

BOWE BELL + HOWELL

SORTING BUSINESS COMMERCIAL PRICE LIST

Includes Products with 12-month warranty. This list replaces any published commercial price list with a prior release date for products sold under comparable terms. Prices expire on 12/31/2011 unless expressly extended.

BOWE BELL+ HOWELL COMPANY

3791 South Alston Ave.

Durham, NC 27713-1803

PHONE: 919-767-6400

Packages

Description	
M Packages	Price
AM1, SNW	\$ 191,400.00
AM2, SNW	\$ 203,000.00
AM3, SNW	\$ 203,000.00
B Packages	
AB1, SNW	\$ 156,600.00
AB2, SNW	\$ 168,200.00
AB3, SNW	\$ 168,200.00
AJM Packages	
AJM1, SNW	\$ 150,800.00
AJM2, SNW	\$ 162,400.00
AJM3, SNW	\$ 162,400.00
AJB Packages	
AJB1, SNW	\$ 116,000.00
AJB2, SNW	\$ 127,600.00
AJB3, SNW	\$ 127,600.00

APEX

Description		
Front-end MLOCR	Price	Comment Technology fee
APEX 1-tier (including interface)	\$ 127,600.00	Check lead time with factory
APEX 2-tier (including LDU)	\$ 139,200.00	
APEX 3-tier (including LDU)	\$ 139,200.00	
Front-end BCR		
APEX 1-tier (including interface)	\$ 110,200.00	Check lead time with factory
APEX 2-tier (including LDU)	\$ 121,800.00	
APEX 3-tier (including LDU)	\$ 121,800.00	
Front-end APEX JE MLOCR		
APEX 1-tier (including interface)	\$ 87,000.00	Check lead time with factory
APEX 2-tier (including LDU)	\$ 98,600.00	Check lead time with factory
APEX 3-tier (including LDU)	\$ 98,600.00	Check lead time with factory
Front-end APEX JE BCR		
APEX 1-tier (including interface)	\$ 69,600.00	Check lead time with factory
APEX 2-tier (including LDU)	\$ 81,200.00	Check lead time with factory
APEX 3-tier (including LDU)	\$ 81,200.00	Check lead time with factory
Speed upgrade from AJE to AX		
Field upgrade from AJE to AX	\$ 46,400.00	
Upgrade from AB to AM		
Field upgrade from ABto AM	\$ 46,400.00	
Options		
Cameras		
SNW	\$ 46,400.00	
SP	\$ 52,200.00	
SPPV		
IV	\$ 30,160.00	
SBV NW 2	\$ 14,500.00	
SBV NW 4	\$ 17,400.00	
SBV/A NW 2	\$ 29,000.00	
SBV/A NW 4	\$ 34,800.00	
Integrity modules		
Doubles Detector	\$ 29,000.00	
Metal Detector	\$ 11,600.00	
Thickness Detector	\$ 17,400.00	
Height Detector	\$ 17,400.00	
WayMark without printer	\$ 139,200.00	
WayMark with printer	\$ 208,800.00	
Labeler module	\$ 56,840.00	
Printers		
VideoJet 37PC	\$ 17,400.00	
Imaje S7	\$ 17,400.00	

Sales Part Number	Description	Price
APEX-NS-FST-ADD-RTU	NS Criterion I 1st Class Add RTU	\$1,000.00
APEX-NS-FST-PRI-RTU	NS Crit I 1st Class Primary RTU	\$9,500.00
APEX-NS-STD-ADD-RTU	NS Crit I Standard Class Add RTU	\$1,000.00
APEX-NS-STD-PRI-RTU	NS Crit I Standar Class Primary RTU	\$9,500.00

BINS

BINS	Price
116BDS	\$ 31,552.00
232BDS	\$ 63,104.00
348BDS	\$ 94,656.00
1T8S	\$ 21,344.00
2T16S	\$ 42,108.00
3T24S	\$ 63,104.00
COLDU	
1TI-001	\$ 14,500.00
2TL-002	\$ 34,800.00
3TL-003	\$ 34,800.00
OPTX-1120D	
Salad bars	\$ 2,175.00
Tray management	\$ 6,322.00
Tray slides	\$ 2,900.00
Tray slides for EMM trays	\$ 6,960.00
Take away ramp	\$ 3,938.20
OPTX-0526S	
Salad bars	\$ 2,320.00
Tray management	\$ 6,687.40
Tray slides	\$ 2,505.60
Take away ramp	\$ 3,938.20
Tray slides for EMM trays	\$ 3,480.00
Tray tag printers	
MicroNet tray tag printer	\$ 1,740.00
Zebra tray tag printer	\$ 1,740.00

NetSort

Upgrade to Existing Machine(s) (First and/or Standard class)

One Sorter Site			
	unit price	units	price
NetSort Machine RTU & PC Upgrade	\$ 8,550	1	\$ 8,550
SCS Upgrade (if required)	\$ -	1	\$ -
Netsort Site Fee	\$ 13,500	1	\$ 13,500
Total			\$ 22,050
SMA	see NetSort SMA chart		

Two Sorter Site			
	unit price	units	price
NetSort Machine RTU & PC Upgrade	\$ 8,550	2	\$ 17,100
SCS Upgrade (if required)	\$ -	2	\$ -
Netsort Site Fee	\$ 13,500	1	\$ 13,500
Server Fee	\$ 15,000	1	\$ 15,000
Server node Fee	\$ 1,500	2	\$ 3,000
Total			\$ 48,600
SMA	see NetSort SMA chart		

Three Sorter Site			
	unit price	units	price
NetSort Machine RTU & PC Upgrade	\$ 8,550	3	\$ 25,650
SCS Upgrade (if required)	\$ -	3	\$ -
Netsort Site Fee	\$ 13,500	1	\$ 13,500
Server Fee	\$ 15,000	1	\$ 15,000
Server node Fee	\$ 1,500	3	\$ 4,500
Total			\$ 58,650
SMA	see NetSort SMA chart		

Four Sorter Site			
	unit price	units	price
NetSort Machine RTU & PC Upgrade	\$ 8,550	4	\$ 34,200
SCS Upgrade (if required)	\$ -	4	\$ -
Netsort Site Fee	\$ 13,500	1	\$ 13,500
Server Fee	\$ 15,000	1	\$ 15,000
Server node Fee	\$ 1,500	4	\$ 6,000
Total			\$ 68,700
SMA	see NetSort SMA chart		

Multiple Sorter Site (fill in shaded area)			
	unit price	units	price
NetSort Machine RTU & PC Upgrade	\$ 8,550		\$ -
SCS Upgrade (if required)	\$ -		\$ -
Netsort Site Fee	\$ 13,500	1	\$ 13,500
Server Fee	\$ 15,000	1	\$ 15,000
Server node Fee	\$ 1,500		\$ -
Total			\$ 28,500
SMA	see NetSort SMA chart		

Notes:
FCL = First Class Letters
SCL = Second Class Letters
FCF = First Class Flats

Price		SMA	
Scanners			
Tethered scanner	\$ 1,055		
Short range scanner	\$ 1,705		
Long wireless scanner, up to 4	\$ 2,304		
Long wireless scanner with 4 station cradle	\$ 2,724		
Material Handler Manager sw	\$ 5,000	\$	2,000

Scanners are not included in the configurations	Price (RTU) per sorter		Price (RTU) per sorter		SMA per sorter	Comments
	1-5 sorters (SMA per sorter	6+ sorters (per site)			
Customer Portal, MatchBack and Scan-All	\$ 23,000	\$ 5,800	\$ 21,000	\$ 5,500		
Customer Portal and Scan-All	\$ 16,000	\$ 5,500	\$ 14,500	\$ 5,300		
MatchBack and Scan-All	\$ 16,000	\$ 5,250	\$ 14,500	\$ 5,050		
Scan-All	\$ 6,500	\$ 850	\$ 5,000	\$ 750		
MatchBack	\$ 17,000	\$ 4,500	\$ 12,500	\$ 3,500		
Other bar codes outside of standard configuration (each)	\$ 1,500		\$ 1,250			
Customer portal	\$ 16,000	\$ 5,500	\$ 13,500	\$ 5,400		
Tethered scanner	\$ 1,055		\$ 1,055			

New Machine (First OR Standard Class)

One Sorter Site			
	unit price	units	price
NetSort Machine RTU	\$ 12,500	1	\$ 12,500
SCS Upgrade (if required)	\$ -	1	\$ -
Netsort Site Fee	\$ 13,500	1	\$ 13,500
Total			\$ 26,000
SMA	see NetSort SMA chart		

Two Sorter Site			
	unit price	units	price
NetSort Machine RTU	\$ 12,500	2	\$ 25,000
SCS Upgrade (if required)	\$ -	2	\$ -
Netsort Site Fee	\$ 13,500	1	\$ 13,500
Server Fee	\$ 15,000	1	\$ 15,000
Server node Fee	\$ 1,500	2	\$ 3,000
Total			\$ 56,500
SMA	see NetSort SMA chart		

Three Sorter Site			
	unit price	units	price
NetSort Machine RTU	\$ 12,500	3	\$ 37,500
SCS Upgrade (if required)	\$ -	3	\$ -
Netsort Site Fee	\$ 13,500	1	\$ 13,500
Server Fee	\$ 15,000	1	\$ 15,000
Server node Fee	\$ 1,500	3	\$ 4,500
Total			\$ 70,500
SMA	see NetSort SMA chart		

Four Sorter Site			
	unit price	units	price
NetSort Machine RTU	\$ 12,500	4	\$ 50,000
SCS Upgrade (if required)	\$ -	4	\$ -
Netsort Site Fee	\$ 13,500	1	\$ 13,500
Server Fee	\$ 15,000	1	\$ 15,000
Server node Fee	\$ 1,500	4	\$ 6,000
Total			\$ 84,500
SMA	see NetSort SMA chart		

Multiple Sorter Site (fill in shaded area)			
	unit price	units	price
NetSort Machine RTU	\$ 12,500		\$ -
SCS Upgrade (if required)	\$ -		\$ -
Netsort Site Fee	\$ 13,500	1	\$ 13,500
Server Fee	\$ 15,000	1	\$ 15,000
Server node Fee	\$ 1,500		\$ -
Total			\$ 28,500
SMA	see NetSort SMA chart		

New Machine (First AND Standard Class)

One Sorter Site			
	unit price	units	price
NetSort Machine RTU	\$ 17,500	1	\$ 17,500
SCS Upgrade (if required)	\$ -	1	\$ -
Netsort Site Fee	\$ 13,500	1	\$ 13,500
Total			\$ 31,000
SMA	see NetSort SMA chart		

Two Sorter Site			
	unit price	units	price
NetSort Machine RTU	\$ 17,500	2	\$ 35,000
SCS Upgrade (if required)	\$ -	2	\$ -
Netsort Site Fee	\$ 13,500	1	\$ 13,500
Server Fee	\$ 15,000	1	\$ 15,000
Server node Fee	\$ 1,500	2	\$ 3,000
Total			\$ 66,500
SMA	see NetSort SMA chart		

Three Sorter Site			
	unit price	units	price
NetSort Machine RTU	\$ 17,500	3	\$ 52,500
SCS Upgrade (if required)	\$ -	3	\$ -
Netsort Site Fee	\$ 13,500	1	\$ 13,500
Server Fee	\$ 15,000	1	\$ 15,000
Server node Fee	\$ 1,500	3	\$ 4,500
Total			\$ 85,500
SMA	see NetSort SMA chart		

Four Sorter Site			
	unit price	units	price
NetSort Machine RTU	\$ 17,500	4	\$ 70,000
SCS Upgrade (if required)	\$ -	4	\$ -
Netsort Site Fee	\$ 13,500	1	\$ 13,500
Server Fee	\$ 15,000	1	\$ 15,000
Server node Fee	\$ 1,500	4	\$ 6,000
Total			\$ 104,500
SMA	see NetSort SMA chart		

Multiple Sorter Site (fill in shaded area)			
	unit price	units	price
NetSort Machine RTU	\$ 17,500		\$ -
SCS Upgrade (if required)	\$ -		\$ -
Netsort Site Fee	\$ 13,500	1	\$ 13,500
Server Fee	\$ 15,000	1	\$ 15,000
Server node Fee	\$ 1,500		\$ -
Total			\$ 28,500
SMA	see NetSort SMA chart		

NetSort SMA

Platform	Primary FCL or SCL *		Secondary FCL or SCL *	
AM	\$	16,680	\$	3,420
AB	\$	8,980	\$	1,720
C4-001	\$	13,900	\$	2,850
C3-001	\$	11,575	\$	1,720
C2-001	\$	10,400	\$	1,150
C1-001	\$	9,225	\$	580
CB-001	\$	8,980	\$	1,720
J1100	\$	10,110	\$	1,150
J1500	\$	11,575	\$	1,720
J2100	\$	12,380	\$	2,280
J3000	\$	13,900	\$	2,850
J750	\$	8,980	\$	580
J800	\$	11,575	\$	2,850
J850	\$	9,225	\$	1,720
JB	\$	8,980	\$	1,720
PPVOO	\$	8,950	included	
PPVLO	\$	8,950	included	
PPVOLO	\$	14,950	included	
PPVR	\$	13,850	included	
PPVRO	\$	19,850	included	
PPVRL	\$	19,850	included	
PSM	\$	13,900	\$	2,850
PBM	\$	2,950	included	
PBW	\$	3,300	\$	2,850
FS-001	\$	13,900	\$	2,850
J-002	\$	13,900	\$	2,850
M-003	\$	13,900	\$	2,850

Notes:
FCL = First Class Letters
SCL = Second Class Letters
FCF = First Class Flats

Per SITE SMA:

Platform	Site SMA
NetSort Site	\$ 1,000
Server	\$ 4,550

NetSort SMA Optional

Product Name		Price	
Compass (USPS Fast Forward)	Compass - Primary Node	\$	5,120
	Compass - Additional Node	\$	3,420
	Multi-Ounce	\$	7,000
	Culling	\$	3,000
	Two-Pass Sequence Sort	\$	3,000
	NetSort Multisite	\$	5,000
	Drop Ship	\$	5,120
	Drop Ship Local	\$	-
	Smart Scheme	\$	5,000
Options			
Price per year for each additional MID, if each customer requires a separate MID.		\$	4,000
Onsite training, if required with a 1 day minimum. One-time training webinar included			\$2000 + \$150/ hr
Onsite server price (if the Track N Trace server is physically located at the customer			\$15k + \$4550 annual fee

EZ-Flats

	Price	SMA per year
EZ-Flats ESSENTIAL	\$ 34,800.00	
EZ-Flats ENHANCED	\$ 58,000.00	
EZ-Flats PREMIUM	\$ 92,800.00	
Site Kit	\$ 8,700.00	
Additional Bins	\$ 9,860.00	
Sabre reader	\$16,240	\$4,000
Imaging Software		
Parascript Address Script CM	Included	
Software Description (Rates Packages)		
First Class Flats Manifest	Included	
Standard Class Flats Manifest	\$ 1,500.00	
Bound Printed Matter	\$ 1,500.00	
First Class Parcels Manifest	\$ 1,500.00	
Priority Mail Manifest	\$ 1,500.00	
Standard Parcels Manifest	\$ 1,500.00	
Bound Printed Matter Parcels Manifest	\$ 1,500.00	
Installation and Training Services		
Vendor provides Customer with installation, Service and operation training at Vendor offices	No cost	
Vendor provides BBH technician with installation, Service and operation training at Vendor offices	No cost	
Vendor provides BBH technician with installation, Service and operation training at vendor facility	TBD	
On-site installation and training (up to 6 participants in training)	\$ 6,000.00	
Software Maintenance Description		
EZ-Flats ESSENTIAL / ENHANCED Software Maintenance		
Annual Fee per year (1-2 mach per site)	\$ 6,000.00	
Annual Fee per year (3+ mach per site)	\$ 5,000.00	
EZ-Flats PREMIUM Software Maintenance		
Annual Fee per year (1-2 mach per site)	\$ 7,000.00	
Annual Fee (3+ mach per site)	\$ 6,000.00	
	\$ -	
Remote Service Connection Credit	\$ -	
Annual Credit	\$1,740	
Mail Manifest Software (Rates Packages)		
First Class Flats: per year per site	Included	
Standard Class Flats: per year per site	\$ 1,000.00	
Bound Printed Matter Flats: per year per site	\$ 1,000.00	
First Class Parcels: per year per site	\$ 1,000.00	
Priority Mail: per year per site	\$ 1,000.00	
Standard Class Parcels: per year per site	\$ 1,000.00	
Bound Printed Matter Parcels: per year per site	\$ 1,000.00	
Other EZ Flats Items		
Mail Sort Cases	\$ 464.00	
High Density Insert	\$ 464.00	
Labels (1 to 4 cases)	\$ 203.00	
Labels (5 to 9 cases)	\$ 185.60	
Labels (10+ cases)	\$ 168.20	
U-Move and U-Move Software Maintenance		
U-Move per site	\$ 5,000.00	
Annual Fee per U-Move site per year	\$ 5,000.00	
Options		
Readdressing printer and shelf	\$ 693.68	
Spares Kit	\$ 754.00	
Spare U-Move PC	\$ 3,480.00	
Spare U-Move PC annual SMA	\$ 1,392.00	
Barcode Read Software and Software Maintenance		
IMB Only	\$ 1,250.00	
Annual Fee IMB Only per year	\$ 500.00	
All Codes with Data Output	\$ 8,000.00	
Annual Fee All Codes with Data Output per year	\$ 2,000.00	

Track 'N Trace pricing

	Price	SMA
Track 'N Trace set-up cost		
Track 'N Trace level 1 set-up cost and 1st year	\$ 2,000	\$ 500
Track 'N Trace level 1 reseller site annual renewal	\$ 500	
Sorter installation fee (for every sorter)	\$ 2,940	
Track 'N Trace association with MID (ALWAYS REQUIRED)		
Track 'N Trace association with MID (ALWAYS REQUIRED)	\$ 4,000	
Track 'N Trace credits		
Track 'N Trace 1,000 credits	\$ -	
Track 'N Trace 10,000 credits	\$ 25	
Track 'N Trace 20,000 credits	\$ 46	
Track 'N Trace 50,000 credits	\$ 90	
Track 'N Trace 100,000 credits	\$ 165	
Track 'N Trace 250,000 credits	\$ 375	
Track 'N Trace 500,000 credits	\$ 675	
Track 'N Trace 1,000,000 credits	\$ 1,200	
Track 'N Trace 2,500,000 credits	\$ 2,625	
Track 'N Trace 5,000,000 credits	\$ 4,500	
Track 'N Trace 10,000,000 credits	\$ 8,000	
Track 'N Trace 20,000,000 credits	\$ 14,000	

Vote-by-Mail

Product	Price	SMA
VPS	\$ 45,000	\$ 7,000
VIC	\$ 40,000	\$ -
VLBP	\$ 50,000	\$ 10,000
VBP	\$ 77,000	\$ 20,000
VPP	\$ 113,000	\$ 35,000

FlexiSort

	Price	SMA
FlexiSort front-end		
FlexiSort - Current	\$ 237,800.00	
Bins		
Additional bins section - Current (10 bins)	\$ 43,500.00	
Basket tray stand - per bin	\$ 359.60	
Bin displays		
Bin displays flexisort bins (10)	\$ 1,624.00	
Additional options		
Printers (FF/endorsement etc)		
37PC	\$ 20,300.00	
Imaje	\$ 20,300.00	
BöwePrint	\$ 40,600.00	
Zebra tray tag printers	\$ 1,740.00	
Readers		
SBV	\$ 17,400.00	
SBV/A	\$ 23,200.00	
SABRE computer upgrade	\$ 9,860.00	
Upgrade from SBV to SBV/A	\$ 6,960.00	
Handheld scanner	\$ 3,248.00	
Labeler module	\$ 46,400.00	
WayMark for FlexiSort	\$ 95,120.00	
WayMark for FlexiSort UPGRADE	\$ 162,400.00	
Select marking		
Software options		
1st class flats	\$ 14,500.00	\$ 13,450.00
standard class flats	\$ 14,500.00	\$ 13,450.00
1st class letters	\$ 14,500.00	\$ 13,450.00
Software upgrades		
1st class flats	\$ 5,800.00	\$ 2,850.00
standard class flats	\$ 5,800.00	\$ 2,850.00
1st class letters	\$ 5,800.00	\$ 2,850.00
standard class letters	\$ 5,800.00	\$ 2,850.00
Fast Forward	\$ 20,300.00	\$ 5,120.00
Fast Forward upgrade	\$ 14,500.00	\$ 3,450.00
Multi-ounce	\$ 17,400.00	
Culling	\$ 29,000.00	\$ 3,000.00
Smart scheme	\$ 29,000.00	\$ 5,000.00
Dropship	\$ 4,466.00	\$ 5,120.00
Scan all	\$ 1,502.20	
PureVISION with OPEX MLOC		
Parascript clicks (50,000 clicks)		
SPK	\$ 3,781.60	

RTU	Price
FLEX-WS-FST-FLATS-ADD-RTU	\$5,000.00
FLEX-WS-FST-FLATS-PRI-RTU	\$12,500.00
FLEX-WS-FST-LET-ADD-RTU	\$5,000.00
FLEX-WS-FST-LET-PRI-RTU	\$12,500.00
FLEX-WS-INBOUND-RTU	\$5,000.00
FLEX-WS-STD-LET-ADD-RTU	\$5,000.00
FLEX-WS-STD-LET-PRI-RTU	\$12,500.00