

**NO VOLUME OR TERM DISCOUNTS INCLUDED**

Inserters	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	12.50%
Percentage (%) Discount off Accessories	12.50%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	12.50%
Percentage (%) Discount off Mailing Furniture	12.50%
<b>Maintenance</b>	
Maintenance- Fixed for years 2-5	Equipment MSRP Price * 12% *1.04^(Year-1)
<b>If end user is utilizing Time and Materials maintenance</b>	
Time and Materials- regular business hours	\$180 per hr
Time and Materials- outside business hours, weekends, and holidays	\$270 per hr. Mon-Sat; \$360 per hr Sunday/Holidays (calls outside business hrs require 4 hr minimum unless scheduled in advance)
Percentage discounts of Parts for Time and Materials	0%

**NO VOLUME OR TERM DISCOUNTS INCLUDED**

<b>Folder/Inserters, High Volume</b>	<b>Offerors Response</b>
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	12.50%
Percentage (%) Discount off Accessories	12.50%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	12.50%
Percentage (%) Discount off Mailing Furniture	12.50%
<b>Maintenance</b>	
Maintenance- Fixed for years 2-5	16.00% of NASPO product price
<b>If end user is utilizing Time and Materials maintenance</b>	
Time and Materials- regular business hours	\$180 per hr. for customer not under maintenance contract
Time and Materials- outside business hours, weekends, and holidays	\$270 per hr outside regular business hours M-Sa \$360 per hr Su and BBH observed holidays
Percentage discounts of Parts for Time and Materials	12.50%

**NO VOLUME OR TERM DISCOUNTS INCLUDED**

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	12.50%
Percentage (%) Discount off Accessories	12.50%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	12.50%
Percentage (%) Discount off Mailing Furniture	12.50%
<b>Maintenance</b>	
Maintenance- Fixed for years 2-5	Equipment MSRP Price * 12% *1.04^(Year-1)
<b>If end user is utilizing Time and Materials maintenance</b>	
Time and Materials- regular business hours	\$180 per hr
Time and Materials- outside business hours, weekends, and holidays	\$270 per hr. Mon-Sat; \$360 per hr Sunday/Holidays (calls outside business hrs require 4 hr minimum unless scheduled in advance)
Percentage discounts of Parts for Time and Materials	0%

**NO VOLUME OR TERM DISCOUNTS INCLUDED**

<b>Pressure Sealing, Production</b>	<b>Offerors Response</b>
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	12.50%
Percentage (%) Discount off Accessories	12.50%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	12.50%
Percentage (%) Discount off Mailing Furniture	12.50%
<b>Maintenance</b>	
Maintenance- Fixed for years 2-5	Equipment MSRP Price * 12% *1.04^(Year-1)
<b>If end user is utilizing Time and Materials maintenance</b>	
Time and Materials- regular business hours	\$180 per hr
Time and Materials- outside business hours, weekends, and holidays	\$270 per hr. Mon-Sat; \$360 per hr Sunday/Holidays (calls outside business hrs require 4 hr minimum unless scheduled in advance)
Percentage discounts of Parts for Time and Materials	0%

**NO VOLUME OR TERM DISCOUNTS INCLUDED**

<b>Pre-sorting Equipment, Production</b>	<b>Offerors Response</b>
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	12.50%
Percentage (%) Discount off Accessories	12.50%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	12.50%
Percentage (%) Discount off Mailing Furniture	12.50%
<b>Maintenance</b>	
Maintenance- Fixed for years 2-5	Equipment MSRP Price * 12% *1.04^(Year-1)
<b>If end user is utilizing Time and Materials maintenance</b>	
Time and Materials- regular business hours	\$180 per hr
Time and Materials- outside business hours, weekends, and holidays	\$270 per hr. Mon-Sat; \$360 per hr Sunday/Holidays (calls outside business hrs require 4 hr minimum unless scheduled in advance)
Percentage discounts of Parts for Time and Materials	0%

**NO VOLUME OR TERM DISCOUNTS INCLUDED**

Installation-Assembly-Software Integration, Product	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.	\$250 per hr. Software Integration \$180 per hr. Equipment Installation
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	\$250 per hr. Software Integration \$270 per hr. Equipment Installation M-Sa \$360 per hr. Equipment Installation Su and Holiday