

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%
Maintenance	
Maintenance- Fixed for years 2-5	Equipment MSRP Price * 12% *1.04^(Year-1)
If end user is utilizing Time and Materials maintenance	
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%

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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	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%
Maintenance	
Maintenance- Fixed for years 2-5	16.00% of NASPO product price
If end user is utilizing Time and Materials maintenance	
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%

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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%
Maintenance	
Maintenance- Fixed for years 2-5	Equipment MSRP Price * 12% *1.04^(Year-1)
If end user is utilizing Time and Materials maintenance	
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%

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Pressure Sealing, 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%
Maintenance	
Maintenance- Fixed for years 2-5	Equipment MSRP Price * 12% *1.04^(Year-1)
If end user is utilizing Time and Materials maintenance	
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%

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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	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%
Maintenance	
Maintenance- Fixed for years 2-5	Equipment MSRP Price * 12% *1.04^(Year-1)
If end user is utilizing Time and Materials maintenance	
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%

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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.	<p>\$250 per hr. Software Integration \$180 per hr. Equipment Installation</p>
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	<p>\$250 per hr. Software Integration \$270 per hr. Equipment Installation M-Sa \$360 per hr. Equipment Installation Su and Holiday</p>