

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	17%
Percentage (%) Discount off Accessories	17%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	17%
Percentage (%) Discount off Mailing Furniture	17%
Maintenance	
Maintenance - Fixed for years 2-5	Discounted MSRP/Catalog * 10%
If end user is utilizing Time and Materials maintenance	(10% Labor Discount)
Time and Materials - regular business hours	\$181 per hr Same Day \$135 per hr Next Day
Time and Materials - outside business hours, weekends, and holidays	\$256 per hr (Mon-Sat) \$342 per hr (Sunday/Holiday)
Percentage discounts of Parts for Time and Materials	3% parts discount; 5% discount for annual parts purchases > \$50K

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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	17%
Percentage (%) Discount off Accessories	17%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	17%
Percentage (%) Discount off Mailing Furniture	17%
Maintenance	
Maintenance - Fixed for years 2-5	Discounted MSRP/Catalog * 10%
If end user is utilizing Time and Materials maintenance	(10% Labor Discount)
Time and Materials - regular business hours	\$181 per hr Same Day \$135 per hr Next Day
Time and Materials - outside business hours, weekends, and holidays	\$256 per hr (Mon-Sat) \$342 per hr (Sunday/Holiday)
Percentage discounts of Parts for Time and Materials	3% parts discount; 5% discount for annual parts purchases > \$50K

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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	17%
Percentage (%) Discount off Accessories	17%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	17%
Percentage (%) Discount off Mailing Furniture	17%
Maintenance	
Maintenance - Fixed for years 2-5	Discounted MSRP/Catalog * 10%
If end user is utilizing Time and Materials maintenance	(10% Labor Discount)
Time and Materials - regular business hours	\$181 per hr Same Day \$135 per hr Next Day
Time and Materials - outside business hours, weekends, and holidays	\$256 per hr (Mon-Sat) \$342 per hr (Sunday/Holiday)
Percentage discounts of Parts for Time and Materials	3% parts discount; 5% discount for annual parts purchases > \$50K

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Software, License and Subscription	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	17%
Maintenance	
Maintenance for years 2-5	Discounted MSRP/Catalog * 20%

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Software Consulting Services	Offerors Response
All services offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Hourly or Daily Rate For Software Consulting Services	\$ 225/hr or \$ 1,800/day

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Training	Offerors Response
All services 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%

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Design - For Production Equipment Only	Offerors Response
All Design Services offered for this category shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Hourly or Daily Rate For Design Services	\$ 225/hr or \$ 1,800/day

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Assembly/Installation/Software Integration - For Production Equipment Only	Offerors Response
The service offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Hourly or Daily Rate For Services	Assy/Installation \$ 135/hr or \$ 1,080/day
	SW Integration \$ 225/hr or \$ 1,800/day

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Relocation Services	Offerors Response
All services offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Zone 1 (100 yards or less; or within the same building)	No Charge Allowed
Zone 2 (under 50 miles)	Flat Fee
Zone 3 (over 50 miles)	Per Mile Fee

* The systems offered within Bell and Howell's response are large weighted and highly complex. Any move of the equipment after initial install will require disassembly, professional movers to new location and reassembly. Bell and Howell offers Relocation Services, however this will require a separate quote at the time of request and is based on the type of equipment, the location, any special rigging required and the distance of such move.