

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	Price	Comment	Technology fee
Front-end MLOCR			
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 AB to 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		

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		

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		Comments
	1-5 sorters (SMA per sorter)		6+ sorters (per site)	SMA per sorter	
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		

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