extended Single User Locations	$ 12,500.00	$ 10,500.00	16.0%	n/a	n/a		n/a
SSJ2	SendSuite Live	Additional SendSuite Live (2) Extended Single User Locations	$ 20,000.00	$ 16,800.00	16.0%	n/a	n/a		n/a
SSJC	SendSuite Live	Additional SendSuite Live (100) Extended Single User Locations	$ 175,000.00	$ 147,000.00	16.0%	n/a	n/a		n/a
SSJE	SendSuite Live	Additional SendSuite Live (Enterprise) Extended Single User Locations	$ 500,000.00	$ 420,000.00	16.0%	n/a	n/a		n/a
SSJL	SendSuite Live	Additional SendSuite Live (50) Extended Single User Locations	$ 125,000.00	$ 105,000.00	16.0%	n/a	n/a		n/a
SSJT	SendSuite Live	Additional SendSuite Live (25) Extended Single User Locations	$ 75,000.00	$ 63,000.00	16.0%	n/a	n/a		n/a
SSJV	SendSuite Live	Additional SendSuite Live (5) Extended Single User Locations	$ 25,000.00	$ 21,000.00	16.0%	n/a	n/a		n/a
SSJX	SendSuite Live	Additional SendSuite Live (10) Extended Single User Locations	$ 37,500.00	$ 31,500.00	16.0%	n/a	n/a		n/a
SSL1	SendSuite Live	SendSuite Live Standard License - Single Location/Single Workstation	$ 7,500.00	$ 6,300.00	16.0%	n/a	n/a		n/a
SSL2	SendSuite Live	SendSuite Live Standard License - 2 Locations/Unlimited Workstations	$ 16,000.00	$ 13,440.00	16.0%	n/a	n/a		n/a
SSLC	SendSuite Live	SendSuite Live Standard License - 100 Location/Unlimited Workstations	$ 100,000.00	$ 84,000.00	16.0%	n/a	n/a		n/a
SSLE	SendSuite Live	SendSuite Live Standard License - Enterprise/Unlimited Workstations	$ 250,000.00	$ 210,000.00	16.0%	n/a	n/a		n/a
SSLL	SendSuite Live	SendSuite Live Standard License - 50 Location/Unlimited Workstations	$ 75,000.00	$ 63,000.00	16.0%	n/a	n/a		n/a
SSLN	SendSuite Live	SendSuite Live Standard License - Single Location/Unlimited Workstations	$ 15,000.00	$ 12,600.00	16.0%	n/a	n/a		n/a
SSLT	SendSuite Live	SendSuite Live Standard License - 25 Location/Unlimited Workstations	$ 50,000.00	$ 42,000.00	16.0%	n/a	n/a		n/a
SSLV	SendSuite Live	SendSuite Live Standard License - 5 Location/Unlimited Workstations	$ 18,000.00	$ 15,120.00	16.0%	n/a	n/a		n/a
SSLX	SendSuite Live	SendSuite Live Standard License - 10 Location/Unlimited Workstations	$ 25,000.00	$ 21,000.00	16.0%	n/a	n/a		n/a

NO VOLUME OR TERM DISCOUNTS INCLUDED

Software, License and Subscription	Offerors Response
The product offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage(%) Discount off MSRP/Catalog	16%
Percentage (%) Discount off Accessories	16%
Maintenance	
Maintenance for years 2-5	

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
SSLZ	SendSuite Live	Additional Workstation License (SendSuite Live Standard Single Location)	$ 3,000.00	$ 2,520.00	16.0%	n/a	n/a		n/a
SSN1	SendSuite Live	SendSuite Live Extended License - Single Location/Unlimited Workstations	$ 25,000.00	$ 21,000.00	16.0%	n/a	n/a		n/a
SSN2	SendSuite Live	SendSuite Live Extended License - 2 Locations/Unlimited Workstations	$ 40,000.00	$ 33,600.00	16.0%	n/a	n/a		n/a
SSNC	SendSuite Live	SendSuite Live Extended License - 100 Location/Unlimited Workstations	$ 350,000.00	$ 294,000.00	16.0%	n/a	n/a		n/a
SSNE	SendSuite Live	SendSuite Live Extended License - Enterprise/Unlimited Workstations	$ 500,000.00	$ 420,000.00	16.0%	n/a	n/a		n/a
SSNL	SendSuite Live	SendSuite Live Extended License - 50 Location/Unlimited Workstations	$ 250,000.00	$ 210,000.00	16.0%	n/a	n/a		n/a
SSNT	SendSuite Live	SendSuite Live Extended License - 25 Location/Unlimited Workstations	$ 150,000.00	$ 126,000.00	16.0%	n/a	n/a		n/a
SSNV	SendSuite Live	SendSuite Live Extended License - 5 Location/Unlimited Workstations	$ 50,000.00	$ 42,000.00	16.0%	n/a	n/a		n/a
SSNX	SendSuite Live	SendSuite Live Extended License - 10 Location/Unlimited Workstations	$ 75,000.00	$ 63,000.00	16.0%	n/a	n/a		n/a
T25B	SendSuite Express	SendSuite Xpress Postal Manager- Software only - USPS Meter Rates Can Add USPS Manifesting	$ 4,580.00	$ 3,847.20	16.0%	n/a	n/a		n/a
T25C	SendSuite Express	SendSuite Xpress 300 Can Add Any Three Carriers	$ 5,380.00	$ 4,519.20	16.0%	n/a	n/a		n/a
T25D	SendSuite Express	SendSuite Xpress 400 Can Add Any Four Carriers	$ 6,580.00	$ 5,527.20	16.0%	n/a	n/a		n/a
T25E	SendSuite Express	SendSuite Xpress 500 - All Carriers, Networking and Simple Integration	$ 7,780.00	$ 6,535.20	16.0%	n/a	n/a		n/a
T25F	SendSuite Express	SendSuite Xpress Postal Manager Turnkey - USPS Meter Rates - USPS Meter Rates Can Add USPS Manifesting	$ 10,680.00	$ 8,971.20	16.0%	$ 516.00	$ 387.00	25%	32
T25G	SendSuite Express	SendSuite Xpress 1000 - All Carriers, Networking and Integration	$ 12,880.00	$ 10,819.20	16.0%	n/a	n/a		n/a
T25S	SendSuite Express	SendSuite Xpress Speedee Turnkey	$ 6,680.00	$ 5,611.20	16.0%	$ 747.00	$ 560.00	25%	45
T2K1	SendSuite Express	SendSuite Xpress Postal Manager 1	$ 3,535.00	$ 2,969.40	16.0%	n/a	n/a		
T2RC	SendSuite Express	Cross Sell SendSuite Xpress Package	$ 5,380.00	$ 4,519.20	16.0%	$ 561.00	$ 420.00	25%	34
T2RD	SendSuite Express	SendSuite Xpress 400 - 4 Carrier Loyalty Package	$ 6,580.00	$ 5,527.20	16.0%	$ 374.00	$ 280.00	25%	23
T2RE	SendSuite Express	SendSuite Xpress 500 - All Carrier Loyalty Package	$ 9,880.00	$ 8,299.20	16.0%	$ 374.00	$ 280.00	25%	23
T2RG	SendSuite Express	SendSuite Xpress 1000 - All Carriers, Networking and Integration Loyalty Package	$ 12,880.00	$ 10,819.20	16.0%	$ 374.00	$ 280.00	25%	23
T2RH	SendSuite Express	Ascent to Sendsuite Xpress 300 - 3 Carrier Loyalty Package	$ 5,380.00	$ 4,519.20	16.0%	n/a	n/a		n/a
T2RJ	SendSuite Express	Ascent to Sendsuite Xpress 400 - 4 Carrier Loyalty Package	$ 6,580.00	$ 5,527.20	16.0%	n/a	n/a		n/a
T2RK	SendSuite Express	Ascent to Sendsuite Xpress 500 - All Carrier Loyalty Package	$ 9,880.00	$ 8,299.20	16.0%	n/a	n/a		n/a
T2RL	SendSuite Express	Ascent to SS Sendsuite 1000 - All Carrier Networking and Integration Loyalty Package	$ 12,880.00	$ 10,819.20	16.0%	n/a	n/a		n/a
T2X1	SendSuite Tracking	SS Tracking Single Site Unlimited Workstations	$ 8,615.00	$ 7,236.60	16.0%	n/a	n/a		n/a
T2X2	SendSuite Tracking	Hosted SS Tracking Single Site Unlimited Workstations	$ 8,615.00	$ 7,236.60	16.0%	n/a	n/a		n/a
T2X3	SendSuite Tracking	Upgrade SS Arrival Software Only To SS Tracking Single Site Unlimited Workstations	$ 4,615.00	$ 3,876.60	16.0%	n/a	n/a		n/a
T2X4	SendSuite Tracking	Upgrade SS Arrival Software Only To Hosted SS Tracking Single Site Unlimited Workstations	$ 2,000.00	$ 1,680.00	16.0%	n/a	n/a		n/a
T4EC	SendSuite Express	eCommerce Interface for SendSuite Xpress	$ 2,000.00	$ 1,680.00	16.0%	n/a	n/a		n/a
T500	Arrival	Arrival Application Software	$ -	$ -	16.0%	n/a	n/a		n/a
T502	Arrival Express	Arrival Express	$ -	$ -	16.0%	n/a	n/a		n/a
T520	Arrival	Arrival Software	$ 7,895.00	$ 6,631.80	16.0%	n/a	n/a		n/a
T52A	Arrival	Arrival Client Server 5 Client System	$ 12,500.00	$ 10,500.00	16.0%	n/a	n/a		n/a
T52B	Arrival	Arrival Client Server 10+ Client System	$ 18,500.00	$ 15,540.00	16.0%	n/a	n/a		n/a
T52C	Arrival	Arrival Law Enforcement Client Server Edition - 5 Users	$ 12,540.00	$ 10,533.60	16.0%	n/a	n/a		n/a
T52D	Arrival	Arrival Law Enforcement Client Server Edition - 10+ Users	$ 18,540.00	$ 15,573.60	16.0%	n/a	n/a		n/a
T531	Arrival	High Volume 4in. Adhesive Label Printer	$ 2,195.00	$ 1,843.80	16.0%	$ 335.00	$ 251.00	25%	21
T536	Arrival	4in. Adhesive Label Printer	$ 995.00	$ 835.80	16.0%	n/a	n/a		
T538	Arrival	Tracking Assistant Portable Belt Printer	$ 1,385.00	$ 1,163.40	16.0%	$ 148.00	$ 111.00	25%	9
T539	Arrival	Cordless Scanner	$ 2,295.00	$ 1,927.80	16.0%	$ 349.00	$ 261.00	25%	21
T540	Arrival Express	Arrival Express Software	$ -	$ -	16.0%	n/a	n/a		
T542	Arrival	J781 Scanner	$ 2,400.00	$ 2,016.00	16.0%	$ 295.00	$ 221.00	25%	18

NO VOLUME OR TERM DISCOUNTS INCLUDED

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The product offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage(%) Discount off MSRP/Catalog	16%
Percentage (%) Discount off Accessories	16%
Maintenance	
Maintenance for years 2-5	

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
T543	Arrival	Arrival Web Cam	$ 245.00	$ 205.80	16.0%	n/a	n/a		n/a
T544	Arrival	2in. Graphics Printer	$ 395.00	$ 331.80	16.0%	$ 68.00	$ 51.00	25%	4
T545	SendSuite Tracking	Add 1 site w/ single Workstation	$ 795.00	$ 667.80	16.0%	n/a	n/a		n/a
T54A	Arrival Express	Arrival Express Plus - Software Only	$ 3,765.00	$ 3,162.60	16.0%	n/a	n/a		n/a
T54B	Arrival Express	Arrival Express Plus w/Tracking Assistant & Cradle	$ 5,765.00	$ 4,842.60	16.0%	$ 295.50	$ 221.00	25%	$ 18
T54D	Arrival Express	Arrival Express Plus Basics w/J594 Tracking Assistant and J782	$ 7,065.00	$ 5,934.60	16.0%	n/a	n/a		n/a
T54X	Arrival Express	Arrival Express Plus - Inbound Package Management	$ 2,770.00	$ 2,326.80	16.0%	n/a	n/a		n/a
T550	Arrival	24/7 Standby Support	$ -	$ -	16.0%	n/a	n/a		n/a
T56A	Arrival Express	Arrival Express Electronic Log Only	$ 1,735.00	$ 1,457.40	16.0%	$ 262.00	$ 190.00	25%	16
T56B	Arrival Express	Arrival Express Counter Pickup (signature capture at counter)	$ 3,835.00	$ 3,221.40	16.0%	$ 262.00	$ 190.00	25%	16
T56C	Arrival Express	Arrival Express Delivery Route (signature capture on portable device)	$ 5,240.00	$ 4,401.60	16.0%	n/a	n/a		n/a
T590009	Arrival	4 Bay Ethernet Docking Station	$ 995.00	$ 835.80	16.0%	n/a	n/a		n/a
T591	Arrival	Client Server Multi-Site ID Pack	$ 75.00	$ 63.00	16.0%	n/a	n/a		n/a
T596002	Arrival	Arrival Ethernet Switch	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
T5AG	Arrival	SendSuite Arrival Tracking System Post Sales Peripheral Addition 2 Hours Of Service Time	$ 385.00	$ 323.40	16.0%	n/a	n/a		n/a
T5AH	Arrival	SendSuite Arrival Tracking System Post Sales Peripheral Addition 4 Hours Of Service Time	$ 770.00	$ 646.80	16.0%	n/a	n/a		n/a
T5AJ	Arrival	SendSuite Arrival Tracking System Post Sales Peripheral Addition Full Day Of Service Time	$ 1,540.00	$ 1,293.60	16.0%	n/a	n/a		n/a
T5AK	Arrival	SendSuite Arrival Tracking System Post Sales Custom Label Creation 2 Hours of Service Time	$ 385.00	$ 323.40	16.0%	n/a	n/a		n/a
T5AM	Arrival	SendSuite Arrival Tracking System Post Sales Custom Screen Creation 2 Hours of Service Time	$ 385.00	$ 323.40	16.0%	n/a	n/a		n/a
T5AN	Arrival	SendSuite Arrival Tracking System Post Sales Custom Screen Creation 4 Hours of Service Time	$ 770.00	$ 646.80	16.0%	n/a	n/a		n/a
T5AP	Arrival	SendSuite Arrival Tracking System Post Sales Custom Report Generation 2 Hours of Service Time	$ 385.00	$ 323.40	16.0%	n/a	n/a		n/a
T5AR	Arrival	SendSuite Arrival Tracking System Post Sales Custom Report Generation 4 Hours of Service Time	$ 770.00	$ 646.80	16.0%	n/a	n/a		n/a
T5AS	Arrival	SendSuite Arrival Tracking System Post Sales Network, Site, or Work Station 2 Hours of Service	$ 385.00	$ 323.40	16.0%	n/a	n/a		n/a
T5AV	Arrival	SendSuite Arrival Tracking System Post Sales Custom Report Generation Full Day of Service Time	$ 1,540.00	$ 1,293.60	16.0%	n/a	n/a		n/a
T5AW	Arrival	SendSuite Arrival Tracking System Post Sales Network, Site, or Work Station 4 Hours of Service	$ 770.00	$ 646.80	16.0%	n/a	n/a		n/a
T5AY	Arrival	SendSuite Arrival Tracking System Post Sales Network, Site, or Work Station Full Day Of Service Time	$ 1,540.00	$ 1,293.60	16.0%	n/a	n/a		n/a
T5C3	Arrival	Arrival Extended Edition License, Tier 1 (max 5)	$ 500.00	$ 420.00	16.0%	n/a	n/a		n/a
T5C4	Arrival	Arrival Extended Edition License - Tier 2	$ 300.00	$ 252.00	16.0%	n/a	n/a		n/a
T5CC	Arrival	Multi-Workstation Client License	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
T5CS	Arrival	Arrival Client Server Feature	$ -	$ -	16.0%	n/a	n/a		n/a
T5DB	Arrival	Arrival Client Server DBMS(MS/SQL) Feature	$ 5,900.00	$ 4,956.00	16.0%	n/a	n/a		n/a
T5EN	Arrival Express	E-Mail Notification	$ -	$ -	16.0%	n/a	n/a		n/a
T5F1	Arrival	NetQuery	$ 1,500.00	$ 1,260.00	16.0%	n/a	n/a		n/a
T5F2	Arrival	Background Import Feature	$ 750.00	$ 630.00	16.0%	n/a	n/a		n/a
T5F3	Arrival	File Link / Scan Link / Global Update	$ -	$ -	16.0%	n/a	n/a		n/a
T5F4	Arrival	Screen Builder	$ -	$ -	16.0%	n/a	n/a		n/a
T5F5	Arrival	Power Act	$ -	$ -	16.0%	n/a	n/a		n/a
T5F8	Arrival	ODBC Integration	$ 1,995.00	$ 1,675.80	16.0%	n/a	n/a		n/a
T5F9	Arrival	50 Transactions	$ -	$ -	16.0%	n/a	n/a		n/a
T5FA	Arrival	Unlimited Transactions	$ -	$ -	16.0%	n/a	n/a		n/a
T5FB	Arrival	Scale Interface Feature	$ -	$ -	16.0%	n/a	n/a		n/a
T5FC	Arrival	Tracking Assistant Activation Feature	$ -	$ -	16.0%	n/a	n/a		n/a
T5FD	Arrival	Delivery Feature	$ -	$ -	16.0%	n/a	n/a		n/a
T5FE	Arrival	Printer Interface	$ -	$ -	16.0%	n/a	n/a		n/a
T5FF	Arrival	Arrival Imaging	$ 1,250.00	$ 1,050.00	16.0%	n/a	n/a		n/a
T5FG	Arrival	Route Activity Logging Feature	$ 1,250.00	$ 1,050.00	16.0%	n/a	n/a		n/a
T5FM	Arrival	Manifest Module	$ -	$ -	16.0%	n/a	n/a		n/a
T5FR	Arrival	Receiving Feature	$ -	$ -	16.0%	n/a	n/a		n/a
T5L1	Arrival	LobbyTrac Turnkey Package	$ 8,165.00	$ 6,858.60	16.0%	n/a	n/a		n/a
T5L3	Arrival	LobbyTrac Software Only	$ 3,595.00	$ 3,019.80	16.0%	n/a	n/a		n/a
T5LE	Arrival	Arrival Law Enforcement Edition - Software Only	$ 4,220.00	$ 3,544.80	16.0%	n/a	n/a		n/a

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The product offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage(%) Discount off MSRP/Catalog	16%
Percentage (%) Discount off Accessories	16%
Maintenance	
Maintenance for years 2-5	

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
T5LP	Arrival	Arrival Law Enforcement Edition - Peripheral Package	$ 7,265.00	$ 6,102.60	16.0%	n/a	n/a		n/a
T5LX	Arrival	Arrival Law Enforcement Edition - Turnkey Package	$ 9,265.00	$ 7,782.60	16.0%	n/a	n/a		n/a
T5MC	SendSuite Tracking	Add 100 sites w/ Multiple Workstations	$ 219,000.00	$ 183,960.00	16.0%	n/a	n/a		n/a
T5ML	SendSuite Tracking	Add 50 Sites w/Multiple Workstations	$ 132,000.00	$ 110,880.00	16.0%	n/a	n/a		n/a
T5MS	Arrival	Multi-site identification	$ -	$ -	16.0%	n/a	n/a		n/a
T5MX	SendSuite Tracking	Add 10 Sites w/ Multiple Workstations	$ 30,750.00	$ 25,830.00	16.0%	n/a	n/a		n/a
T5NL	Arrival	Multi-Workstation Client License	$ 500.00	$ 420.00	16.0%	n/a	n/a		n/a
T5P7	Arrival	LobbyTrac Workstation	$ 4,595.00	$ 3,859.80	16.0%	n/a	n/a		n/a
T5PR	Arrival	Mail Center Productivity Reporting	$ 795.00	$ 667.80	16.0%	n/a	n/a		n/a
T5R0	Arrival	Arrival XE Customer Loyalty	$ 6,165.00	$ 5,178.60	16.0%	n/a	n/a		n/a
T5RD	Arrival	Remote Diagnostics	$ -	$ -	16.0%	n/a	n/a		n/a
T5SC	SendSuite Tracking	Add 100 sites w/ single Workstation	$ 49,500.00	$ 41,580.00	16.0%	n/a	n/a		n/a
T5SL	SendSuite Tracking	Add 50 Sites w/ single Workstation	$ 29,750.00	$ 24,990.00	16.0%	n/a	n/a		n/a
T5SU	SendSuite Tracking	Add 1 single user	$ 795.00	$ 667.80	16.0%	n/a	n/a		n/a
T5SX	SendSuite Tracking	Add 10 sites w/ single Workstation	$ 6,950.00	$ 5,838.00	16.0%	n/a	n/a		n/a
T5U1	Arrival	Upgrade to Client Server from Existing Arrival	$ 8,500.00	$ 7,140.00	16.0%	n/a	n/a		n/a
T5U2	Arrival	Upgrade Client Server from from 5 to 10 clients	$ 6,000.00	$ 5,040.00	16.0%	n/a	n/a		n/a
T5U4	Arrival	Upgrade from Arrival Express to Arrival XE	$ 2,800.00	$ 2,352.00	16.0%	n/a	n/a		n/a
T5U5	Arrival	Upgrade from Arrival XE to Arrival XE Client/Server	$ 8,000.00	$ 6,720.00	16.0%	n/a	n/a		n/a
T5U6	Arrival	Upgrade from Arrival Express to Arrival Express Plus	$ 2,000.00	$ 1,680.00	16.0%	n/a	n/a		n/a
T5U7	Arrival	Upgrade from Arrival to Arrival XE	$ 1,950.00	$ 1,638.00	16.0%	n/a	n/a		n/a
T5UC	SendSuite Tracking	Add 1 site w/ Multiple Workstations	$ 3,495.00	$ 2,935.80	16.0%	n/a	n/a		n/a
T5V1	Arrival	Arrival Test Tracking System - Software Only	$ 14,565.00	$ 12,234.60	16.0%	n/a	n/a		n/a
T5V2	Arrival	Arrival Test Tracking System - Client Server	$ 23,690.00	$ 19,899.60	16.0%	n/a	n/a		n/a
T5VT	Arrival	Visitor Tracking Feature	$ 750.00	$ 630.00	16.0%	n/a	n/a		n/a
T5WC	Arrival	Wireless Connectivity Module	$ 300.00	$ 252.00	16.0%	n/a	n/a		n/a
T5XC	Arrival	Arrival Extended Edition Client Server - Software Only	$ 15,280.00	$ 12,835.20	16.0%	n/a	n/a		n/a
T5XE	Arrival	Arrival Extended Edition - Software Only	$ 6,160.00	$ 5,174.40	16.0%	n/a	n/a		n/a
T5YB	SendSuite Tracking	SendSuite Tracking Project Management	$ 770.00	$ 646.80	16.0%	n/a	n/a		n/a
T5YC	SendSuite Tracking	SendSuite Tracking Project Management	$ 1,540.00	$ 1,293.60	16.0%	n/a	n/a		n/a
T5YD	SendSuite Tracking	SendSuite Tracking Project Management	$ 3,080.00	$ 2,587.20	16.0%	n/a	n/a		n/a
T5YE	SendSuite Tracking	SendSuite Tracking Project Management	$ 6,160.00	$ 5,174.40	16.0%	n/a	n/a		n/a
T5YF	SendSuite Tracking	SendSuite Tracking Project Management	$ 12,320.00	$ 10,348.80	16.0%	n/a	n/a		n/a
T5YG	SendSuite Tracking	SendSuite Tracking Project Management	$ 18,480.00	$ 15,523.20	16.0%	n/a	n/a		n/a
T5YH	SendSuite Tracking	SendSuite Tracking Project Management	$ 24,640.00	$ 20,697.60	16.0%	n/a	n/a		n/a
T5Z0	Arrival	SendSuite Arrival Custom Label 4 Hours of Service Time	$ 770.00	$ 646.80	16.0%	n/a	n/a		n/a
T741	Arrival	Tracking Assistant Plus Win Mobile	$ 3,495.00	$ 2,935.80	16.0%	n/a	n/a		n/a
T742	Arrival	Tracking Assistant Plus Win Mobile	$ 3,495.00	$ 2,935.80	16.0%	$ 472.80	$ 295.50	25%	24
T762	Arrival	Win CE Tracking Assistant Plus	$ 2,495.00	$ 2,095.80	16.0%	$ 295.50	$ 221.00	25%	18
T790003	Arrival	T742 Battery Adaptors for use with J596017 (Kit of 2)	$ 350.00	$ 294.00	16.0%	n/a	n/a		n/a
T790009	Arrival	USB Communications Charge/Sync Cable	$ 200.00	$ 168.00	16.0%	n/a	n/a		n/a
T790025	Arrival	Four Bay Cradle Kit for T742 Tracking Assistant	$ 995.00	$ 835.80	16.0%	n/a	n/a		n/a
T790026	Arrival	Single Bay Cradle Kit for T742 Tracking Assistant	$ 475.00	$ 399.00	16.0%	n/a	n/a		n/a
T896000	Arrival	CPU Accessory Kit	$ -	$ -	16.0%	n/a	n/a		n/a
T896007	Arrival	USB to Parallel Cable	$ -	$ -	16.0%	n/a	n/a		n/a
TRMH	SendSuite Tracking	Hosted SS Tracking Multiple Sites Unlimited Workstations	$ 17,225.00	$ 14,469.00	16.0%	n/a	n/a		n/a
TRMM	SendSuite Tracking	SS Tracking Multiple Sites Unlimited Workstations	$ 17,225.00	$ 14,469.00	16.0%	n/a	n/a		n/a
TRUH	SendSuite Tracking	Upgrade SS Arrival Client Server To Hosted SS Tracking Multiple Site Unlimited Workstations	$ 4,000.00	$ 3,360.00	16.0%	n/a	n/a		n/a
TRUM	SendSuite Tracking	Upgrade SS Arrival Client Server To SS Tracking Multiple Site Unlimited Workstations	$ 4,000.00	$ 3,360.00	16.0%	n/a	n/a		n/a
TS02	Arrival	Continuous Labels Supply for Low to Mid Volume Printer	$ 290.00	$ 243.60	16.0%	n/a	n/a		n/a
TS05	Arrival	J644 Continuous Thrml Direct Lbls Supply - Case (4in.X 9600in.)	$ 235.00	$ 197.40	16.0%	n/a	n/a		n/a
TS08	Arrival	J690/J69S Continuous Lbls Supply - Case (4in.X 5200in.)	$ 290.00	$ 243.60	16.0%	n/a	n/a		n/a
TS15	Arrival	J645 Continuous Thermal Direct Labels Supply Case	$ 235.00	$ 197.40	16.0%	n/a	n/a		n/a
TS1A	SendSuite Express	Crystal Report Run Time and Developer License	$ 200.00	$ 168.00	16.0%	n/a	n/a		n/a

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Percentage(%) Discount off MSRP/Catalog	16%
Percentage (%) Discount off Accessories	16%
Maintenance	
Maintenance for years 2-5	

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
TSA2	SendSuite Express	SendSuite Xpress Postal Manager LT USPS Meter, and Option For Manifesting	$ 2,495.00	$ 2,095.80	16.0%	n/a	n/a		n/a
TSA3	SendSuite Express	SendSuite Xpress Postal Manager LT USPS Meter, and Option For Manifesting, and One Carrier	$ 3,495.00	$ 2,935.80	16.0%	n/a	n/a		n/a
TSA4	SendSuite Express	SendSuite Xpress Postal Manager LT USPS Meter, and Option For Manifesting, and One Carrier Plus Scale	$ 4,095.00	$ 3,439.80	16.0%	n/a	n/a		n/a
TWSC	Arrival	Special Arrival Extended Edition - Software Only	$ 9,090.00	$ 7,635.60	16.0%	n/a	n/a		n/a
V320	SendSuite Shipping	Non-Contact Programmable Wedge Scanner	$ 1,495.00	$ 1,255.80	16.0%	n/a	n/a		n/a
V339	SendSuite Shipping	Cordless Wedge Scanner	$ 2,295.00	$ 1,927.80	16.0%	$ 349.00	$ 261.75	25%	21
VBH1	SendSuite Shipping	Hosted Basic Single Site Multiple Workstations	$ 8,225.00	$ 6,909.00	16.0%	n/a	n/a		n/a
VBH2	SendSuite Shipping	Hosted Basic Multiple Sites Multiple Workstations	$ 17,225.00	$ 14,469.00	16.0%	n/a	n/a		n/a
VBH3	SendSuite Shipping	Hosted Extended Single Site Multiple Workstations	$ 15,225.00	$ 12,789.00	16.0%	n/a	n/a		n/a
VBH4	SendSuite Shipping	Hosted Extended Multiple Sites Multiple Workstations	$ 28,225.00	$ 23,709.00	16.0%	n/a	n/a		n/a
VBMM	SendSuite Shipping	Basic Multiple Sites Multiple Workstations	$ 17,225.00	$ 14,469.00	16.0%	n/a	n/a		n/a
VBSM	SendSuite Shipping	Basic Single Site Multiple Workstations	$ 8,225.00	$ 6,909.00	16.0%	n/a	n/a		n/a
VBSS	SendSuite Shipping	Basic Single Site Single Workstation	$ 4,225.00	$ 3,549.00	16.0%	n/a	n/a		n/a
VEMM	SendSuite Shipping	Extended Multiple Sites Multiple Workstations	$ 28,225.00	$ 23,709.00	16.0%	n/a	n/a		n/a
VESM	SendSuite Shipping	Extended Single Site Multiple Workstations	$ 15,225.00	$ 12,789.00	16.0%	n/a	n/a		n/a
VESS	SendSuite Shipping	Extended Single Site Single Workstation	$ 11,725.00	$ 9,849.00	16.0%	n/a	n/a		n/a
VP16	SendSuite Shipping	SendSuite Special Services	$ 1,000.00	$ 840.00	16.0%	n/a	n/a		n/a
VP17	SendSuite Shipping	SendSuite Custom LTL or TL Rates Update	$ 1,000.00	$ 840.00	16.0%	n/a	n/a		n/a
VP50	SendSuite Shipping	24/7 Standby Support	$ -	$ -	16.0%	n/a	n/a		n/a
VP51	SendSuite Tracking	SendSuite Tracking 24/7 Standby Support	$ -	$ -	16.0%	n/a	n/a		n/a
VPA2	SendSuite Shipping	SendSuite Shipping Custom Report - 2 Days of Service Time per Report	$ 3,080.00	$ 2,587.20	16.0%	n/a	n/a		n/a
VPA3	SendSuite Shipping	SendSuite Shipping Custom Screens - 2 Hours of Service Time per Screen	$ 385.00	$ 323.40	16.0%	n/a	n/a		n/a
VPA5	SendSuite Shipping	SendSuite Shipping Custom Quick Cards - 1 day per Manual	$ 1,540.00	$ 1,293.60	16.0%	n/a	n/a		n/a
VPEC	SendSuite Shipping	eCommerce Interface for SendSuite Shipping	$ 2,000.00	$ 1,680.00	16.0%	n/a	n/a		n/a
VPH1	SendSuite Tracking	SendSuite Hosting Services - One Year Contract	$ 30,000.00	$ 25,200.00	16.0%	n/a	n/a		n/a
VPM2	SendSuite Shipping	SendSuite Project Management	$ 3,080.00	$ 2,587.20	16.0%	n/a	n/a		n/a
VPM3	SendSuite Shipping	SendSuite Project Management	$ 6,160.00	$ 5,174.40	16.0%	n/a	n/a		n/a
VPM5	SendSuite Shipping	SendSuite Project Management	$ 12,320.00	$ 10,348.80	16.0%	n/a	n/a		n/a
VPM6	SendSuite Shipping	SendSuite Project Management	$ 18,480.00	$ 15,523.20	16.0%	n/a	n/a		n/a
VPM7	SendSuite Shipping	SendSuite Project Management	$ 24,640.00	$ 20,697.60	16.0%	n/a	n/a		n/a
VPPD	SendSuite Shipping	SendSuite Project Management	$ 770.00	$ 646.80	16.0%	n/a	n/a		n/a
VPPE	SendSuite Shipping	SendSuite Project Management	$ 1,540.00	$ 1,293.60	16.0%	n/a	n/a		n/a
VPPU	SendSuite Tracking	SendSuite Tracking Post Sales Peripheral Addition 2 Hours	$ 385.00	$ 323.40	16.0%	n/a	n/a		n/a
VPPV	SendSuite Tracking	SendSuite Tracking Post Sales Peripheral Addition 4 Hours	$ 770.00	$ 646.80	16.0%	n/a	n/a		n/a
VPPW	SendSuite Tracking	SendSuite Tracking Post Sales Peripheral Addition Full Day	$ 1,540.00	$ 1,293.60	16.0%	n/a	n/a		n/a
VPPZ	SendSuite Tracking	SendSuite Tracking Post Sales Custom Label Generation 2 Hours	$ 385.00	$ 323.40	16.0%	n/a	n/a		n/a
VPR1	SendSuite Tracking	SendSuite Tracking Post Sales Custom Screen 2 Hours	$ 385.00	$ 323.40	16.0%	n/a	n/a		n/a
VPR2	SendSuite Tracking	SendSuite Tracking Post Sales Custom Screen 4 Hours	$ 770.00	$ 646.80	16.0%	n/a	n/a		n/a
VPR3	SendSuite Tracking	SendSuite Tracking 24/7 Stand By Support	$ 770.00	$ 646.80	16.0%	n/a	n/a		n/a
VPR4	SendSuite Tracking	SendSuite Tracking Post Sales Custom report Generation 2 Hours	$ 385.00	$ 323.40	16.0%	n/a	n/a		n/a
VPR5	SendSuite Tracking	SendSuite Tracking Post Sales Custom Report Generation 8 Hours	$ 1,540.00	$ 1,293.60	16.0%	n/a	n/a		n/a
VS10	SendSuite Shipping	OnTrack (formerly CA Overnight) Activation - 1st Origin Zip	$ 495.00	$ 415.80	16.0%	n/a	n/a		n/a
VS11	SendSuite Shipping	OnTrack (formerly CA Overnight) Activation - 1st Origin Zip	$ 995.00	$ 835.80	16.0%	n/a	n/a		n/a
VS12	SendSuite Shipping	OnTrack (formerly CA Overnight) Activation - 1st Origin Zip	$ 2,995.00	$ 2,515.80	16.0%	n/a	n/a		n/a
VS13	SendSuite Shipping	Golden State Express Activation - 1st Origin Zip	$ 495.00	$ 415.80	16.0%	n/a	n/a		n/a
VS14	SendSuite Shipping	Golden State Express Activation - 1st Origin Zip	$ 995.00	$ 835.80	16.0%	n/a	n/a		n/a
VS15	SendSuite Shipping	Golden State Express Activation - 1st Origin Zip	$ 2,995.00	$ 2,515.80	16.0%	n/a	n/a		n/a
VS16	SendSuite Shipping	OnTrack (formerly CA Overnight) Activation	$ -	$ -	16.0%	n/a	n/a		n/a
VS17	SendSuite Shipping	Golden State Express Activation	$ -	$ -	16.0%	n/a	n/a		n/a

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Percentage(%) Discount off MSRP/Catalog	16%
Percentage (%) Discount off Accessories	16%
Maintenance	
Maintenance for years 2-5	

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
VS1A	SendSuite Shipping	EasyShip Web Server License - 1 to 5 Users (for Hazardous Shipping)	$ 800.00	$ 672.00	16.0%	n/a	n/a		n/a
VS1B	SendSuite Shipping	EasyShip Web Server License - 6 to 15 Users (for Hazardous Shipping)	$ 950.00	$ 798.00	16.0%	n/a	n/a		n/a
VS1C	SendSuite Shipping	EasyShip Web Server License - 16+ Users (for Hazardous Shipping)	$ 1,150.00	$ 966.00	16.0%	n/a	n/a		n/a
VS1L	SendSuite Shipping	EasyShip Web Client License - Per User	$ 500.00	$ 420.00	16.0%	n/a	n/a		n/a
VS1U	SendSuite Shipping	SendSuite Shipping and Desktop Usage Band Level One	$ 88,000.00	$ 73,920.00	16.0%	n/a	n/a		n/a
VS24	SendSuite Shipping	USPS Delivery Confirmation Setup and Commissioning for Hosted Solutions	$ 495.00	$ 415.80	16.0%	n/a	n/a		n/a
VS27	Arrival Express	PB Backup Services - one per workstation	$ -	$ -	16.0%	n/a	n/a		n/a
VS33	SendSuite Shipping	AES Direct	$ 1,200.00	$ 1,008.00	16.0%	n/a	n/a		n/a
VS34	SendSuite Shipping	USPS Bulk Proof Of Delivery	$ 1,200.00	$ 1,008.00	16.0%	n/a	n/a		n/a
VS35	SendSuite Shipping	USPS Priority Mail Open and Distribute	$ 1,200.00	$ 1,008.00	16.0%	n/a	n/a		n/a
VS42	SendSuite Express	SendSuite Xpress Package Manager 2	$ 7,885.00	$ 6,623.40	16.0%	n/a	n/a		n/a
VS43	SendSuite Express	SendSuite Xpress Package Manager 3	$ 11,000.00	$ 9,240.00	16.0%	n/a	n/a		n/a
VS45	SendSuite Express	Peripheral Package 2 (100lb Scale, Label Printer)	$ 2,190.00	$ 1,839.60	16.0%	n/a	n/a		n/a
VS46	SendSuite Express	Peripheral Package 3 (Ship Request with Scanner)	$ 1,750.00	$ 1,470.00	16.0%	n/a	n/a		n/a
VS96014	SendSuite Shipping	Software Meter Interface - per meter	$ 295.00	$ 247.80	16.0%	n/a	n/a		n/a
VSA1	SendSuite Shipping	SendSuite Shipping PM300	$ 5,225.00	$ 4,389.00	16.0%	n/a	n/a		n/a
VSA2	SendSuite Shipping	SendSuite Shipping PM400	$ 6,225.00	$ 5,229.00	16.0%	n/a	n/a		n/a
VSA3	SendSuite Shipping	SendSuite Shipping Package Manager	$ 7,125.00	$ 5,985.00	16.0%	n/a	n/a		n/a
VSAS	SendSuite Shipping	SendSuite Secure Archive	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VSC1	SendSuite Shipping	Eastern Connection Activation - 1st Origin Zip	$ 495.00	$ 415.80	16.0%	n/a	n/a		n/a
VSC2	SendSuite Shipping	Eastern Connection Activation - 1st Origin Zip	$ 995.00	$ 835.80	16.0%	n/a	n/a		n/a
VSC3	SendSuite Shipping	Eastern Connection Activation - 1st Origin Zip	$ 2,995.00	$ 2,515.80	16.0%	n/a	n/a		n/a
VSC4	SendSuite Shipping	Eastern Connection Activation - Additional Origin Zip	$ -	$ -	16.0%	n/a	n/a		n/a
VSCC	SendSuite Shipping	Custom Carrier Feature	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VSCM	SendSuite Shipping	SendSuite e-Certified Mail	$ 695.00	$ 583.80	16.0%	n/a	n/a		n/a
VSCP	SendSuite Shipping	PB built Custom Carrier	$ 1,250.00	$ 1,050.00	16.0%	n/a	n/a		n/a
VSDB	SendSuite Shipping	DHL Activation - 1st Origin Zip	$ 495.00	$ 415.80	16.0%	n/a	n/a		n/a
VSDC	SendSuite Shipping	USPS Delivery Confirmation Setup and Commissioning	$ 495.00	$ 415.80	16.0%	n/a	n/a		n/a
VSDM	SendSuite Shipping	DHL Activation - 1st Origin Zip	$ 2,995.00	$ 2,515.80	16.0%	n/a	n/a		n/a
VSDP	SendSuite Shipping	SendSuite Desktop Base System License	$ 4,995.00	$ 4,195.80	16.0%	n/a	n/a		n/a
VSDS	SendSuite Shipping	DHL Activation - 1st Origin Zip	$ 995.00	$ 835.80	16.0%	n/a	n/a		n/a
VSEM	SendSuite Shipping	Email Notification	$ -	$ -	16.0%	n/a	n/a		n/a
VSEP	SendSuite Shipping	E-Certified/eRR Productivity Pack	$ 3,080.00	$ 2,587.20	16.0%	n/a	n/a		n/a
VSER	SendSuite Shipping	SendSuite e-Return Receipt	$ 795.00	$ 667.80	16.0%	n/a	n/a		n/a
VSFB	SendSuite Shipping	FedEx Activation - 1st Origin Zip	$ 495.00	$ 415.80	16.0%	n/a	n/a		n/a
VSFM	SendSuite Shipping	FedEx Activation - 1st Origin Zip	$ 2,995.00	$ 2,515.80	16.0%	n/a	n/a		n/a
VSFS	SendSuite Shipping	FedEx Activation - 1st Origin Zip	$ 995.00	$ 835.80	16.0%	n/a	n/a		n/a
VSG1	SendSuite Tracking	Add One User To Site License	$ 200.00	$ 168.00	16.0%	n/a	n/a		n/a
VSG2	SendSuite Tracking	1 Site License For Limited Users (up to 2 Users)	$ 200.00	$ 168.00	16.0%	n/a	n/a		n/a
VSG3	SendSuite Tracking	10 Sites License For Limited Users (up to 2 Users)	$ 1,750.00	$ 1,470.00	16.0%	n/a	n/a		n/a
VSG4	SendSuite Tracking	50 Sites License For Limited Users (up to 2 Users)	$ 7,500.00	$ 6,300.00	16.0%	n/a	n/a		n/a
VSG5	SendSuite Tracking	100 Sites License For Limited Users (up to 2 Users)	$ 12,500.00	$ 10,500.00	16.0%	n/a	n/a		n/a
VSK1	SendSuite Shipping	1 Site License for Limited Users (Up to 20 per License)	$ 200.00	$ 168.00	16.0%	n/a	n/a		n/a
VSKC	SendSuite Shipping	100 Site Licenses for Limited Users (Up to 20 per License)	$ 12,500.00	$ 10,500.00	16.0%	n/a	n/a		n/a
VSKL	SendSuite Shipping	50 Site Licenses for Limited Users (Up to 20 per License)	$ 7,500.00	$ 6,300.00	16.0%	n/a	n/a		n/a
VSKX	SendSuite Shipping	10 Site Licenses for Limited Users (Up to 20 per License)	$ 1,750.00	$ 1,470.00	16.0%	n/a	n/a		n/a
VSLL	SendSuite Shipping	LTL Location License	$ 1,000.00	$ 840.00	16.0%	n/a	n/a		n/a
VSM1	SendSuite Shipping	1 Site for Multiple Users	$ 3,495.00	$ 2,935.80	16.0%	n/a	n/a		n/a
VSMC	SendSuite Shipping	100 Sites for Multiple Users	$ 219,000.00	$ 183,960.00	16.0%	n/a	n/a		n/a
VSML	SendSuite Shipping	50 Sites for Multiple Users	$ 132,000.00	$ 110,880.00	16.0%	n/a	n/a		n/a
VSMT	SendSuite Shipping	Software Meter Interface Feature	$ -	$ -	16.0%	n/a	n/a		n/a
VSMX	SendSuite Shipping	10 Sites for Multiple Users	$ 30,750.00	$ 25,830.00	16.0%	n/a	n/a		n/a
VSN1	SendSuite Shipping	1 Site License for Unlimited Users	$ 2,500.00	$ 2,100.00	16.0%	n/a	n/a		n/a
VSNC	SendSuite Shipping	100 Site Licenses for Unlimited Users	$ 156,000.00	$ 131,040.00	16.0%	n/a	n/a		n/a
VSNL	SendSuite Shipping	50 Site Licenses for Unlimited Users	$ 94,000.00	$ 78,960.00	16.0%	n/a	n/a		n/a
VSNX	SendSuite Shipping	10 Site Licenses for Unlimited Users	$ 22,000.00	$ 18,480.00	16.0%	n/a	n/a		n/a
VSPB	SendSuite Shipping	USPS Activation	$ 495.00	$ 415.80	16.0%	n/a	n/a		n/a
VSPD	SendSuite Shipping	USPS Bulk Proof Of Delivery	#N/A	#N/A	16.0%	n/a	n/a		n/a
VSPM	SendSuite Shipping	USPS Activation	$ 2,995.00	$ 2,515.80	16.0%	n/a	n/a		n/a
VSPP	SendSuite Shipping	USPS Internet Postage	$ 1,495.00	$ 1,255.80	16.0%	n/a	n/a		n/a
VSPS	SendSuite Shipping	USPS Activation	$ 995.00	$ 835.80	16.0%	n/a	n/a		n/a

NO VOLUME OR TERM DISCOUNTS INCLUDED

Software, License and Subscription	Offerors Response
The product offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage(%) Discount off MSRP/Catalog	16%
Percentage (%) Discount off Accessories	16%
Maintenance	
Maintenance for years 2-5	

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
VSR1	SendSuite Shipping	RDI - Single Site	$ 795.00	$ 667.80	16.0%	n/a	n/a		n/a
VSR2	SendSuite Shipping	RDI - Multiple Site	$ 1,495.00	$ 1,255.80	16.0%	n/a	n/a		n/a
VSS1	SendSuite Shipping	1 Site for a Single User	$ 795.00	$ 667.80	16.0%	n/a	n/a		n/a
VSSC	SendSuite Shipping	100 Sites for Single Users	$ 49,500.00	$ 41,580.00	16.0%	n/a	n/a		n/a
VSSL	SendSuite Shipping	50 Sites for Single Users	$ 29,750.00	$ 24,990.00	16.0%	n/a	n/a		n/a
VSSX	SendSuite Shipping	10 Sites for Single Users	$ 6,950.00	$ 5,838.00	16.0%	n/a	n/a		n/a
VSU1	SendSuite Shipping	1 Single User	$ 795.00	$ 667.80	16.0%	n/a	n/a		n/a
VSUB	SendSuite Shipping	UPS Activation	$ 495.00	$ 415.80	16.0%	n/a	n/a		n/a
VSUC	SendSuite Shipping	Contract UPS Rates	$ 1,200.00	$ 1,008.00	16.0%	n/a	n/a		n/a
VSUD	SendSuite Shipping	Priority Mail Open & Distribute	#N/A	#N/A	16.0%	n/a	n/a		n/a
VSUM	SendSuite Shipping	UPS Activation	$ 2,995.00	$ 2,515.80	16.0%	n/a	n/a		n/a
VSUS	SendSuite Shipping	UPS Activation	$ 995.00	$ 835.80	16.0%	n/a	n/a		n/a
VSZR	SendSuite Tracking	SendSuite Hosting Services 200 Gigs of Storage	$ 2,000.00	$ 1,680.00	16.0%	n/a	n/a		n/a
VTA0	SendSuite Shipping	AAA Cooper	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTA1	SendSuite Shipping	ABF Freight System	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTA2	SendSuite Shipping	ABF Freight to Canada	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTAD	SendSuite Shipping	Averitt Express	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTB0	SendSuite Shipping	Bullet Freight Systems	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTC4	SendSuite Shipping	Central Freight Lines	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTC5	SendSuite Shipping	Central Transport	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTC7	SendSuite Shipping	Chris Truck Line	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTC9	SendSuite Shipping	Clipper Express	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTCD	SendSuite Shipping	Conway	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTCH	SendSuite Shipping	Custom Transport Companies	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTD0	SendSuite Shipping	Dawes Transport	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTD2	SendSuite Shipping	Daylight	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTD3	SendSuite Shipping	Dayton Freight	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTE0	SendSuite Shipping	Estes Express Lines	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTF0	SendSuite Shipping	Frames Motor Express	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTF1	SendSuite Shipping	FedEx Freight East	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTF2	SendSuite Shipping	FedEx Freight West	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTH0	SendSuite Shipping	Hercules Forwarding	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTH4	SendSuite Shipping	Howards Express	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTHM	SendSuite Shipping	Interstate Carrier Xpress	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTHN	SendSuite Shipping	Interstate Consolidation	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTJ0	SendSuite Shipping	Jevic Transportation	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTK0	SendSuite Shipping	K & R Delivery	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTL0	SendSuite Shipping	Lakeville Motor Express	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTM0	SendSuite Shipping	Milan Express	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTM1	SendSuite Shipping	Motor Cargo	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTN1	SendSuite Shipping	New England Motor Freight	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTN2	SendSuite Shipping	New Penn Motor Express	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTNM	SendSuite Shipping	Oak Harbor Freight Lines	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTNN	SendSuite Shipping	Ohio Connection	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTNP	SendSuite Shipping	Old Dominion Freight Line	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTNS	SendSuite Shipping	Overnight Transportation	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTP0	SendSuite Shipping	Pit Ohio	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTP1	SendSuite Shipping	PJAX	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTR1	SendSuite Shipping	Roadrunner Freight	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTR2	SendSuite Shipping	Roadway Express	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTR3	SendSuite Shipping	Roadway Express to Canada	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTS0	SendSuite Shipping	SAIA Motor Freight Lines	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTS3	SendSuite Shipping	Southeastern Freight Lines	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTS5	SendSuite Shipping	Southwestern Motor	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTS7	SendSuite Shipping	Super Van	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTU0	SendSuite Shipping	USF Bestway	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTU2	SendSuite Shipping	USF Holland	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTU4	SendSuite Shipping	USF Reddaway	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTV2	SendSuite Shipping	Volunteer Express	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTV3	SendSuite Shipping	Vitran Express	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTW0	SendSuite Shipping	Ward Trucking	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTW1	SendSuite Shipping	FedEx National	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTW2	SendSuite Shipping	Wilson Trucking	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTY0	SendSuite Shipping	Yellow Freight System	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTY1	SendSuite Shipping	Yellow Freight to Canada	$ 400.00	$ 336.00	16.0%	n/a	n/a		n/a
VTZ1	SendSuite Shipping	Custom LTL Carrier Rates	$ 1,500.00	$ 1,260.00	16.0%	n/a	n/a		n/a
VTZ2	SendSuite Shipping	Custom Truckload (TL) Carrier Rates	$ 750.00	$ 630.00	16.0%	n/a	n/a		n/a
VTZX	SendSuite Shipping	Custom Routes	$ 300.00	$ 252.00	16.0%	n/a	n/a		n/a
VTZZ	SendSuite Shipping	CZAR Lite (Must be licensed by SMC)	$ 1,500.00	$ 1,260.00	16.0%	n/a	n/a		n/a
VUA0	SendSuite Shipping	AAA Cooper	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUA1	SendSuite Shipping	ABF Freight System	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUA2	SendSuite Shipping	ABF Freight to Canada	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUAD	SendSuite Shipping	Averitt Express	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUB0	SendSuite Shipping	Bullet Freight Systems	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUC4	SendSuite Shipping	Central Freight Lines	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUC5	SendSuite Shipping	Central Transport	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUC7	SendSuite Shipping	Chris Truck Line	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUC9	SendSuite Shipping	Clipper Express	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUCD	SendSuite Shipping	Conway	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUCH	SendSuite Shipping	Custom Transport Companies	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUD0	SendSuite Shipping	Dawes Transport	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUD2	SendSuite Shipping	Daylight	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUD3	SendSuite Shipping	Dayton Freight	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUE0	SendSuite Shipping	Estes Express Lines	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUF0	SendSuite Shipping	Frames Motor Express	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUF1	SendSuite Shipping	FedEx Freight East	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUF2	SendSuite Shipping	FedEx Freight West	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUH0	SendSuite Shipping	Hercules Forwarding	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUH4	SendSuite Shipping	Howards Express	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUHM	SendSuite Shipping	Interstate Carrier Xpress	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUHN	SendSuite Shipping	Interstate Consolidation	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUJ0	SendSuite Shipping	Jevic Transportation	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUK0	SendSuite Shipping	K & R Delivery	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUL0	SendSuite Shipping	Lakeville Motor Express	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUM0	SendSuite Shipping	Milan Express	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUM1	SendSuite Shipping	Motor Cargo	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a

NO VOLUME OR TERM DISCOUNTS INCLUDED

Software, License and Subscription	Offerors Response
The product offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage(%) Discount off MSRP/Catalog	16%
Percentage (%) Discount off Accessories	16%
Maintenance	
Maintenance for years 2-5	

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
VUN1	SendSuite Shipping	New England Motor Freight	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUN2	SendSuite Shipping	New Penn Motor Express	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUNM	SendSuite Shipping	Oak Harbor Freight Lines	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUNN	SendSuite Shipping	Ohio Connection	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUNP	SendSuite Shipping	Old Dominion Freight Line	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUNS	SendSuite Shipping	Overnight Transportation	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUP0	SendSuite Shipping	Pit Ohio	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUP1	SendSuite Shipping	PJAX	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUR1	SendSuite Shipping	Roadrunner Freight	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUR2	SendSuite Shipping	Roadway Express	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUR3	SendSuite Shipping	Roadway Express to Canada	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUS0	SendSuite Shipping	SAIA Motor Freight Lines	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUS3	SendSuite Shipping	Southeastern Freight Lines	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUS5	SendSuite Shipping	Southwestern Motor	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUS7	SendSuite Shipping	Super Van	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUU0	SendSuite Shipping	USF Bestway	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUU2	SendSuite Shipping	USF Holland	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUU4	SendSuite Shipping	USF Reddaway	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUV2	SendSuite Shipping	Volunteer Express	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUV3	SendSuite Shipping	Vitran Express	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUW0	SendSuite Shipping	Ward Trucking	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUW1	SendSuite Shipping	FedEx National	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUW2	SendSuite Shipping	Wilson Trucking	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUY0	SendSuite Shipping	Yellow Freight System	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
VUY1	SendSuite Shipping	Yellow Freight to Canada	$ 250.00	$ 210.00	16.0%	n/a	n/a		n/a
BMS1	Information Management	Master Host Software Only	$ 8,995.00	$ 7,555.00	16.0%	$ 126.00	$ 94.00	25%	$ 7.00
BM10	Information Management	Administrative Win2000 Workstation	$ 3,250.00	$ 2,730.00	16.0%	$ 1,508.00	$ 1,131.00	25%	$ 94.00
BM11	Information Management	Reporting Win2000 Workstation w/15	$ 3,250.00	$ 2,730.00	16.0%	$ 1,508.00	$ 1,131.00	25%	$ 94.00
BMS2	Information Management	Business Manager Workstation - Softw	$ 3,250.00	$ 2,730.00	16.0%	$ 126.00	$ 94.00	25%	$ 7.00
BM02	Information Management	Business Manager Win2000 Remote S	$ 5,895.00	$ 4,952.00	16.0%	$ 1,508.00	$ 1,131.00	25%	$ 94.00
BM52	Information Management	Client Host w/Flat Panel Monitor	$ 5,895.00	$ 4,952.00	16.0%	$ 489.00	$ 366.00	25%	$ 29.00
BMS3	Information Management	Client Host Software Only	$ 1,995.00	$ 1,675.00	16.0%	$ 126.00	$ 94.00	25%	$ 7.00
BM40	Information Management	PC Data Collector (for Non-DM Series	$ 4,795.00	$ 4,028.00	16.0%	$ 905.00	$ 678.00	25%	$ 56.00
BM48	Information Management	PC Data Collector (for DM Infinity Syst	$ 4,995.00	$ 4,196.00	16.0%	$ 489.00	$ 366.00	25%	$ 29.00
BM90	Information Management	PC Data Collector (for Non DM Series	$ 4,795.00	$ 4,028.00	16.0%	$ 489.00	$ 366.00	25%	$ 29.00
1FAH	Information Management	IntelliLink Software Feature Code	$ -	$ -	0%	n/a	n/a		n/a
BM47	Information Management	New Infinity: Interface and Win2000 D	$ 4,995.00	$ 4,196.00	16%	$ 840.00	$ 672.00	25%	$ 56.00
BM65	Information Management	Kit for 6500 Upgrade to Infinity	$ 895.00	$ 752.00	16%	n/a	n/a		n/a
BMAS	Information Management	Business Manager Interface to Ascent	$ 695.00	$ 584.00	16%	n/a	n/a		n/a
BMC1	Information Management	DM Series Interface (DM300C-DM450	$ 995.00	$ 835.00	16%	n/a	n/a		n/a
BMC2	Information Management	DM Series Interface (DM300C-DM450	$ -	$ -	0%	n/a	n/a		n/a
BMFM	Information Management	Funds Management Meter Activation	$ 195.00	$ 163.00	16%	n/a	n/a		n/a
BMH1	Information Management	Business Manager Operator Training	$ 570.00	$ 478.00	16%	n/a	n/a		n/a
BMH2	Information Management	AccuTrac HT Data Migration Services	$ 570.00	$ 478.00	16%	n/a	n/a		n/a
BMH4	Information Management	Business Manager V2 or V3 to New Sy	$ 525.00	$ 441.00	16%	n/a	n/a		n/a
BMP0	Information Management	Business Manager Project Manageme	$ 770.00	$ 646.00	16%	n/a	n/a		n/a
BMP1	Information Management	Business Manager Project Manageme	$ 1,540.00	$ 1,293.00	16%	n/a	n/a		n/a
BMP2	Information Management	Business Manager Project Manageme	$ 3,080.00	$ 2,587.00	16%	n/a	n/a		n/a
BMP3	Information Management	Business Manager Project Manageme	$ 6,160.00	$ 5,174.00	16%	n/a	n/a		n/a
BMP4	Information Management	Business Manager Project Manageme	$ 9,240.00	$ 7,761.00	16%	n/a	n/a		n/a
BMP5	Information Management	Business Manager Project Manageme	$ 12,320.00	$ 10,348.00	16%	n/a	n/a		n/a
BMP6	Information Management	Business Manager Project Manageme	$ 18,480.00	$ 15,523.00	16%	n/a	n/a		n/a
BMP7	Information Management	Business Manager Project Manageme	$ 24,640.00	$ 20,697.00	16%	n/a	n/a		n/a
BMP8	Information Management	Business Manager Project Manageme	$ 43,120.00	$ 36,220.00	16%	n/a	n/a		n/a
BMP9	Information Management	Business Manager Project Manageme	$ 61,600.00	$ 51,744.00	16%	n/a	n/a		n/a
BMSW	Information Management	Upgrade to Business Manager SQL Edi	$ 4,255.00	$ 3,574.00	16%	n/a	n/a		n/a
BMT1	Information Management	DM Infinity Interface	$ 995.00	$ 835.00	16%	n/a	n/a		n/a
BMT2	Information Management	DM Infinity Interface	$ -	$ -	0%	n/a	n/a		n/a
BMT3	Information Management	Business Manager Win XP Upgrade	$ 1,195.00	$ 1,003.00	16%	n/a	n/a		n/a
BMUP	Information Management	Business Manager 6.0 Upgrade for XP	$ 795.00	$ 667.00	16%	n/a	n/a		n/a
BMUR	Information Management	Business Manager 6.0 Upgrade for Wi	$ 795.00	$ 667.00	16%	n/a	n/a		n/a
BMWA	Information Management	Business Manager Interface for INVIEW	$ 295.00	$ 247.00	16%	n/a	n/a		n/a
JR64	Information Management	Green 150 lb Rollertop Scale Factory C	$ 695.00	$ 556.00	20%	n/a	n/a		n/a
JR76	Information Management	Green J075 100 lb Tabletop Scale Fact	$ 495.00	$ 396.00	20%	n/a	n/a		n/a
MFP0	Information Management	Dedicated Installation Support	$ 770.00	$ 646.00	16%	n/a	n/a		n/a
MFP1	Information Management	Dedicated Installation Support - Level	$ 1,540.00	$ 1,293.00	16%	n/a	n/a		n/a
MFP2	Information Management	Dedicated Installation Support - Level	$ 3,080.00	$ 2,587.00	16%	n/a	n/a		n/a
MFP3	Information Management	Dedicated Installation Support - Level	$ 6,160.00	$ 5,174.00	16%	n/a	n/a		n/a
MFP4	Information Management	Dedicated Installation Support - Level	$ 9,240.00	$ 7,761.00	16%	n/a	n/a		n/a
MFP5	Information Management	Dedicated Installation Support - Level	$ 12,320.00	$ 10,348.00	16%	n/a	n/a		n/a
MFP6	Information Management	Dedicated Installation Support - Level	$ 18,480.00	$ 15,523.00	16%	n/a	n/a		n/a
MFP7	Information Management	Dedicated Installation Support - Level	$ 24,640.00	$ 20,697.00	16%	n/a	n/a		n/a
MFP8	Information Management	Dedicated Installation Support - Level	$ 43,120.00	$ 36,220.00	16%	n/a	n/a		n/a
MFP9	Information Management	Dedicated Installation Support - Level	$ 61,600.00	$ 51,744.00	16%	n/a	n/a		n/a
MSC1	Information Management	Mailstream Education Services - 2 Hou	$ 545.00	$ 457.00	16%	n/a	n/a		n/a
MTP5	Information Management	PrecisionTrack Additional Site License	$ 700.00	$ 588.00	16%	n/a	n/a		n/a
MTS1	Information Management	Tier 1 PrecisionTrack	$ 595.00	$ 499.00	16%	n/a	n/a		n/a
MTS2	Information Management	Tier 2 PrecisionTrack	$ 845.00	$ 709.00	16%	n/a	n/a		n/a
MTS3	Information Management	Tier 3 PrecisionTrack	$ 1,695.00	$ 1,423.00	16%	n/a	n/a		n/a
MTS4	Information Management	Tier 4 PrecisionTrack	$ 3,195.00	$ 2,683.00	16%	n/a	n/a		n/a
MTS5	Information Management	Tier 5 PrecisionTrack	$ 4,795.00	$ 4,027.00	16%	n/a	n/a		n/a
MTS6	Information Management	Tier 6 PrecisionTrack	$ 7,795.00	$ 6,547.00	16%	n/a	n/a		n/a
MTS7	Information Management	Tier 7 PrecisionTrack	$ 15,395.00	$ 12,931.00	16%	n/a	n/a		n/a
MTS8	Information Management	PrecisionTrack for SmartMailer Tier 8	$ 28,895.00	$ 24,271.00	16%	n/a	n/a		n/a
PT2B	Information Management	pbSmartPostage Shipping Label Printe	$ 260.00	$ 218.00	16%	n/a	n/a		n/a
PT2S	Information Management	5 pbSmartPostage postage sheets	$ 17.00	$ 14.00	18%	n/a	n/a		n/a
PT3B	Information Management	pbSmartPostage Shipping Label Printe	$ 375.00	$ 315.00	16%	n/a	n/a		n/a
PT3S	Information Management	pbSmartPostage 30 lb scale with Displ	$ 125.00	$ 105.00	16%	n/a	n/a		n/a
PT4C	Information Management	Continuous Roll of Postage labels for S	$ 40.00	$ 33.00	18%	n/a	n/a		n/a
PT4P	Information Management	pbSmartPostage Stamp Label Printer a	$ 118.00	$ 99.00	16%	n/a	n/a		n/a
PT4R	Information Management	Roll of Labels for pbSmartPostage Star	$ 18.00	$ 15.00	17%	n/a	n/a		n/a
PT5S	Information Management	pbSmartPostage 5 lb scale with Displa	$ 75.00	$ 63.00	16%	n/a	n/a		n/a
PT7B	Information Management	pbSmartPostage Shipping Label Printe	$ 425.00	$ 357.00	16%	n/a	n/a		n/a
PT7S	Information Management	pbSmartPostage 70 lb scale with Displ	$ 175.00	$ 147.00	16%	n/a	n/a		n/a
PT9B	Information Management	pbSmartPostage Shipping Label Printe	$ 350.00	$ 294.00	16%	n/a	n/a		n/a
PT9S	Information Management	pbSmartPostage 10 lb scale with Displ	$ 99.00	$ 83.00	16%	n/a	n/a		n/a
SPMK	Information Management	Budget Manager Professional Installat	$ 275.00	$ 231.00	16%	n/a	n/a		n/a
T101	Information Management	Carrier Log 1	$ 250.00	$ 210.00	16%	n/a	n/a		n/a
T102	Information Management	Custom Programmable Carrier - 1	$ 250.00	$ 210.00	16%	n/a	n/a		n/a

NO VOLUME OR TERM DISCOUNTS INCLUDED

Software, License and Subscription	Offerors Response
The product offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage(%) Discount off MSRP/Catalog	16%
Percentage (%) Discount off Accessories	16%
Maintenance	
Maintenance for years 2-5	

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
T103	Information Management	LTL Customer Programmable Carrier	$ 350.00	$ 294.00	16%	n/a	n/a		n/a
T104	Information Management	HazMat	$ 950.00	$ 798.00	16%	n/a	n/a		n/a
T105	Information Management	Differential Weighing (Offweight)	$ 500.00	$ 420.00	16%	n/a	n/a		n/a
T113	Information Management	NetQuery	$ -	$ -	0%	n/a	n/a		n/a
T116	Information Management	DDX Link	$ 1,995.00	$ 1,676.00	16%	n/a	n/a		n/a
T118	Information Management	ODBC Link	$ 1,295.00	$ 1,088.00	16%	n/a	n/a		n/a
T196027	Information Management	Software Meter Interface - per meter	$ 295.00	$ 247.00	16%	n/a	n/a		n/a
T209	Information Management	USPS Std A Bulk Manifesting	$ -	$ -	0%	n/a	n/a		n/a
T210	Information Management	UPS Standard Rates	$ -	$ -	0%	n/a	n/a		n/a
T211	Information Management	UPS HundredWeight Rates	$ -	$ -	0%	n/a	n/a		n/a
T212	Information Management	UPS Non-Manifested Rates	$ -	$ -	0%	n/a	n/a		n/a
T213	Information Management	UPS Drop Shipment Points	$ 250.00	$ 210.00	16%	n/a	n/a		n/a
T214	Information Management	UPS Contract Rates	$ 1,000.00	$ 840.00	16%	n/a	n/a		n/a
T215	Information Management	USPS Domestic Rates	$ -	$ -	0%	n/a	n/a		n/a
T216	Information Management	USPS International Rates	$ -	$ -	0%	n/a	n/a		n/a
T217	Information Management	USPS Automation / Non Automation F	$ -	$ -	0%	n/a	n/a		n/a
T218	Information Management	USPS Mixed Mail Manifest (Single Piec	$ -	$ -	0%	n/a	n/a		n/a
T219	Information Management	USPS Drop Shipment Points	$ 250.00	$ 210.00	16%	n/a	n/a		n/a
T241	Information Management	UPS Zip to Zone	$ -	$ -	0%	n/a	n/a		n/a
T242	Information Management	USPS Zip to Zone	$ -	$ -	0%	n/a	n/a		n/a
T245	Information Management	USPS 4th Class DBMC Manifesting (rec	$ -	$ -	0%	n/a	n/a		n/a
T246	Information Management	UPS Online Plus for PLD Electronic Ma	$ -	$ -	0%	n/a	n/a		n/a
T265	Information Management	USPS Std A Non-Profit Rates	$ -	$ -	0%	n/a	n/a		n/a
T271	Information Management	USPS International Manifesting	$ -	$ -	0%	n/a	n/a		n/a
T286	Information Management	SpeeDee	$ 750.00	$ 630.00	16%	n/a	n/a		n/a
T290	Information Management	USPS Manifesting Drop Shipment Poir	$ 250.00	$ 210.00	16%	n/a	n/a		n/a
T2AF	Information Management	RDI Feature	$ 795.00	$ 667.00	16%	n/a	n/a		n/a
T2CM	Information Management	Certified Mail Feature	$ 895.00	$ 751.00	16%	n/a	n/a		n/a
T2MM	Information Management	USPS Express Mail Manifesting	$ -	$ -	0%	n/a	n/a		n/a
T2P1	Information Management	Post Manager Accounting (Unlimited	$ 4,580.00	$ 2,683.00	41%	n/a	n/a		n/a
T2PT	Information Management	PM100, Post Manager Turnkey Packag	$ 10,680.00	$ 6,930.00	35%	n/a	n/a		n/a
T2SU	Information Management	Secure Archive Feature	$ 495.00	$ 415.00	16%	n/a	n/a		n/a
T310	Information Management	100 lb. Tabletop Scale	$ 1,195.00	$ 1,004.00	16%	n/a	n/a		n/a
T312	Information Management	200 lb. Rollertop Scale	$ 1,695.00	$ 1,424.00	16%	n/a	n/a		n/a
T313	Information Management	JB67 149 lb. Rollertop Scale (California	$ 1,695.00	$ 1,424.00	16%	n/a	n/a		n/a
T316	Information Management	J676 Forms Printer (Airbill, COD, HazN	$ 1,195.00	$ 1,004.00	16%	n/a	n/a		n/a
T321	Information Management	1E05 Laser Printer	$ 695.00	$ 583.00	16%	n/a	n/a		n/a
T330	Information Management	ShipRequest, 2D Scanner and ScanLinl	$ 1,750.00	$ 1,470.00	16%	n/a	n/a		n/a
T331	Information Management	ShipRequest Software and 2D Scanne	$ 1,750.00	$ 1,264.00	28%	n/a	n/a		n/a
T437	Information Management	Live Application Support	$ 580.00	$ 442.00	24%	n/a	n/a		n/a
T4A2	Information Management	Screen Customization - 2 hours of Serv	$ 385.00	$ 294.00	24%	n/a	n/a		n/a
T4A3	Information Management	Reports - 4 hours of Service Time	$ 770.00	$ 588.00	24%	n/a	n/a		n/a
T4A4	Information Management	Integration - 4 hours of Service Time	$ 770.00	$ 588.00	24%	n/a	n/a		n/a
T52P	Information Management	SPECIAL: Arrival Client Server 5 Client	$ 11,940.00	$ 8,736.00	27%	n/a	n/a		n/a
T537	Information Management	Arrival Live Application Support	$ 580.00	$ 441.00	24%	n/a	n/a		n/a
T54A	Information Management	Arrival Express Plus - Software Only	$ 3,765.00	$ 3,160.00	16%	n/a	n/a		n/a
T54B	Information Management	Arrival Express Plus w/Tracking Assista	$ 5,765.00	$ 4,840.00	16%	n/a	n/a		n/a
T54C	Information Management	Arrival Express Plus - Turnkey Package	$ 9,265.00	$ 7,780.00	16%	n/a	n/a		n/a
T54D	Information Management	Arrival Express Plus Basics w/T762 Tra	$ 7,065.00	$ 5,930.00	16%	n/a	n/a		n/a
T5AU	Information Management	SendSuite Desktop Software Upgrade	$ 880.00	$ 672.00	24%	n/a	n/a		n/a
T5M1	Information Management	Arrival Project Management	$ 1,540.00	$ 1,176.00	24%	n/a	n/a		n/a
T5M2	Information Management	Arrival Project Management	$ 3,080.00	$ 2,352.00	24%	n/a	n/a		n/a
T5M3	Information Management	Arrival Project Management	$ 6,160.00	$ 4,704.00	24%	n/a	n/a		n/a
T5M5	Information Management	Arrival Project Management	$ 12,320.00	$ 9,408.00	24%	n/a	n/a		n/a
T5M6	Information Management	Arrival Project Management	$ 18,480.00	$ 14,112.00	24%	n/a	n/a		n/a
T5M7	Information Management	Arrival Project Management	$ 24,640.00	$ 18,816.00	24%	n/a	n/a		n/a
T5Y1	Information Management	SendSuite Tracking Installation Project	$ 770.00	$ 646.00	16%	n/a	n/a		n/a
T5Y2	Information Management	SendSuite Tracking Installation Project	$ 1,540.00	$ 1,293.00	16%	n/a	n/a		n/a
T5Y3	Information Management	SendSuite Tracking Installation Project	$ 3,080.00	$ 2,587.00	16%	n/a	n/a		n/a
T5Y4	Information Management	SendSuite Tracking Installation Project	$ 6,160.00	$ 5,174.00	16%	n/a	n/a		n/a
T5Y5	Information Management	SendSuite Tracking Installation Project	$ 9,240.00	$ 7,761.00	16%	n/a	n/a		n/a
T5Y6	Information Management	SendSuite Tracking Installation Project	$ 12,320.00	$ 10,348.00	16%	n/a	n/a		n/a
T5Y7	Information Management	SendSuite Tracking Installation Project	$ 18,480.00	$ 15,523.00	16%	n/a	n/a		n/a
T5Y8	Information Management	SendSuite Tracking Installation Project	$ 24,640.00	$ 20,697.00	16%	n/a	n/a		n/a
T5Y9	Information Management	SendSuite Tracking Installation Project	$ 43,120.00	$ 36,220.00	16%	n/a	n/a		n/a
TS10	Information Management	GSA Power Gummed Tape Dispenser	$ 895.00	$ 752.00	16%	n/a	n/a		n/a
TS11	Information Management	GSA Gummed Tape Dispenser	$ 350.00	$ 294.00	16%	n/a	n/a		n/a
TS44	Information Management	718-9 - 1 Day Self Expiring Security Sti	$ 109.00	$ 91.00	17%	n/a	n/a		n/a
V310	Information Management	100 lb. Tabletop Scale	$ 1,195.00	$ 1,004.00	16%	n/a	n/a		n/a
V312	Information Management	200 lb. Rollertop Scale	$ 1,695.00	$ 1,424.00	16%	n/a	n/a		n/a
V313	Information Management	149 lb. Rollertop Scale (California only	$ 1,695.00	$ 1,424.00	16%	n/a	n/a		n/a
VP12	Information Management	PB IPS Integration Kit for SendSuite Sr	$ 3,800.00	$ 3,192.00	16%	n/a	n/a		n/a
VP13	Information Management	SendSuite Install Software on Custom	$ 160.00	$ 122.00	24%	n/a	n/a		n/a
VP27	Information Management	SendSuite Consulting Services	$ 1,100.00	$ 924.00	16%	n/a	n/a		n/a
VPA1	Information Management	SendSuite Shipping Software Upgrade	$ 880.00	$ 672.00	24%	n/a	n/a		n/a
VPA6	Information Management	24/7 Standby Support	$ 595.00	$ 499.00	16%	n/a	n/a		n/a
VSPF	Information Management	USPS Activation	$ -	$ -	0%	n/a	n/a		n/a
VSUF	Information Management	UPS Activation	$ -	$ -	0%	n/a	n/a		n/a
WPP3	Information Management	PlanetPress Server Lite	$ 6,250.00	$ 5,250.00	16%	n/a	n/a		n/a
WPP4	Information Management	PlanetPress Server Full	$ 12,500.00	$ 10,500.00	16%	n/a	n/a		n/a
WPP5	Information Management	PlanetPress Image	$ 4,625.00	$ 3,885.00	16%	n/a	n/a		n/a
WPP6	Information Management	PlanetPress Office	$ 8,195.00	$ 6,883.00	16%	n/a	n/a		n/a
WPP7	Information Management	PlanetPress Production	$ 13,995.00	$ 11,755.00	16%	n/a	n/a		n/a
WPPA	Information Management	On-Site PlanetPress Standard Training	$ 4,000.00	$ 3,360.00	16%	n/a	n/a		n/a
WPPB	Information Management	On-Site PlanetPress Custom Training -	$ 3,000.00	$ 2,520.00	16%	n/a	n/a		n/a
WPPC	Information Management	On-Site PlanetPress Advanced Training	$ 4,000.00	$ 3,360.00	16%	n/a	n/a		n/a
WPPH	Information Management	Per Diem for Onsite Visit	$ 425.00	$ 357.00	16%	n/a	n/a		n/a
WPPL	Information Management	E-Learning Module for Planet Press	$ 995.00	$ 835.00	16%	n/a	n/a		n/a
WPSM	Information Management	SmartMailer Interface Option for PB F	$ 1,000.00	$ 840.00	16%	n/a	n/a		n/a
WPXE	Information Management	DP40S Color Toner Starter Kit - Black,	$ 970.00	$ 814.00	16%	n/a	n/a		n/a
WSMW	Information Management	Mixed Weights Feature	$ 1,200.00	$ 1,008.00	16%	n/a	n/a		n/a
WSPA	Information Management	Palletization Feature	$ 2,200.00	$ 1,848.00	16%	n/a	n/a		n/a
WSPS	Information Management	Package Services Feature	$ 1,200.00	$ 1,008.00	16%	n/a	n/a		n/a
Z5DE	Information Management	DM Series AccuTrac Interface (AccuTr	$ 1,365.00	$ 1,146.00	16%	n/a	n/a		n/a
Z5DF	Information Management	DM Series AccuTrac Interface (Accutra	$ 695.00	$ 583.00	16%	n/a	n/a		n/a
Z690012	Information Management	Kit: One PC Data Collector to Galaxy	$ 310.00	$ 260.00	16%	n/a	n/a		n/a
Z690014	Information Management	Kit: One PC Data Collector to Integra S	$ 105.00	$ 88.00	16%	n/a	n/a		n/a
Z690017	Information Management	Kit: J050 Business Manager Extention	$ 105.00	$ 88.00	16%	n/a	n/a		n/a
Z6C4	Information Management	Business manager Business Manager /	$ 798.00	$ 670.00	16%	n/a	n/a		n/a

NO VOLUME OR TERM DISCOUNTS INCLUDED

Software, License and Subscription	Offerors Response
The product offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage(%) Discount off MSRP/Catalog	16%
Percentage (%) Discount off Accessories	16%
Maintenance	
Maintenance for years 2-5	

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
Z6C5	Information Management	Business Manager Software Upgrade	$ -	$ -	0%	n/a	n/a		n/a
Z6FM	Information Management	Funds Management Base Feature	$ 1,195.00	$ 1,003.00	16%	n/a	n/a		n/a
Z6V4	Information Management	Business Manager SW upgrade from V	$ -	$ -	0%	n/a	n/a		n/a
Z5DE	Information Management	DM Series AccuTrac Interface (AccuTr	$ 1,365.00	$ 1,146.00	16%	n/a	n/a		n/a
Z5DF	Information Management	DM Series AccuTrac Interface (Accutra	$ 695.00	$ 583.00	16%	n/a	n/a		n/a
Z690012	Information Management	Kit: One PC Data Collector to Galaxy	$ 310.00	$ 260.00	16%	n/a	n/a		n/a
Z690014	Information Management	Kit: One PC Data Collector to Integra S	$ 105.00	$ 88.00	16%	n/a	n/a		n/a
Z690017	Information Management	Kit: J050 Business Manager Extention	$ 105.00	$ 88.00	16%	n/a	n/a		n/a
Z6C4	Information Management	Business manager Business Manager A	$ 798.00	$ 670.00	16%	n/a	n/a		n/a
Z6C5	Information Management	Business Manager Software Upgrade	$ -	$ -	0%	n/a	n/a		n/a
Z6FM	Information Management	Funds Management Base Feature	$ 1,195.00	$ 1,003.00	16%	n/a	n/a		n/a
Z6V4	Information Management	Business Manager SW upgrade from V	$ -	$ -	0%	n/a	n/a		n/a
SPMS	Information Management	Package Manager Solution 1 (new Asc	$ 10,380.00	$ 8,720.00	16%	n/a	n/a		n/a

Envelope Addressing System, Ink Jet, Low Volume	Offerors 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	20%
Percentage (%) Discount off Accessories	20%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	30%
Maintenance	
Maintenance- Fixed for years 2-5	25%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr
Time and Materials- outside business hours, weekends, and holidays	$360/hr
Percentage discounts of Parts for Time and Materials	5%

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthy SLA
DA3R	Base System	Green DA300 Address System: Black & White Factory Certified	$3,845.00	$3,076.00	20%	$1,566.48	$1,174.00	25%	$97.00
DA3S	Base System	DA30S Envelope Address System: Black & White	$6,045.00	$4,836.00	20%	$1,312.00	$984.00	25%	$82.00
W190016	Accessories	10 ft Parallel Cable	$65.00	$52.00	20%	n/a	n/a		n/a
W190017	Accessories	10 ft Serial Cable inc w/ AddressRight System (Not compatible with W650)	$69.00	$55.20	20%	n/a	n/a		n/a
W624	Accessories	Laser Tray Tag Label and Report Printer	$695.00	$556.00	20%	$138.00	$103.00	25%	$8.00
W709	Accessories	Envelope Designer Plus Software and Art Manias CD w/ over 5,000 cliparts and fonts	$370.00	$296.00	20%	n/a	n/a		n/a
W763	Accessories	W760 Stacker for AddressRight Systems (incls printer interface)	$2,015.00	$1,612.00	20%	$174.00	$130.00	25%	$11.00
W764	Accessories	W760 Stacker and Dryer for AddressRight Systems	$2,955.00	$2,364.00	20%	$271.00	$202.00	25%	$17.00
W76C	Accessories	Green W760 Stacker Factory Certified	$1,415.00	$1,132.00	20%	$174.00	$130.00	25%	$11.00
W823	Accessories	FeedRight Feeder for DA950	$6,895.00	$5,516.00	20%	$909.00	$681.00	25%	$57.00
W853	Accessories	Ink Dryer for W760 Stacker	$945.00	$756.00	20%	$97.00	$72.00	26%	$6.00
W85R	Accessories	Green W853 Ink Dryer for W760 Stacker Factory Certified	$675.00	$540.00	20%	$97.00	$73.00	25%	$6.00
DA30	Base System	DA300 Envelope Printer	$4,995.00	3497	30%	n/a	n/a		n/a

Envelope Addressing System, Ink Jet, Medium Volume	Offerors 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	20%
Percentage (%) Discount off Accessories	20%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	30%
Maintenance	
Maintenance- Fixed for years 2-5	25%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr
Time and Materials- outside business hours, weekends, and holidays	$360/hr
Percentage discounts of Parts for Time and Materials	5%

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
DA5C	Base System	DA50S Envelope Address System: Black & White	$8,735.00	$6,988.00	20%	$1,977.19	$1,482.00	25%	$124.00
DA5S	Base System	DA55S Envelope Address System: Color	$10,665.00	$8,532.00	20%	$2,084.49	$1,563.00	25%	$131.00
DA5X	Base System	Green DA50S Address System: Black & White Factory Certified	$6,235.00	$4,988.00	20%	$1,213.00	$909.00	25%	$76.00
DA5Y	Base System	Green DA55S Address System: Color Factory Certified	$7,675.00	$6,140.00	20%	$1,192.00	$894.00	25%	$75.00
DA7C	Base System	DA70S High Speed Envelope Address System: Black & White	$16,495.00	$13,196.00	20%	$2,308.77	$1,731.00	25%	$145.00
DA7S	Base System	DA75S High Speed Envelope Address System: Color	$19,135.00	$15,308.00	20%	$2,503.08	$1,877.00	25%	$157.00
DA7X	Base System	Green DA70S High Speed Address System: Black & White Factory Certified	$11,905.00	$9,524.00	20%	$1,508.00	$1,131.00	25%	$95.00
DA7Y	Base System	Green DA75S High Speed Address System: Color Factory Certified	$13,845.00	$11,076.00	20%	$1,636.00	$1,227.00	25%	$103.00
F9YT	Accessories	PrecisionTrack Service Interface and Subscription - Up to Tier 2	$495.00	$396.00	20%	n/a	n/a		n/a
F9YU	Accessories	PrecisionTrack Service Interface and Subscription - Tier 3 and above	$495.00	$396.00	20%	n/a	n/a		n/a
HP4-D	Accessories	PB Compatible 51629A Black Inkjet print cartridge	$26.00	$20.80	20%	n/a	n/a		n/a
MT5A	Accessories	PrecisionTrack Basic Service	$175.00	$140.00	20%	n/a	n/a		n/a
MTSC	Accessories	PrecisionTrack Service for Syntel	$495.00	$396.00	20%	n/a	n/a		n/a
P20-A	Accessories	Prism DFL-1000 Black Speed Ink Inkjet Cartridge	$34.00	$27.20	20%	n/a	n/a		n/a
W190016	Accessories	10 ft Parallel Cable	$65.00	$52.00	20%	n/a	n/a		n/a
W190017	Accessories	10 ft Serial Cable inc w/ AddressRight System (Not compatible with W650)	$69.00	$55.20	20%	n/a	n/a		n/a
W624	Accessories	Laser Tray Tag Label and Report Printer	$695.00	$556.00	20%	$138.00	$103.00	25%	$8.00
W709	Accessories	Envelope Designer Plus Software and Art Manias CD w/ over 5,000 cliparts and fonts	$370.00	$296.00	20%	n/a	n/a		n/a
W763	Accessories	W760 Stacker for AddressRight Systems (incls printer interface)	$2,015.00	$1,612.00	20%	$174.00	$130.00	25%	$11.00
W764	Accessories	W760 Stacker and Dryer for AddressRight Systems	$2,955.00	$2,364.00	20%	$271.00	$203.00	25%	$17.00
W76C	Accessories	Green W760 Stacker Factory Certified	$1,415.00	$1,132.00	20%	$174.00	$130.00	25%	$11.00
W823	Accessories	FeedRight Feeder for DA950	$6,895.00	$5,516.00	20%	$909.00	$681.00	25%	$57.00
W853	Accessories	Ink Dryer for W760 Stacker	$945.00	$756.00	20%	$97.00	$72.00	26%	$6.00
W85R	Accessories	Green W853 Ink Dryer for W760 Stacker Factory Certified	$675.00	$540.00	20%	$97.00	$72.00	26%	$6.00
W985025	Accessories	HP External Multi DVD Writer	$158.00	$126.40	20%	n/a	n/a		n/a
WMP1	Accessories	VeriMove Net for 36,000	$324.00	$259.20	20%	n/a	n/a		n/a
WMP2	Accessories	VeriMove Net for 360,000	$1,800.00	$1,440.00	20%	n/a	n/a		n/a
WMP3	Accessories	VeriMove Net for 900,000	$3,600.00	$2,880.00	20%	n/a	n/a		n/a
WMP4	Accessories	VeriMove Net for 10,000	$100.00	$80.00	20%	n/a	n/a		n/a
WMPU	Accessories	VeriMove Net - Subscription (up to 300k records/day)	$200.00	$160.00	20%	n/a	n/a		n/a
WS81	Accessories	Smart Mailer Data Mapping Service (formerly data conversion)	$520.00	$416.00	20%	n/a	n/a		n/a
WS84	Accessories	MailDirector Service - Mail Merge Interface - Requires WDF1 and SmartMailer	$3,080.00	$2,464.00	20%	n/a	n/a		n/a
WSA1	Accessories	1 User License for AddressRight Pro	$995.00	$796.00	20%	n/a	n/a		n/a
WSDE	Accessories	Electronic Documentation	$295.00	$236.00	20%	n/a	n/a		n/a
WSEL	Accessories	Enhanced Line of Travel	$99.00	$79.20	20%	n/a	n/a		n/a
WSEM	Accessories	Enhanced Merge/Purge	$1,200.00	$960.00	20%	n/a	n/a		n/a
WSFB	Accessories	Firm Bundles	$295.00	$236.00	20%	n/a	n/a		n/a
WSGC	Accessories	Geocodes	$299.00	$239.20	20%	n/a	n/a		n/a
WSL1	Accessories	1 User License for SmartMailer	$995.00	$796.00	20%	n/a	n/a		n/a
WSLC	Accessories	Address Conversion System	$99.00	$79.20	20%	n/a	n/a		n/a
WSLL	Accessories	50 User Licenses for SmartMailer	$7,495.00	$5,996.00	20%	n/a	n/a		n/a
WSLX	Accessories	10 User Licenses for SmartMailer	$4,995.00	$3,996.00	20%	n/a	n/a		n/a
WSM7	Accessories	SmartMailer 7	$400.00	$320.00	20%	n/a	n/a		n/a
WSPR	Accessories	SmartMailer 7 Premium Edition	$600.00	$480.00	20%	n/a	n/a		n/a
WSU2	Accessories	Upgrade to SmartMailer 7 Premium	$200.00	$160.00	20%	n/a	n/a		n/a
WS92	Accessories	AddressRight Pro Training - Basi	$1,095.00	836	24%	n/a	n/a		n/a
WSAX	Accessories	AddressRight Pro with Address	$1,800.00	$1,512.00	16%	n/a	n/a		n/a
DAPK	Accessories	Basic Postal Knowledge Training	$545.00	$416.00	24%	n/a	n/a		n/a
DAPT	Accessories	AddressRight Printer Training - /	$765.00	$584.00	24%	n/a	n/a		n/a
DAST	Accessories	AddressRight Printer Installation	$220.00	$167.00	24%	n/a	n/a		n/a

ope Addressing System, Ink Jet, High V	Offerors 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	20%
Percentage (%) Discount off Accessories	20%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	30%
Maintenance	
Maintenance- Fixed for years 2-5	25%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr
Time and Materials- outside business hours, weekends, and holidays	$360/hr
Percentage discounts of Parts for Time and Materials	5%

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
DA79	Base System	High Speed Conveyor Stacker for DA95F	$3,935.00	$3,148.00	20%	$255.00	$191.00	25%	$ 16
DA86	Base System	High Output Dryer for DA98 Stacker	$1,985.00	$1,588.00	20%	$161.00	$120.00	25%	$ 10
DA8N	Base System	DA80F High Speed Fixed Head Printer	$10,995.00	$8,796.00	20%	$1,054.00	$790.00	25%	$ 66
DA8X	Base System	Green DA80F High Speed Fixed Head Printer Factory Certified	$7,895.00	$6,316.00	20%	$926.00	$694.00	25%	$ 58
DA99	Base System	Stand for DA98 Stacker	$945.00	$756.00	20%	n/a	n/a		
DA9K	Base System	DA95F High Performance Fixed Head Printer with FeedRight Feeder	$25,455.00	$20,364.00	20%	$2,955.80	$2,217.00	25%	$ 185
DA9L	Base System	DA95F High Performance Fixed Head Printer with FeedRight Feeder, Stacker, Dryer and Stand	$31,945.00	$25,556.00	20%	$3,371.80	$2,528.00	25%	$ 211
DA9M	Base System	DA95F High Performance Fixed Head Printer with Integrated Stacker	$29,485.00	$23,588.00	20%	$2,462.80	$1,847.00	25%	$ 154
DA9N	Base System	DA95F High Performance Fixed Head Printer	$22,995.00	$18,396.00	20%	$2,046.80	$1,536.00	25%	$ 128
DA9X	Base System	Green DA95F High Speed Fixed Head Printer Factory Certified	$16,095.00	$12,876.00	20%	$731.00	$548.00	25%	$ 46
DASC	Base System	Integrated Stacker w/ Stand and High Output Dryer	$6,065.00	$4,852.00	20%	$428.00	$321.00	25%	$ 27
F9YT	Accessories	PrecisionTrack Service Interface and Subscription - Up to Tier 2	$495.00	$396.00	20%	n/a	n/a		n/a
F9YU	Accessories	PrecisionTrack Service Interface and Subscription - Tier 3 and above	$495.00	$396.00	20%	n/a	n/a		n/a
HP4-D	Accessories	PB Compatible 51629A Black Inkjet print cartridge	$26.00	$20.80	20%	n/a	n/a		n/a
MTSA	Accessories	PrecisionTrack Basic Service	$175.00	$140.00	20%	n/a	n/a		n/a
MTSC	Accessories	PrecisionTrack Service for Syntel	$495.00	$396.00	20%	n/a	n/a		n/a
PZ0-A	Accessories	Prism DFL-1000 Black Speed Ink Inkjet Cartridge	$34.00	$27.20	20%	n/a	n/a		n/a
W190016	Accessories	10 ft Parallel Cable	$65.00	$52.00	20%	n/a	n/a		n/a
W190017	Accessories	10 ft Serial Cable inc w/ AddressRight System (Not compatible with W650)	$69.00	$55.20	20%	n/a	n/a		n/a
W409	Accessories	Compaq 17in. Flat Panel Display	$199.00	$159.20	20%	n/a	n/a		n/a
W413	Accessories	Compaq 19in. Flat Panel Display	$699.00	$559.20	20%	n/a	n/a		n/a
W4MC	Accessories	Trip Charge - 75 miles + from District Office	$545.00	$436.00	20%	n/a	n/a		n/a
W624	Accessories	Laser Tray Tag Label and Report Printer	$695.00	$556.00	20%	$138.00	$103.00	25%	$ 8
W709	Accessories	Envelope Designer Plus Software and Art Manias CD w/ over 5,000 cliparts and fonts	$370.00	$296.00	20%	n/a	n/a		n/a
W763	Accessories	W760 Stacker for AddressRight Systems (incls printer interface)	$2,015.00	$1,612.00	20%	$174.00	$130.00	25%	$ 11
W764	Accessories	W760 Stacker and Dryer for AddressRight Printers	$2,955.00	$2,364.00	20%	$271.00	$202.00	25%	$ 17
W76C	Accessories	Green W760 Stacker Factory Certified	$1,415.00	$1,132.00	20%	$174.00	$130.00	25%	$ 11
W823	Accessories	FeedRight Feeder for DA950	$6,895.00	$5,516.00	20%	$909.00	$681.00	25%	$ 57
W853	Accessories	Ink Dryer for W760 Stacker	$945.00	$756.00	20%	$97.00	$72.00	26%	$ 6
W85R	Accessories	Green W853 Ink Dryer for W760 Stacker Factory Certified	$675.00	$540.00	20%	$97.00	$72.00	26%	$ 6
W985025	Accessories	HP External Multi DVD Writer	$158.00	$126.40	20%	n/a	n/a		n/a
WMP1	Accessories	VeriMove Net for 36,000	$324.00	$259.20	20%	n/a	n/a		n/a
WMP2	Accessories	VeriMove Net for 360,000	$1,800.00	$1,440.00	20%	n/a	n/a		n/a
WMP3	Accessories	VeriMove Net for 900,000	$3,600.00	$2,880.00	20%	n/a	n/a		n/a
WMP4	Accessories	VeriMove Net for 10,000	$100.00	$80.00	20%	n/a	n/a		n/a

ope Addressing System, Ink Jet, High V	Offerors 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	20%
Percentage (%) Discount off Accessories	20%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	30%
Maintenance	
Maintenance- Fixed for years 2-5	25%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr
Time and Materials- outside business hours, weekends, and holidays	$360/hr
Percentage discounts of Parts for Time and Materials	5%

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
WMPU	Accessories	VeriMove Net - Subscription (up to 300k records/day)	$200.00	$160.00	20%	n/a	n/a		n/a
WP94	Accessories	Subscription for Print Services	$0.00	$0.00	20%	n/a	n/a		n/a
WS80	Accessories	SmartMailer Installation Service	$140.00	$112.00	20%	n/a	n/a		n/a
WS81	Accessories	Smart Mailer Data Mapping Service (formerly data conversion)	$520.00	$416.00	20%	n/a	n/a		n/a
WS82	Accessories	Smart Mailer System Integration Service	$520.00	$416.00	20%	n/a	n/a		n/a
WS83	Accessories	Verimove Training Service	$435.00	$348.00	20%	n/a	n/a		n/a
WS84	Accessories	MailDirector Service - Mail Merge Interface - Requires WDF1 and SmartMailer	$3,080.00	$2,464.00	20%	n/a	n/a		n/a
WS90	Accessories	Smartmailer Training	$950.00	$760.00	20%	n/a	n/a		n/a
WS91	Accessories	SmartMailer Premium Training - Basic	$1,095.00	$876.00	20%	n/a	n/a		n/a
WS93	Accessories	Mailing Assistant Customization	$435.00	$348.00	20%	n/a	n/a		n/a
WSA1	Accessories	1 User License for AddressRight Pro	$995.00	$796.00	20%	n/a	n/a		n/a
WSDE	Accessories	Electronic Documentation	$295.00	$236.00	20%	n/a	n/a		n/a
WSEL	Accessories	Enhanced Line of Travel	$99.00	$79.20	20%	n/a	n/a		n/a
WSEM	Accessories	Enhanced Merge/Purge	$1,200.00	$960.00	20%	n/a	n/a		n/a
WSFB	Accessories	Firm Bundles	$295.00	$236.00	20%	n/a	n/a		n/a
WSGC	Accessories	Geocodes	$299.00	$239.20	20%	n/a	n/a		n/a
WSL1	Accessories	1 User License for SmartMailer	$995.00	$796.00	20%	n/a	n/a		n/a
WSLC	Accessories	Address Conversion System	$99.00	$79.20	20%	n/a	n/a		n/a
WSLL	Accessories	50 User Licenses for SmartMailer	$7,495.00	$5,996.00	20%	n/a	n/a		n/a
WSLX	Accessories	10 User Licenses for SmartMailer	$4,995.00	$3,996.00	20%	n/a	n/a		n/a
WSM4	Accessories	MailCoach Training - 4 Operators	$3,280.00	$2,624.00	20%	n/a	n/a		n/a
WSM6	Accessories	MailCoach Training - 6 Operators	$4,920.00	$3,936.00	20%	n/a	n/a		n/a
WSM7	Accessories	SmartMailer 7	$400.00	$320.00	20%	n/a	n/a		n/a
WSMC	Accessories	MailCoach Training	$1,095.00	$876.00	20%	n/a	n/a		n/a
WSP0	Accessories	Data Mapping n Integration Bundled up to 4 hours	$770.00	$616.00	20%	n/a	n/a		n/a
WSP1	Accessories	Data Mapping n Integration Bundled up to 1 day	$1,540.00	$1,232.00	20%	n/a	n/a		n/a
WSP2	Accessories	Data Mapping n Integration Bundled up to 2 days	$3,080.00	$2,464.00	20%	n/a	n/a		n/a
WSP4	Accessories	Data Mapping n Integration Bundled up to 4 days	$6,160.00	$4,928.00	20%	n/a	n/a		n/a
WSPR	Accessories	SmartMailer 7 Premium Edition	$600.00	$480.00	20%	n/a	n/a		n/a
WSU2	Accessories	Upgrade to SmartMailer 7 Premium	$200.00	$160.00	20%	n/a	n/a		n/a
DA8A	Accessories	High Speed Conveyor Stacker fc	$3,765.00	2877	24%	$240.00	$192.00		$ 16

Envelope Addressing System, Ink Jet, Production	Offerors 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	15%
Percentage (%) Discount off Accessories	15%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	16%
Maintenance	
Maintenance- Fixed for years 2-5	MSRP less 5%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category
Y3C7	Addressing Production
Y3CD	Addressing Production
FLY7	Addressing Production
Y3C5	Addressing Production
Y3FN	Addressing Production
Y3FT	Addressing Production
Y3CZ	Addressing Production

Description	MSRP EQUIPMENT	contract price	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
MCS 4" Array System 2" + 2" Heads	34,194	29,065	15.0%	6,008	5,708	5.0%	
Industrial Mount For Screen-Keyboard	1,935	1,645	15.0%	-	-		
Speed Sort 9'	7,871	6,690	15.0%	-	-		
S-800 Near IR Dryer-9000 Watt	9,677	8,226	15.0%	-	-		
56" Flexible Inkjet Transport	13,871	11,790	15.0%	-	-		
30" Dryer bases - Hi Temp	3,355	2,852	15.0%	-	-		
6' Feedmax	11,516	9,789	15.0%	-	-		

Tabbers, Low Volume	Offerors 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	20%
Percentage (%) Discount off Accessories	20%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	30%
Maintenance	
Maintenance- Fixed for years 2-5	25%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr
Time and Materials- outside business hours, weekends, and holidays	$360hr
Percentage discounts of Parts for Time and Materials	5%

* if blank - no sla

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monhly SLA
W350	Base System	Tabber (order W760 if Stacker is required)	$4,100.00	$3,280.00	20%	$684.95	$509.00	25%	$ 43.00
W760	Accessories	W760 Stacker for W350 Tabber	$1,775.00	$1,420.00	20%	$174.00	$130.00	25%	$ 11.00
W35R	Base System	Green W350 Tabber Factory Ce	$3,075.00	$2,153.00	30% N/A		N/A		N/A

Tabbers, Medium Volume	Offerors 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	35%
Percentage (%) Discount off Accessories	35%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	30%
Maintenance	
Maintenance- Fixed for years 2-5	25%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr
Time and Materials- outside business hours, weekends, and holidays	$360hr
Percentage discounts of Parts for Time and Materials	5%

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
DT3A	Base System	W360 Multifunction Tabber System	$19,995.00	$12,996.00	35%	$2,127.24	$1,590.00	25%	$134.00
SVWE	Accessories	Console with Caster Kit	$1,295.00	$841.00	35%	n/a	n/a		n/a
DT3S	Accessories	W985 Conveyor Stacker for W360 Multifunction Tabber System	$3,425.00	$2,226.00	35%	$255.00	$191.00	25%	$16.00
DT3T	Accessories	Stand for W985 Conveyor Stacker	$825.00	693	16%				

Tabbers, High Volume	Offerors Response
All productsoffered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage(%) Discount off MSRP/Catalog	35%
Percentage (%) Discount off Accessories	35%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	30%
Maintenance	
Maintenance- Fixed for years 2-5	25%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr
Time and Materials- outside business hours, weekends, and holidays	$360hr
Percentage discounts of Parts for Time and Materials	5%

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
DT3A	Base System	W360 Multifunction Tabber System	$19,995.00	$12,996.00	35%	$2,127.24	$1,590.00	25%	$134.00
SVWE	Accessories	Console with Caster Kit	$1,295.00	$841.00	35% n/a		n/a		n/a
DT3S	Accessories	W985 Conveyor Stacker for W360 Multifunction Tabber System	$3,425.00	$2,226.00	35%	$255.00	$191.00	25%	$16.00

Tabbers, Production	Offerors 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	15%
Percentage (%) Discount off Accessories	15%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	16%
Maintenance	
Maintenance- Fixed for years 2-5	MSRP less 5%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category	Description	MSRP EQUIPMENT	contract price	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP
Y3DC	Tabbers Production	PB Tabber	29,032	24,677	15.0%	639	607	5.0%

Pre-sorting Equipment, Production	Offerors 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	27.50%
Percentage (%) Discount off Accessories	25%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	25%
Maintenance	
Maintenance- Fixed for years 2-5	MSRP less 5%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP
SD2D	Pre-Sorting Equipment Production	1D/2D Enhanced WABCR	11,955	8,667	27.5%	1,500	1,425	5.0%
SD3D	Pre-Sorting Equipment Production	3D Measurement Option	11,496	8,335	27.5%	-	-	5.0%
SDA0	Pre-Sorting Equipment Production	MT3.0 Tray Tag Printer - Dom	2,865	2,077	27.5%	193	183	5.0%
SDC0	Pre-Sorting Equipment Production	Automatic Feeder	110,243	79,926	27.5%	9,124	8,668	5.0%
SDC2	Pre-Sorting Equipment Production	Manual Feeder Master	54,693	39,653	27.5%	2,739	2,602	5.0%
SDC3	Pre-Sorting Equipment Production	Manual Feeder Secondary	19,803	14,357	27.5%	-	-	5.0%
SDD0	Pre-Sorting Equipment Production	Camera Section	172,774	125,261	27.5%	11,448	10,876	5.0%
SDD2	Pre-Sorting Equipment Production	WOF Scale option	52,497	38,060	27.5%	4,345	4,128	5.0%
SDD3	Pre-Sorting Equipment Production	No Scale option	3,429	2,486	27.5%	-	-	5.0%
SDD4	Pre-Sorting Equipment Production	Delay Section	33,152	24,035	27.5%	2,195	2,085	5.0%
SDD7	Pre-Sorting Equipment Production	DRS, 8K Incoming	12,903	9,355	27.5%	-	-	5.0%
SDE0	Pre-Sorting Equipment Production	Output Section	22,594	16,380	27.5%	-	-	5.0%
SDE2	Pre-Sorting Equipment Production	Labeler Section, incl Printer	60,471	43,841	27.5%	5,005	4,755	5.0%
SDE3	Pre-Sorting Equipment Production	InkJet Print Section, incl. Printer	60,471	43,841	27.5%	2,104	1,999	5.0%
SDE7	Pre-Sorting Equipment Production	Verifier Area Scan Section, incl. Camera	20,600	14,935	27.5%	1,705	1,620	5.0%
SDE9	Pre-Sorting Equipment Production	Standard Cabinet Blower	3,156	2,288	27.5%	105	100	5.0%
SDF0	Pre-Sorting Equipment Production	Ramp, plus Last Stacker Kit	68,088	49,364	27.5%	3,575	3,396	5.0%
SDF2	Pre-Sorting Equipment Production	Leading Stacker Section	39,206	28,425	27.5%	3,245	3,083	5.0%
SDF4	Pre-Sorting Equipment Production	Trailing Stacker Section	39,206	28,425	27.5%	3,245	3,083	5.0%
SDG0	Pre-Sorting Equipment Production	Full Tub Conveyors	3,987	2,891	27.5%	-	-	5.0%
SDG1	Pre-Sorting Equipment Production	Gravity Output Conveyor	997	723	27.5%	-	-	5.0%
SDG2	Pre-Sorting Equipment Production	Left Turn Powered Output Conveyor	11,297	8,190	27.5%	-	-	5.0%
SDG3	Pre-Sorting Equipment Production	Right Turn Powered Output Conveyor	11,297	8,190	27.5%	-	-	5.0%
SDG5	Pre-Sorting Equipment Production	Auto Tub Set of 3 Pockets	10,965	7,949	27.5%	2,599	2,469	5.0%
SDG6	Pre-Sorting Equipment Production	Tub Label terminal	9,659	7,003	27.5%	-	-	5.0%
SDG8	Pre-Sorting Equipment Production	Distributed Label printers	3,655	2,650	27.5%	385	366	5.0%
SDH0	Pre-Sorting Equipment Production	Extreme Environment Package	22,461	16,284	27.5%	-	-	5.0%
SDMM	Pre-Sorting Equipment Production	Machine Status Monitor	1,362	987	27.5%	-	-	5.0%
SLV0	Pre-Sorting Equipment Production	Transport (Includes transport, camera, workstation computer touch screen monitor)	116,129	84,194	27.5%	-	-	5.0%
SLV1	Pre-Sorting Equipment Production	Binarizer	3,642	2,640	27.5%	-	-	5.0%
SLV2	Pre-Sorting Equipment Production	WABCR	5,827	4,225	27.5%	-	-	5.0%
SLVA	Pre-Sorting Equipment Production	Hand Scanner (1D)	724	525	27.5%	-	-	5.0%
SLVB	Pre-Sorting Equipment Production	Barcode Verifier (Postnet / IMB Verifier)	12,383	8,978	27.5%	-	-	5.0%
SLVC	Pre-Sorting Equipment Production	Separator Card (Currently handled via software)	3,578	2,594	27.5%	-	-	5.0%
SLVP	Pre-Sorting Equipment Production	Front/Back Printer Assy (Jet Engine, 3-Pen Printer)	15,848	11,490	27.5%	-	-	5.0%
SLVR	Pre-Sorting Equipment Production	Router	520	377	27.5%	-	-	5.0%
SLVS	Pre-Sorting Equipment Production	Stacker Section (4 bins per section)	11,346	8,226	27.5%	-	-	5.0%
SLVT	Pre-Sorting Equipment Production	Thickness Measurement	4,527	3,282	27.5%	-	-	5.0%
SLVU	Pre-Sorting Equipment Production	Tray Tag Printer	1,353	981	27.5%	-	-	5.0%
SR04	Pre-Sorting Equipment Production	ST Pocket Section - Dom	21,069	15,275	27.5%	1,243	1,181	5.0%
SR08	Pre-Sorting Equipment Production	WABCR-only (no MLOCR)	21,265	15,417	27.5%	-	-	5.0%
SR1M	Pre-Sorting Equipment Production	Imaje Bar Code, Printer POS 4	23,790	17,248	27.5%	1,712	1,626	5.0%
SR2C	Pre-Sorting Equipment Production	WABCR in conjunction w/MLOCR	10,898	7,901	27.5%	-	-	5.0%
SR2R	Pre-Sorting Equipment Production	ST Selective letter Opener	31,065	22,522	27.5%	1,769	1,681	5.0%
SR2S	Pre-Sorting Equipment Production	RDS	4,652	3,372	27.5%	254	241	5.0%
SR2V	Pre-Sorting Equipment Production	Support Level 1-Helpdesk (Dom)	-	-	27.5%	10,000	9,500	5.0%
SR3C	Pre-Sorting Equipment Production	IMB Kit OlyII Std-Imj FW	23,097	16,745	27.5%	-	-	5.0%
SR3D	Pre-Sorting Equipment Production	IMB Kit OLY I, Std-Imj FW	23,097	16,745	27.5%	-	-	5.0%
SR3E	Pre-Sorting Equipment Production	IMB Kit Exemplar P w/Supra	23,097	16,745	27.5%	-	-	5.0%
SR3G	Pre-Sorting Equipment Production	IMB Kit Exemplar P w/PC70	46,323	33,584	27.5%	-	-	5.0%
SR3K	Pre-Sorting Equipment Production	IMB Kit Exemplar B w/VPC37	14,065	10,197	27.5%	-	-	5.0%
SR3M	Pre-Sorting Equipment Production	IMB Kit OlyII Std-Imj FW GE	33,419	24,229	27.5%	-	-	5.0%
SR3N	Pre-Sorting Equipment Production	IMB Kit OLY I Std-Imj FW GE	33,419	24,229	27.5%	-	-	5.0%
SR3P	Pre-Sorting Equipment Production	IMB Kit Exemplar P w/Supra GE	33,419	24,229	27.5%	-	-	5.0%
SR3S	Pre-Sorting Equipment Production	IMB Kit Exemplar P w/PC70 GE	56,645	41,068	27.5%	-	-	5.0%
SR3W	Pre-Sorting Equipment Production	Barcode Reader	9,702	7,034	27.5%	698	663	5.0%
SR3Z	Pre-Sorting Equipment Production	Barcode Reader with Grading	20,025	14,518	27.5%	1,552	1,474	5.0%
SR4H	Pre-Sorting Equipment Production	IMB Kit OLYII IMB Opt - Imj FW	23,097	16,745	27.5%	-	-	5.0%
SR4J	Pre-Sorting Equipment Production	IMB Kit OlyII I IMB, Std Trident	23,097	16,745	27.5%	-	-	5.0%
SR4K	Pre-Sorting Equipment Production	IMB Kit OlyII Std Trident GE	33,419	24,229	27.5%	-	-	5.0%
SR4L	Pre-Sorting Equipment Production	IMB Kit Oly I Std Trident GE	33,419	24,229	27.5%	-	-	5.0%
SR4P	Pre-Sorting Equipment Production	IMB Kit PTI Explr, IMB Option	46,323	33,584	27.5%	-	-	5.0%
SR4S	Pre-Sorting Equipment Production	IMB Kit PTI Explr, Option GE	56,645	41,068	27.5%	-	-	5.0%
SR5K	Pre-Sorting Equipment Production	Flats Station Printer (Dom)	2,865	2,077	27.5%	206	196	5.0%
SR5L	Pre-Sorting Equipment Production	ST tray tag printers (pair)	5,492	3,981	27.5%	378	359	5.0%
SR5S	Pre-Sorting Equipment Production	Mail Justifier Station	1,987	1,441	27.5%	-	-	5.0%
SR6G	Pre-Sorting Equipment Production	ST 2-line LCD Displays	2,219	1,609	27.5%	-	-	5.0%
SR6J	Pre-Sorting Equipment Production	LVE - LCD monitor (Domestic)	5,529	4,008	27.5%	397	377	5.0%
SR7S	Pre-Sorting Equipment Production	Double Detector (Dom & Int'l)	15,284	11,081	27.5%	140	133	5.0%
SR8G	Pre-Sorting Equipment Production	IMB Kit OlyII FW-SW-bracket GE	16,645	12,068	27.5%	-	-	5.0%
SR8H	Pre-Sorting Equipment Production	IMB Kit OLYII IVT installed GE	20,516	14,874	27.5%	-	-	5.0%
SR8M	Pre-Sorting Equipment Production	Oly II ST Base Transport (Dom)	202,013	146,459	27.5%	15,968	15,170	5.0%
SR8P	Pre-Sorting Equipment Production	Wireless Hand Scanner	6,452	4,677	27.5%	100	95	5.0%
SR8T	Pre-Sorting Equipment Production	Kit, Full Service IMB	24,903	18,055	27.5%	4,900	4,655	5.0%
SR8W	Pre-Sorting Equipment Production	IMB Upgrade Training - Per Day	1,290	935	27.5%	-	-	5.0%
SR8X	Pre-Sorting Equipment Production	Full Service IMB Installation	3,226	2,339	27.5%	-	-	5.0%
SR98	Pre-Sorting Equipment Production	Read-Write OCR, 13K	53,161	38,542	27.5%	-	-	5.0%
SR9B	Pre-Sorting Equipment Production	IMB Kit, PTI CarsII Std Im FW	25,501	18,488	27.5%	-	-	5.0%
SR9C	Pre-Sorting Equipment Production	IMB Kit, PTI CarsII New Supra	49,746	36,066	27.5%	-	-	5.0%
SR9K	Pre-Sorting Equipment Production	LED Marquee	8,602	6,237	27.5%	675	641	5.0%

Pre-sorting Equipment, Production	Offerors 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	27.50%
Percentage (%) Discount off Accessories	25%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	25%
Maintenance	
Maintenance- Fixed for years 2-5	MSRP less 5%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP
SR9R	Pre-Sorting Equipment Production	SiteVue	-	-	27.5%	2,000	1,900	5.0%
SR9S	Pre-Sorting Equipment Production	SiteVue + HelpDesk	-	-	27.5%	5,000	4,750	5.0%
SR9T	Pre-Sorting Equipment Production	SiteVue PC	-	-	27.5%	1,500	1,425	5.0%
SRAE	Pre-Sorting Equipment Production	3D-WEIGHING DETECTOR						
SRA9	Pre-Sorting Equipment Production	Extension Section	11,297	8,190	27.5%	781	742	5.0%
SRAV	Pre-Sorting Equipment Production	Kit, Image Processor	9,503	6,890	27.5%	-	-	5.0%
SRB5	Pre-Sorting Equipment Production	OUTGOING IP SYS PKG						
SRBJ	Pre-Sorting Equipment Production	Pos 1 ID Tag printer	33,492	24,281	27.5%	1,712	1,626	5.0%
SRBK	Pre-Sorting Equipment Production	Kit, Imaje Option 120V (Dom)	4,319	3,132	27.5%	-	-	5.0%
SRBP	Pre-Sorting Equipment Production	Pos 2 Redater-Endorse Printer	23,790	17,248	27.5%	1,712	1,626	5.0%
SRDF	Pre-Sorting Equipment Production	Image Server PC for LVE	19,935	14,453	27.5%	1,434	1,362	5.0%
SRDK	Pre-Sorting Equipment Production	Pos 3 FastForward Printer	23,790	17,248	27.5%	1,712	1,626	5.0%
SRDR	Pre-Sorting Equipment Production	LAST STACKER ASSEMBLY KIT						
SRE4	Pre-Sorting Equipment Production	SINGLE TIER INT KIT, 5 STA						
SRGH	Pre-Sorting Equipment Production	ST Std Sorting Racks (1-sect)	2,193	1,590	27.5%	-	-	5.0%
SRGT	Pre-Sorting Equipment Production	Site Server w-Sequel Server	27,100	19,648	27.5%	-	-	5.0%
SRH8	Pre-Sorting Equipment Production	Host PC Option	6,645	4,818	27.5%	-	-	5.0%
SRHJ	Pre-Sorting Equipment Production	Intellischeme	19,935	14,453	27.5%	-	-	5.0%
SRHT	Pre-Sorting Equipment Production	Separator cards (100)	608	441	27.5%	-	-	5.0%
SRHX	Pre-Sorting Equipment Production	ABSEENTEE BALLOT DATA CAP						
SRHY	Pre-Sorting Equipment Production	REPORT PKG RELIAVOTE STD						
SRJ0	Pre-Sorting Equipment Production	UPS	1,523	1,105	27.5%	-	-	5.0%
SRJ1	Pre-Sorting Equipment Production	Rack for Server	6,245	4,528	27.5%	-	-	5.0%
SRJ5	Pre-Sorting Equipment Production	Access 2003						
SRJF	Pre-Sorting Equipment Production	SFW IMAGE ARCHIVING						
SRJL	Pre-Sorting Equipment Production	Return Mail Sorter Software	13,290	9,635	27.5%	-	-	5.0%
SRJM	Pre-Sorting Equipment Production	Standard Inbound Pass Software	19,935	14,453	27.5%	-	-	5.0%
SRLY	Pre-Sorting Equipment Production	SMA, Spare PC, UMove Gov't	-	-	27.5%	2,424	2,303	5.0%
SRM5	Pre-Sorting Equipment Production	Kit, 4.8" AIM BCR, Front/Stamp Leading	21,785	15,794	27.5%	1,568	1,490	5.0%
SRM6	Pre-Sorting Equipment Production	Kit, 4.8" Postal BCR, Front/Stamp Lead	32,226	23,364	27.5%	2,318	2,202	5.0%
SRM7	Pre-Sorting Equipment Production	Kit, Barcode Camera, Back/Stamp Tra	24,107	17,478	27.5%	1,734	1,647	5.0%
SRM8	Pre-Sorting Equipment Production	Kit, Barcode Camera, Front/Stamp Lea	18,299	13,267	27.5%	1,317	1,251	5.0%
SRM9	Pre-Sorting Equipment Production	Kit, Oly II Camera Link Hardware	2,684	1,946	27.5%	194	184	5.0%
SRMT	Pre-Sorting Equipment Production	Move Update Kit	25,888	18,769	27.5%	-	-	5.0%
SRMV	Pre-Sorting Equipment Production	Move Update Option	28,468	20,640	27.5%	1,999	1,899	5.0%
SRMX	Pre-Sorting Equipment Production	Move Update Installation	1,935	1,403	27.5%	-	-	5.0%
SRMY	Pre-Sorting Equipment Production	Move Update Conversion Kit	6,452	4,677	27.5%	-	-	5.0%
SRPD	Pre-Sorting Equipment Production	PRINTER POS 4 IMB	21,626	21,626				5.0%
SRRB	Pre-Sorting Equipment Production	S/A Binarizer						
SRSA	Pre-Sorting Equipment Production	Service Product - Sorter Base						
SRS2	Pre-Sorting Equipment Production	IMB Kit OLYII IVT installed	10,194	7,390	27.5%	-	-	5.0%
SRS5	Pre-Sorting Equipment Production	1 unit IMB Upgr. Installation	1,290	935	27.5%	-	-	5.0%
SRS6	Pre-Sorting Equipment Production	IMB Kit OlyII FW, SW & bracket	6,323	4,584	27.5%	-	-	5.0%
SRSC	Pre-Sorting Equipment Production	Separator Card Option	12,302	8,919	27.5%	-	-	5.0%
SRT3	Pre-Sorting Equipment Production	MT3.0 Base Transport - Dom	252,383	182,978	27.5%	19,459	18,486	5.0%
SRT5	Pre-Sorting Equipment Production	MT3.0 Pocket Section - Dom	43,858	31,797	27.5%	3,156	2,998	5.0%
SRT6	Pre-Sorting Equipment Production	MT Selective Letter Opener	46,381	33,631	27.5%	2,660	2,527	5.0%
SRTE	Pre-Sorting Equipment Production	Tray Conveyor, Flex Tier Pkts	3,419	2,479	27.5%	-	-	5.0%
SRTH	Pre-Sorting Equipment Production	Flex Tier Pockets, 2-Tier	29,871	21,656	27.5%	2,315	2,199	5.0%
SRTL	Pre-Sorting Equipment Production	Flex Tier Pockets, 3-Tier	37,548	27,222	27.5%	2,910	2,765	5.0%
SRUC	Pre-Sorting Equipment Production	PC, UMove Gov't	7,818	5,668	27.5%	900	855	5.0%
SRUE	Pre-Sorting Equipment Production	Move Update Kit	25,888	18,769	27.5%	-	-	5.0%
SRZ0	Pre-Sorting Equipment Production	EZ Flats Base Sorter System	60,332	43,740	27.5%	-	-	5.0%
SRZ1	Pre-Sorting Equipment Production	EZ Flats 4-Bin Stacker Section	18,084	13,111	27.5%	-	-	5.0%
SRZ2	Pre-Sorting Equipment Production	EZ Flats Site Server Kit	10,850	7,866	27.5%	-	-	5.0%
SRZ3	Pre-Sorting Equipment Production	EZFlats Manual Sort case	603	437	27.5%	-	-	5.0%
SRZ4	Pre-Sorting Equipment Production	EZFlats Hi-Density Insert Case	603	437	27.5%	-	-	5.0%
SRZ5	Pre-Sorting Equipment Production	EZFlats 2K RAF Plat&Parascript	11,290	8,185	27.5%	-	-	5.0%
SRZ8	Pre-Sorting Equipment Production	EZFlats Spare Kit Base Transport	7,742	5,613	27.5%	-	-	5.0%
SRZJ	Pre-Sorting Equipment Production	EZFlats Spare Kit/Stkr Section	968	702	27.5%	-	-	5.0%
SRZK	Pre-Sorting Equipment Production	EZ Flats Air Compressor	7,088	5,139	27.5%	-	-	5.0%
SRZM	Pre-Sorting Equipment Production	2K Plat Inbound, OCR Maint.	5,161	3,742	27.5%	-	-	5.0%
SRZP	Pre-Sorting Equipment Production	EZ Flats IB SMA/Helpdesk	10,323	7,484	27.5%	-	-	5.0%
SRZS	Pre-Sorting Equipment Production	2K Plat Combo, OCR Maint.	11,935	8,653	27.5%	-	-	5.0%
SRZU	Pre-Sorting Equipment Production	EZ Flats Combo SMA/Helpdesk	12,258	8,887	27.5%	-	-	5.0%
STPS	Pre-Sorting Equipment Production	CIJ Printer Support Kit	4,319	3,131	27.5%	-	-	5.0%
STV1	Pre-Sorting Equipment Production	Feeder, High Speed Letter	186,794	135,425	27.5%	15,649	14,867	5.0%
STV2	Pre-Sorting Equipment Production	Feeder, Mixed Mail	167,200	121,220	27.5%	16,107	15,301	5.0%
STV3	Pre-Sorting Equipment Production	Integrated Air Compressor Option	7,527	5,457	27.5%	-	-	5.0%
STV4	Pre-Sorting Equipment Production	3D Measurement	5,761	4,177	27.5%	-	-	5.0%
STV5	Pre-Sorting Equipment Production	4.8" Verifier w/cam, Back	26,882	19,489	27.5%	2,292	2,177	5.0%
STV6	Pre-Sorting Equipment Production	Separator Card Option	1,028	745	27.5%	-	-	5.0%
STV7	Pre-Sorting Equipment Production	Double Feed Detection	23,920	17,342	27.5%	2,304	2,189	5.0%
STVA	Pre-Sorting Equipment Production	Base Transport, Short	37,151	26,934	27.5%	3,579	3,400	5.0%
STVB	Pre-Sorting Equipment Production	Base Transport, Medium	62,957	45,644	27.5%	6,065	5,762	5.0%
STVC	Pre-Sorting Equipment Production	Base Transport, Long	101,667	73,709	27.5%	9,794	9,304	5.0%
STVD	Pre-Sorting Equipment Production	Alibi Storage Option	6,563	4,758	27.5%	-	-	5.0%
STVE	Pre-Sorting Equipment Production	Base Transport Med - Postjet	67,484	48,926	27.5%	5,230	4,969	5.0%
STVF	Pre-Sorting Equipment Production	In-line WOF Scale Module	175,357	127,134	27.5%	10,872	10,328	5.0%
STVG	Pre-Sorting Equipment Production	Sing-Tier Interface 60hz	49,433	35,839	27.5%	4,762	4,524	5.0%
STVJ	Pre-Sorting Equipment Production	Multi Tier Interface w/Elevator 60hz	106,000	76,850	27.5%	9,860	9,367	5.0%
STVR	Pre-Sorting Equipment Production	4.8" Verifier, Back	22,581	16,371	27.5%	1,925	1,829	5.0%
STVS	Pre-Sorting Equipment Production	1" Verifier, Black Back	6,409	4,646	27.5%	671	637	5.0%
STVT	Pre-Sorting Equipment Production	1" Verifier, Fluor. Back	13,118	9,511	27.5%	671	637	5.0%
STVU	Pre-Sorting Equipment Production	Printer, Hi Def Domino	156,168	113,222	27.5%	20,430	19,409	5.0%

Pre-sorting Equipment, Production	Offerors 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	27.50%
Percentage (%) Discount off Accessories	25%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	25%
Maintenance	
Maintenance- Fixed for years 2-5	MSRP less 5%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Category	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP	MSRP MAINTENACE*	Annual Maintenance Years 2-5	% OFF MSRP
STVV	Pre-Sorting Equipment Production	4.8" Verifier w/cam Front	26,882	19,489	27.5%	2,292	2,177	5.0%
STVW	Pre-Sorting Equipment Production	4.8" Verifier, Front	22,581	16,371	27.5%	1,925	1,829	5.0%
STVX	Pre-Sorting Equipment Production	1.0" Verifier Black, Front side	9,702	7,034	27.5%	671	637	5.0%
STVY	Pre-Sorting Equipment Production	1" Verifier Fluor. Front	13,118	9,511	27.5%	671	637	5.0%
STW1	Pre-Sorting Equipment Production	Printer, Black CIJ, Back	23,790	17,248	27.5%	1,712	1,626	5.0%
STW2	Pre-Sorting Equipment Production	Printer, Fluor CIJ, Back	33,492	24,281	27.5%	1,712	1,626	5.0%
STW3	Pre-Sorting Equipment Production	Printer, 24K HP IJ, Back	16,351	11,854	27.5%	1,394	1,324	5.0%
STW6	Pre-Sorting Equipment Production	Printer, Black CIJ, Front	21,235	15,396	27.5%	2,292	2,177	5.0%
STW7	Pre-Sorting Equipment Production	Printer, Fluor CIJ, Front	23,790	17,248	27.5%	1,712	1,626	5.0%
STW8	Pre-Sorting Equipment Production	Printer, 24K HP IJ, Front	16,351	11,854	27.5%	1,394	1,324	5.0%
STWG	Pre-Sorting Equipment Production	Kit, High Rail Guide, Long Transport	3,226	2,339	27.5%	-	-	5.0%
STWH	Pre-Sorting Equipment Production	Kit, High Rail Guide, Short Transport	2,151	1,559	27.5%	-	-	5.0%
STWJ	Pre-Sorting Equipment Production	Kit, High Rail Guide, Med Transport	2,581	1,871	27.5%	-	-	5.0%
STWK	Pre-Sorting Equipment Production	Kit, High Rail Guide, Selective Opener	2,151	1,559	27.5%	-	-	5.0%
STWL	Pre-Sorting Equipment Production	Kit, High Rail Guide, Scale w/o meter	1,613	1,169	27.5%	-	-	5.0%
STWM	Pre-Sorting Equipment Production	Kit, High Rail Guide, Scale and Meter Module	2,151	1,559	27.5%	-	-	5.0%
STWN	Pre-Sorting Equipment Production	Kit, High Rail Guide, Domino Printer Module	1,613	1,169	27.5%	-	-	5.0%
STWP	Pre-Sorting Equipment Production	Kit, High Rail Guide, Addtl I/O	1,613	1,169	27.5%	-	-	5.0%
STWW	Pre-Sorting Equipment Production	Addtl Workstation Monitor	813	589	27.5%	-	-	5.0%

Mailing Furniture

Mail Room Furniture (general)	Offerors 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	30%
Percentatge (%) Discount off Accessories	30%

PCN	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP
	*** all furniture is related to mailrooms only**			
BCM30291	Bookcase 30 in x 29 in	$570.00	$399.00	30%
BCM30482	Bookcase with Adjustable Shelves 30 in. x 48 in.	$630.00	$441.00	30%
BCM30543	Bookcase 30 in x 54 in	$725.00	$507.00	30%
BCM30664	Bookcase 30 in x 66 in	$775.00	$542.00	30%
BCM30724	Bookcase 30 in x 72 in	$850.00	$595.00	30%
BCM36291	Bookcase 36 in x 29 in	$610.00	$427.00	30%
BCM36482	Bookcase 36 in x 48 in	$670.00	$469.00	30%
BCM36543	Bookcase 36 in x 54 in	$765.00	$535.00	30%
BCM36664	Bookcase 36 in x 66 in	$815.00	$570.00	30%
BCM36724	Bookcase with Adjustable Shelves 36 in. x 72 in.	$885.00	$619.00	30%
CBCM30291	Closed Bookcase 30x29	$770.00	$539.00	30%
CBCM30482	Closed Bookcase 30 in. x 48 in.	$860.00	$602.00	30%
CBCM30543	Closed Bookcase 30x54	$1,105.00	$773.00	30%
CBCM30664	Closed Bookcase 30x66	$1,180.00	$826.00	30%

Mailing Furniture

Mail Room Furniture (general)	Offerors 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	30%
Percentatge (%) Discount off Accessories	30%

PCN	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP
CBCM30724	Closed Bookcase 30 in. x 72 in.	$1,240.00	$868.00	30%
CBCM36291	Closed Bookcase 36x29	$810.00	$567.00	30%
CBCM36482	Closed Bookcase 36x48	$900.00	$630.00	30%
CBCM36543	Closed Bookcase 36x54	$1,010.00	$707.00	30%
CBCM36664	Closed Bookcase 36x66	$1,130.00	$791.00	30%
CBCM36724	Closed Bookcase 36x72	$1,265.00	$885.00	30%
CP6028CON	60 in. Connect+ Modular Table with Central Display Arm	$2,195.00	$1,536.00	30%
CP7228CON	72 in. Connect+ Modular Table with Central Display Arm	$2,295.00	$1,606.00	30%
CRED4824LD	Credenza (48x24x29)	$1,085.00	$759.00	30%
CRED6024LD	Credenza (60x24x29)	$1,325.00	$927.00	30%
CRED7224LD	Credenza (72x24x29)	$1,845.00	$1,291.00	30%
CSTAND59	Printer Stand / Storage Stand	$1,455.00	$1,018.00	30%
FTS48D	Closed Storage Table, 48in.	$1,105.00	$773.00	30%
FTS60D	Closed Storage Table, 60in.	$1,230.00	$861.00	30%
FTW60	Work Table, 60in.	$790.00	$553.00	30%

Mailing Furniture

Mail Room Furniture (general)	Offerors 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	30%
Percentatge (%) Discount off Accessories	30%

PCN	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP
LF236	Lateral Files (27-1/2 in.)	$770.00	$539.00	30%
LF336	Lateral Files (40 in.)	$1,025.00	$717.00	30%
LF436	Lateral Files (52-1/2 in.)	$1,280.00	$896.00	30%
LH410	Label Holders (4 in. L)	$10.00	$7.00	30%
LH810	Label Holders (8 in. L)	$25.00	$17.00	30%
M073301	33 in. Storage Table	$1,035.00	$724.00	30%
M074501	45-1/2 in. Storage Table	$1,130.00	$791.00	30%
M0745SL	45-1/2 in. Modular Table with Slanted Tote Bin	$1,370.00	$959.00	30%
M076001	60 Pocket Free-Standing Sorter Module	$2,665.00	$1,865.00	30%
M076801	68 in. Storage Table	$1,340.00	$938.00	30%
M0768SL	68 in. Modular Table with Slanted Tote Bin	$1,595.00	$1,116.00	30%
M079001	90 Pocket Free-Standing Sorter Module	$3,475.00	$2,432.00	30%
M07MST3301	33 in. Basic Table	$435.00	$304.00	30%
M07MST4501	45-1/2 in. Basic Table	$495.00	$346.00	30%
M07MST6801	68 in. Basic Table	$575.00	$402.00	30%

Mailing Furniture

Mail Room Furniture (general)	Offerors 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	30%
Percentatge (%) Discount off Accessories	30%

PCN	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP
M903230	Document Shelf 30 in. Table	$185.00	$129.00	30%
M903236	Document Shelf 36 in. Table	$185.00	$129.00	30%
M903248	Document Shelf 48 in. Table	$200.00	$140.00	30%
M9098	Straight Uprights (2)	$105.00	$73.00	30%
MBS451515	Presort Module: 45-1/2 in.	$530.00	$371.00	30%
MBS681515	Presort Module: 68 in.	$530.00	$371.00	30%
MBS681522	Bin Sorter 68x15x22	$545.00	$381.00	30%
MCLR451513	Clsd Bse Rsr 45-1/2x15x13	$285.00	$199.00	30%
MCLR45156	Clsd Base Rsr 45-1/2x15x6	$250.00	$175.00	30%
MCLR681513	Clsd Base Rsr 68x15x13	$350.00	$245.00	30%
MCLR68156	Clsd Base Rsr 68x15x6	$300.00	$210.00	30%
MD90064533	Lift Table 45-1/2 in. x 33 in.	$1,650.00	$1,155.00	30%
MD90066833	Lift Table 68 in. x 33 in.	$1,875.00	$1,312.00	30%
MP22	Pedestal 1-Box	$810.00	$567.00	30%
MP23	Pedestal 3-Box	$880.00	$616.00	30%
MP24	Furniture Solutions Welcome Pack	$0.00	$0.00	30%
MPDV22	Plexi Visors 22-5/8 in. Sort	$175.00	$122.00	30%
MPDV45	Plexi Visors 45-1/2 in. Sort	$210.00	$147.00	30%

Mailing Furniture

Mail Room Furniture (general)	Offerors 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	30%
Percentatge (%) Discount off Accessories	30%

PCN	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP
MPDV68	Plexi Visors 68 in. Sorter	$240.00	$168.00	30%
MR221513	13 in. Corner Riser	$205.00	$143.00	30%
MR221522	22 in. Corner Riser	$250.00	$175.00	30%
MR22156	Corner Riser 22-5/8x15x6	$175.00	$122.00	30%
MR451513	45-1/2 in. Riser - 13 in. Tall	$250.00	$175.00	30%
MR451522	45-1/2 in. Riser 22 in. Tall	$295.00	$206.00	30%
MR45156	Riser 45-1/2x15x6	$210.00	$147.00	30%
MR681513	68 in. Riser - 13 in. Tall	$315.00	$220.00	30%
MR681522	68 in. Riser 22 in. Tall	$355.00	$248.00	30%
MR68156	Riser 68x15x6	$265.00	$185.00	30%
MRHCH22	Chan Stiff 22-5/8 in. Risr	$105.00	$73.00	30%
MRHCH45	Chan Stiff 45-1/2 in. Risr	$140.00	$98.00	30%
MRHCH68	Chan Stiff 68 in. Riser	$175.00	$122.00	30%
MRPT2418	Remote Platform Table	$605.00	$423.00	30%
MS221510	10-Bin Sorter (22-5/8 in.)	$365.00	$255.00	30%
MS451520	20-Bin Sorter for 45-1/2 in. Table	$465.00	$325.00	30%
MS681525	25-Bin Sortr 68x15x17-3/8	$545.00	$381.00	30%
MS681530	30-Bin Sorter for 68 in. Table	$565.00	$395.00	30%

Mailing Furniture

Mail Room Furniture (general)	Offerors 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	30%
Percentatge (%) Discount off Accessories	30%

PCN	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP
MSDWALL2	Wall Brackets 2x2-3/4x10	$35.00	$24.00	30%
MSH1511	Sorter Shelves for 10 - 20 - 30 Bin Sorters (for 20 in. sorter)	$20.00	$14.00	30%
MSH1513	Sorter Shelves 30in Sorter	$20.00	$14.00	30%
MSP3333	Dump Rails for 33 in. x 33 in. table	$110.00	$77.00	30%
MSP4533	Dump Rails for 45-1/2 in. x 33 in. table	$130.00	$91.00	30%
MSP6833	Dump Rails for 68 in. x 33 in. table	$150.00	$105.00	30%
MSSP33	Metal Side Splashers	$95.00	$66.00	30%
MSWMBR22	Wall Brackets 22-5/8 in. Sort	$60.00	$42.00	30%
MSWMBR45	Wall Brackets 45-1/2 in. Sort	$75.00	$52.00	30%
MSWMBR68	Wall Brackets 68 in. Sorter	$85.00	$59.00	30%
MTB2213	Tackboard 13 in. H Riser	$95.00	$66.00	30%
MTB2222	Tackboard 22 in. H Riser	$135.00	$94.00	30%
MTB4513	Tackboard for 45-1/2 in. x 13 in. H Riser	$115.00	$80.00	30%
MTB4522	Tackboard for 45-1/2 in. x 22 in. H Riser	$160.00	$112.00	30%

Mailing Furniture

Mail Room Furniture (general)	Offerors 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	30%
Percentatge (%) Discount off Accessories	30%

PCN	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP
MTB6813	Tackboard for 68 in. x 13 in. H Riser	$155.00	$108.00	30%
MTB6822	Tackboard for 68 in. x 22 in. H Riser	$235.00	$164.00	30%
MTC3	Caster Set for Modular Tables	$235.00	$164.00	30%
MTH545	Free-Standing 45-1/2 in. Bulk Sorting Module	$730.00	$511.00	30%
MTH568	Free-Standing 68 in. Bulk Sorting Module	$730.00	$511.00	30%
MTR221513	Crnr ThruRsr 22-5/8x15x13	$225.00	$157.00	30%
MTR221522	Crnr ThruRsr 22-5/8x15x22	$265.00	$185.00	30%
MTR22156	Crnr Thru-Rsr 22-5/8x15x6	$195.00	$136.00	30%
MTR451513	Thru Riser 45-1/2x15x13	$265.00	$185.00	30%
MTR451522	Thru Riser 45-1/2x15x22	$315.00	$220.00	30%
MTR45156	Thru Riser 45-1/2x15x6	$225.00	$157.00	30%
MTR68156	Thru Riser 68x15x6	$280.00	$196.00	30%
MTS221510	10-Bin Corner Thru Sorter	$415.00	$290.00	30%
MTS451520	20-Bin Thru Sorter	$510.00	$357.00	30%
MTS681525	25-Bin Thru Sorter	$595.00	$416.00	30%
MTS681530	30-Bin Thru Sorter	$610.00	$427.00	30%

Mailing Furniture

Mail Room Furniture (general)	Offerors 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	30%
Percentatge (%) Discount off Accessories	30%

PCN	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP
MTSB15	Sorter Retaining Brackets (2)	$25.00	$17.00	30%
MTSH1511	Thru-Sorter Shelves - 11 in.	$20.00	$14.00	30%
MTSH1513	Thru-Sorter Shelves - 13 in.	$20.00	$14.00	30%
MVD15	Vertical Divider for Vertical Sorters	$20.00	$14.00	30%
MVS2215	Vertical Sorter 22 in. Table	$465.00	$325.00	30%
MVS4515	Vertical Sorter for 45-1/2 in. Table	$560.00	$392.00	30%
MVS6815	Vertical Sorter 68 in. Table	$650.00	$455.00	30%
NB430	Anti-Fatigue Mat	$450.00	$315.00	30%
NEST36	Mobile Table 36x24x31	$760.00	$532.00	30%
NEST48	Mobile Table 48x24x36	$795.00	$556.00	30%
PB001	68 in. Ship Station with Storage Shelf	$2,545.00	$1,781.00	30%
PB002	68 in. Ship Station with Material Dividers (No Storage Shelf)	$2,565.00	$1,795.00	30%
PB003	Paper Roll Stand with Cutter	$1,025.00	$717.00	30%
PBCAB19	Mobile Cabinet with Storage and Pull Out Trays	$385.00	$269.00	30%

Mailing Furniture

Mail Room Furniture (general)	Offerors 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	30%
Percentatge (%) Discount off Accessories	30%

PCN	Description	MSRP EQUIPMENT	CONTRACT PRICE	% OFF MSRP
SD3022	30 in. x 22 in. Deep Utility Table	$325.00	$227.00	30%
SD3622	36 in. x 22 in. Deep Utility Table	$345.00	$241.00	30%
SD4222	42 in. x 22 in. Deep Utility Table	$360.00	$252.00	30%
SD4822	48 in. x 22 in. Deep Utility Table	$380.00	$266.00	30%
SD5422	54 in. x 22 in. Deep Utility Table	$395.00	$276.00	30%
SD6022	60 in. x 22 in. Deep Utility Table	$415.00	$290.00	30%
SD6622	66 in. x 22 in. Deep Utility Table	$430.00	$301.00	30%
SD7222	72 in. x 22 in. Deep Utility Table	$450.00	$315.00	30%
SDSS3022	Storage Shelf 30x22 Table	$95.00	$66.00	30%
SDSS3622	Storage Shelf 36x22 Table	$120.00	$84.00	30%
SDSS4822	Storage Shelf 48x22 Table	$145.00	$101.00	30%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Installation-Assembly, Production Only	Offerors Response
The product offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Hourly rate - Total number of hours agreed to in writing by both parties before any Installation work is started.	$180/hr.
Hourly rate for Installation performed outside business hours, weekends, and holidays. Total number of hours agreed to in writing by both parties before any Installation work is started	$540/hr.

Mailing Systems, Ultra Low Volume	Offerors 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	45%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	15%
Percentage (%) Discount off Mailing Furniture	30%
Maintenance	
Maintenance- Fixed for years 2-5	25%
If end user is utilizing Time and Materials maintenance	
Time and Materials- regular business hours	$180/hr.
Time and Materials- outside business hours, weekends, and holidays	$360/hr.
Percentage discounts of Parts for Time and Materials	5%

PCN	Description	MSRP EQUIPMENT	contract price	% OFF MSRP	MSRP MAINTENACE	Annual Maintenance Years 2-5	% OFF MSRP	Monthly SLA
M0L2	Mailstation 2 with 2lb scale	425	234	45%	included	included	N/A	included
M0L5	Mailstation 2 with 5lb scale	745	409	45%	included	included	N/A	included