



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Purchase Order

PURCHASE ORDER NO:
 PBKPBOWES

PAGE
 1

BLANKET RELEASE
 00

CORRECT PURCHASE ORDER NUMBER
 MUST APPEAR ON ALL PACKAGES,
 INVOICES, AND SHIPPING PAPERS.
 QUESTIONS CONCERNING THIS PUR-
 CHASE ORDER SHOULD BE DIRECTED
 TO THE BUYER AS NOTED BELOW.

CHANGE ORDER

SEE REVERSE SIDE FOR
 TERMS AND CONDITIONS

ALL STATE AGENCIES
 AND POLITICAL SUBDIVISIONS
 VARIOUS LOCALES AS INDICATED
 BY ORDER

*709001550 304-744-1067
 PITNEY BOWES INCORPORATED
 527 SECOND AVENUE
 SOUTH CHARLESTON WV 25303

SEP 10

AGENCY COPY

ALL STATE AGENCIES
 AND POLITICAL SUBDIVISIONS
 VARIOUS LOCALES AS INDICATED
 BY ORDER

DATE PRINTED		TERMS OF SALE		FEIN/SSN		FUND	
08/27/2008		NET 30		060495050			
SHIP VIA		F.O.B.		FREIGHT TERMS		ACCOUNT NUMBER	
BEST WAY		DESTINATION		PREPAID		MUL-MUL	
LINE	QUANTITY	UOP	VENDOR ITEM NO		UNIT PRICE	AMOUNT	
	DELIVERY DATE	CAT NO	ITEM NUMBER				
	BLANKET OPEN-END PIGGYBACK CONTRACT						
	THIS BLANKET OPEN-END PIGGYBACK CONTRACT WITH PITNEY BOWES (WSCA MASTER AGREEMENT # EPS050076-A2-2) IS IN ACCORDANCE WITH LEGISLATIVE RULE SECTION 148-1-7-9.1 AND IS TO PROVIDE MAIL EQUIPMENT, VIA DIRECT PURCHASE, RENTAL AGREEMENT OR FAIR MARKET VALUE LEASE AGREEMENT, TO ALL WEST VIRGINIA STATE AGENCIES AND POLITICAL SUBDIVISIONS.						
	WEST VIRGINIA STATE AGENCIES MAY ORDER/RENT/LEASE ANY ITEMS IN THE CONTRACT AS LONG AS THOSE THOSE ITEMS ARE NOT COVERED BY ANY STATEWIDE CONTRACT ISSUED BY THE PURCHASING DIVISION.						
	QUESTIONS RELATED TO SPECIFIC USE OF A PARTICULAR CONTRACT FOR SPECIFIC ITEMS SHOULD BE DIRECTED TO JO ANN ADKINS AT 304-558-8802.						
	***** AGENCIES WILL SUBMIT THE WV-39 DIRECTLY TO THE VENDOR. *****						
IF APPROVAL AS TO FORM IS REQUIRED BY ATTORNEY GENERAL, CHECK HERE <input checked="" type="checkbox"/>						OPEN END	
						TOTAL	

PURCHASING DIVISION
 CERTIFIED ENCUMBERED
 SEP 8 2008
Beverly Toler

8/27/08

APPROVED FOR
 FISCAL YEAR
Dan...

APPROVED AS TO FORM BY
 ASSISTANT ATTORNEY GENERAL

BY JO ANN ADKINS 304-558-8802
 PURCHASING DIVISION AUTHORIZED SIGNATURE

**GENERAL TERMS & CONDITIONS
PURCHASE ORDER/CONTRACT**

1. **ACCEPTANCE:** Seller shall be bound by this order and its terms and conditions upon receipt of this order.
2. **APPLICABLE LAW:** The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern all rights and duties under the Contract, including without limitation the validity of this Purchase Order/Contract.
3. **NON-FUNDING:** All services performed or goods delivered under State Purchase Orders/Contracts are to be continued for the terms of the Purchase Order/Contract, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods, this Purchase Order/Contract becomes void and of no effect after June 30.
4. **COMPLIANCE:** Seller shall comply with all Federal, State and local laws, regulations and ordinances including, but not limited to, the prevailing wage rates of the WV Division of Labor.
5. **MODIFICATIONS:** This writing is the parties final expression of intent. No modification of this order shall be binding unless agreed to in writing by the Buyer.
6. **ASSIGNMENT:** Neither this Order nor any monies due, or to become due hereunder may be assigned by the Seller without the Buyer's consent.
7. **WARRANTY:** The Seller expressly warrants that the goods and/or services covered by this order will: {a} conform to the specifications, drawings, samples or other description furnished or specified by the Buyer; {b} be merchantable and fit for the purpose intended; and/or {c} be free from defect in material and workmanship.
8. **CANCELLATION:** The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
9. **SHIPPING, BILLING & PRICES:** Prices are those stated in this order. No price increase will be accepted without written authority from the Buyer. All goods or services shall be shipped on or before the date specified in this Order.
10. **LATE PAYMENTS:** Payments may only be made after the delivery of goods or services. Interest may be paid on late payments in accordance with the *West Virginia Code*.
11. **TAXES:** The State of West Virginia is exempt from Federal and State taxes and will not pay or reimburse such taxes.
12. **RENEWAL:** Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
13. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, this Contract may be deemed null and void, and terminated without further order.
14. **HIPAA Business Associate Addendum -** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, and available online at the Purchasing Division's web site (<http://www.state.wv.us/admin/purchase/vrc/hipaa.htm>) is hereby made part of the agreement. Provided that, the Agency meets the definition of a Covered Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
15. **West Virginia Alcohol & Drug-Free Workplace Act:** If this Contract constitutes a public improvement construction contract as set forth in Article 1D, Chapter 21 of the West Virginia Code ("The West Virginia Alcohol and Drug-Free Workplace Act"), then the following language shall hereby become part of this Contract: "The contractor and its subcontractors shall implement and maintain a written drug-free workplace policy in compliance with the West Virginia Alcohol and Drug-Free Workplace Act, as set forth in Article 1D, Chapter 21 of the West Virginia Code. The contractor and its subcontractors shall provide a sworn statement in writing, under the penalties of perjury, that they maintain a valid drug-free workplace policy in compliance with the West Virginia Alcohol and Drug-Free Workplace Act. It is understood and agreed that this Contract shall be cancelled by the awarding authority if the Contractor: 1) Fails to implement its drug-free workplace policy; 2) Fails to provide information regarding implementation of the contractor's drug-free workplace policy at the request of the public authority; or 3) Provides to the public authority false information regarding the contractor's drug-free workplace policy."



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REVENUE

*709001550 304-744-1067
 PITNEY BOWES INCORPORATED
 527 SECOND AVENUE

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LINE	QUANTITY	UOP	VENDOR ITEM NO.		UNIT PRICE	AMOUNT	
	DELIVERY DATE	CAT. NO.	ITEM NUMBER				
	<p>NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE.</p> <p>UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT.</p> <p>RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR, SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30) DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE (1) YEAR PERIODS.</p> <p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p>OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN</p>						
IF APPROVAL AS TO FORM IS REQUIRED BY ATTORNEY GENERAL, CHECK HERE <input type="checkbox"/>							
							TOTAL

APPROVED AS TO FORM BY
 ASSISTANT ATTORNEY GENERAL

BY _____
 PURCHASING DIVISION AUTHORIZED SIGNATURE



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	DELIVERY DATE	CAT. NO.	ITEM NUMBER				
<p>MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.)</p> <p>QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY THE STATE SPENDING UNIT. IT IS UNDERSTOOD AND AGREED THAT THE CONTRACT SHALL COVER THE QUANTITIES ACTUALLY ORDERED FOR DELIVERY DURING THE TERM OF THE CONTRACT, WHETHER MORE OR LESS THAN THE QUANTITIES SHOWN.</p> <p>ORDERING PROCEDURE: SPENDING UNIT(S) SHALL ISSUE A WRITTEN STATE CONTRACT ORDER (FORM NUMBER WV-39) TO THE VENDOR FOR COMMODITIES COVERED BY THIS CONTRACT. THE ORIGINAL COPY OF THE WV-39 SHALL BE MAILED TO THE VENDOR AS AUTHORIZATION FOR SHIPMENT, A SECOND COPY MAILED TO THE PURCHASING DIVISION, AND A THIRD COPY RETAINED BY THE SPENDING UNIT.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THIS CONTRACT IS AUTOMATICALLY NULL AND VOID, AND IS TERMINATED WITHOUT FURTHER ORDER.</p> <p>THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT</p>							
IF APPROVAL AS TO FORM IS REQUIRED BY ATTORNEY GENERAL, CHECK HERE <input type="checkbox"/>							TOTAL

APPROVED AS TO FORM BY
 ASSISTANT ATTORNEY GENERAL

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LINE	QUANTITY	UOP	VENDOR ITEM NO.		UNIT PRICE	AMOUNT	
	DELIVERY DATE	CAT NO.	ITEM NUMBER				
<p>SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY ELECTRONIC MEDIUM SUCH AS CD-ROM.</p> <p>REV. 04/11/2001</p> <p>PURCHASING CARD ACCEPTANCE: THE STATE OF WEST VIRGINIA CURRENTLY UTILIZES A VISA PURCHASING CARD PROGRAM WHICH IS ISSUED THROUGH A BANK. THE SUCCESSFUL VENDOR MUST ACCEPT THE STATE OF WEST VIRGINIA VISA PURCHASING CARD FOR PAYMENT OF ALL ORDERS PLACED BY ANY STATE AGENCY AS A CONDITION OF AWARD.</p>							
						TOTAL	

IF APPROVAL AS TO FORM IS REQUIRED BY ATTORNEY GENERAL, CHECK HERE

APPROVED AS TO FORM BY
 ASSISTANT ATTORNEY GENERAL

BY _____
 PURCHASING DIVISION AUTHORIZED SIGNATURE



Pitney Bowes

Director, Government Contracts
Global Mailstream Solutions

MSC 53-03
1 Elmcroft Road
Stamford, CT 06926-0700
203-351-7866 Office
203-460-3827 Fax
art.adams@pb.com

June 25, 2008

Ms. Jo Ann Adkins
Senior Buyer
State of West Virginia
Purchasing Division
2019 Washington Street East
Charleston, WV 25305

Subject: Western State Contracting Alliance - Participating Addendum
#EPS050076-A2-2, State of West Virginia

Dear Ms. Adkins:

Pitney Bowes Inc. ("Pitney Bowes") is pleased that the State of West Virginia elected to participate in the Western States Contracting Alliance (WSCA) Mailing Equipment and Maintenance contract. Enclosed please find the signed Participating Addendum ("Addendum") to the Arizona State Contract #EPS050076-A2-2.

We have enclosed the two copies of the signed Addendum. Please return one copy of the executed version of the Addendum to my attention.

For your convenience we have attached a copy of our current product offering and price list as of May 2008.

The primary contractor contact individuals for this Participating Addendum are as follows:

Name:	Eric Schmude	or	Name:	Susan Lopinsky
Address:	Pitney Bowes Inc. 11551 Nuckols Rd., Suite E Glen Allen, VA 23059		Address:	Pitney Bowes Inc. 527 Second Avenue South Charleston, WV 25303
Telephone:	804-496-6912		Telephone:	1-800-322-8000 ext. 67798
Facsimile:	203-460-9653		Facsimile:	203-617-6852
E-mail:	eric.schmude@pb.com		E-mail:	susan.lopinisky@pb.com

Also, please forward copies of any notices required under this contract, "If to Contractor to": Pitney Bowes Inc., One Elmcroft Road, Stamford, CT 06926-0700, Attn Director, Government Contracts (53-03), and Attn Associate General Counsel (64-01).

Once again, we would like to express our appreciation to you for the opportunity to supply the State of West Virginia with the finest mailing solutions available.

Sincerely,

Arthur E. Adams, Jr.

cc: Susan Lopinsky
Eric Schmude
Encls.

RECEIVED
08 JUN 27 AM 10: 04
PURCHASING DIVISION
STATE OF WV

WSCA EPS050076-A2-2 Pricebook - Effective 5/2/08

ITEM	Description	Com'l List Price	2008 WSCA Price	Discount %	Annual EMA Yr 2-5	Leased EMA Monthly Yr 2-5	Annual SMA Yr 2-5	Leased SMA Monthly Yr 2-5
Stand-Alone Mailing Machines								
Stand-Alone Meters								
MailStation								
CML2	MailStation with 2 lb Integrated Weighing Platform	\$395	\$197	50%	\$0	\$0		
CML5	MailStation with 5 lb Integrated Weighing Platform	\$695	\$347	50%	\$0	\$0		
DM100-DM200 Low Volume Mailing Systems								
Low volume, Manual Mailing Machine								
DM100 Systems								
SBXA	DM100 Mailing Machine	\$1,010	\$404	60%	\$0	\$0		
SBBF	DM100 Mailing Machine with Moistener	\$1,195	\$478	60%	\$0	\$0		
SBBG	DM100 Mailing Machine with 2-lb Scale	\$1,635	\$654	60%	\$0	\$0		
SBBH	DM100 Mailing Machine with 5-lb Scale	\$1,805	\$722	60%	\$0	\$0		
DM200L Systems								
SBLJ	DM200 Mailing Machine	\$1,365	\$619	40%	\$133	\$14		
SBLK	DM200L Mailing Machine with Moistener and 2 lb Integrated Weighing Platform	\$2,185	\$1,311	40%	\$185	\$19		
SBLI	DM200 Mailing Machine with 5lb Scale	\$2,495	\$1,497	40%	\$185	\$19		
SBLM	DM200L Mailing Machine with Moistener and 10 lb Integrated Weighing Platform	\$2,810	\$1,686	40%	\$185	\$19		
DM300-DM450 Medium Volume Mailing Systems								
DM300C Systems								
SBYP	DM300C Digital Mailing Machine	\$2,325	\$1,860	20%	\$241	\$25		
SBYR	DM300C Mailing Machine with Moistener and 2 lb Integrated Weighing Platform	\$3,146	\$1,887	40%	\$294	\$30		
SBYS	DM300C Mailing Machine with Moistener and 5 lb Integrated Weighing Platform	\$3,455	\$2,073	40%	\$294	\$30		
SBYT	DM300C Mailing Machine with 10lb Scale	\$3,775	\$2,265	40%	\$294	\$30		
SBYV	DM300C Digital Mailing System w/Enhanced Accounting, 100 Dept. Accts.	\$2,327	\$1,954	16%	\$241	\$25		
DM400C Systems								
SBTA	DM400C Mailing System	\$3,420	\$1,881	45%	\$236	\$24		
SBTB	DM400C Mailing System with Moistener and 2 lb Integrated Weighing Platform	\$4,235	\$2,329	45%	\$288	\$29		
SBTC	DM400C Mailing System with 5lb Scale	\$4,545	\$2,499	45%	\$288	\$29		
SBTD	DM400C Mailing System with 10lb Scale	\$4,865	\$2,675	45%	\$288	\$29		
SBTF	DM400C Digital Mailing System w/Enhanced Accounting, 100 Dept. Accts. - GOVT ONLY	\$0	\$3,046		\$236	\$24		
DM450C Systems								
SBLD	DM450C Mailing System	\$4,995	\$2,747.00	45%	\$391	\$40		
SBLE	DM450C Mailing System with 2 lb Integrated Weighing Platform	\$5,890	\$3,239.00	45%	\$444	\$45		
SBLF	DM450C Mailing System with 5lb Integrated Weighing Platform	\$6,225	\$3,423.00	45%	\$444	\$45		
SBLG	DM450C Mailing System with 10lb Integrated Weighing Platform	\$6,580	\$3,619.00	45%	\$444	\$45		
Medium-High Volume Systems								
DM500 Systems								
SBWN	DM500 Mailing Machine (Base Package)	\$5,484	\$4,387	20%	\$360	\$37		
SBJB	DM500 w/ 5 lb Integrated Weighing, includes USPS Dom/Intl Rates	\$6,645	\$5,316	20%	\$360	\$37		
SBWR	DM500 Mailing Machine w/10 lb Integrated Weighing Platform	\$7,581	\$6,064	20%	\$360	\$37		
SBWS	DM500 Mailing Machine w/30 lb Interfaced Weighing Platform	\$8,010	\$6,408	20%	\$466	\$47		
DM550 Systems								
SBJE	DM550 (Base Package) includes USPS Dom/Intl Rates	\$7,784	\$6,227	20%	\$441	\$45		
SBJF	DM550 w/ 5 lb Integrated Weighing, includes USPS Dom/Intl Rates	\$9,908	\$7,926	20%	\$441	\$45		
SBJG	DM550 w/ 10 lb Integrated Weighing, includes USPS Dom/Intl Rates	\$10,721	\$8,576	20%	\$441	\$45		
SBJH	DM550 w/ 30 lb interfaced Weighing, includes USPS Dom/Intl Rates	\$11,984	\$9,587	20%	\$546	\$55		
DM550 WOW Systems								
SBTR	DM550 WOW Base Package	\$12,995	\$10,396	20%	\$835	\$59		
SBTS	DM550 WOW with 5lb Integrated	\$15,120	\$12,096	20%	\$835	\$59		
SBTT	DM550 WOW with 10lb Integrated	\$15,930	\$12,744	20%	\$835	\$59		
SBTU	DM550 WOW with 30lb Interfaced	\$16,705	\$13,364	20%	\$944	\$67		
DM800 190 Non-WOW Systems								
SBZC	DM800 190 Non-WOW (Base Package)	\$10,085	\$8,068	20%	\$948	\$95		
SBZD	DM800 190 Non-WOW w/ 15lb Integrated Weighing Platform	\$12,010	\$9,608	20%	\$948	\$95		
SBZE	DM800 190 Non-WOW w/ 15lb Integrated Weighing Platform, 100 Acctg, PC Interface	\$12,285	\$9,828	20%	\$948	\$95		
SBZF	DM800 190 Non-WOW w/ 15lb Integrated Weighing Platform, 300 Acctg, PC Interface	\$14,085	\$11,268	20%	\$948	\$95		
DM800 190 WOW Systems								
SFAA	DM800 190 WOW (Base Package)	\$14,070	\$11,256	20%	\$1,129	\$113		

WSCA EPS050076-A2-2 Pricebook - Effective 5/2/08

ITEM	Description	Com'l List Price	2008 WSCA Price	Discount %	Annual EMA Yr 2-5	Leased EMA Monthly Yr 2-5	Annual SMA Yr 2-5	Leased SMA Monthly Yr 2-5
SFAB	DM800 190 WOW w/ 100 Dept Acctg, PC Interface	\$15,565	\$12,462	20%	\$1,129	\$113		
SFAC	DM800 190 WOW w/ Power Stack, 300 Dept Acctg, 1E08 Laser Printer	\$18,200	\$14,560	20%	\$1,405	\$140		
DM800 210 non-WOW Systems								
SBZG	DM800 210 Non-WOW (Base Package)	\$11,395	\$9,116	20%	\$1,032	\$103		
SBZJ	DM800 210 Non-WOW w/ 15lb Integrated Weighing Platform, 100 Acctg	\$13,855	\$11,084	20%	\$1,032	\$103		
SBZK	DM800 210 Non-WOW w/ 15lb Integrated Weighing Platform, 300 Acctg	\$17,600	\$14,080	20%	\$1,032	\$103		
SFXA	DM800 210 Non-WOW w/100 Dept Acctg	\$11,500	\$9,200	20%	\$1,032	\$103		
SBZH	DM800 210 Non-WOW w/ 15lb Integrated Weighing Platform	\$13,320	\$10,656	20%	\$1,032	\$103		
DM800 210 WOW Systems								
SFAD	DM800 210 WOW (Base Package)	\$17,185	\$13,748	20%	\$1,213	\$121		
SFAE	DM800 210 WOW w/ 100 Dept Acctg, PC Interface	\$18,675	\$14,940	20%	\$1,213	\$121		
SFAF	DM800 210 WOW w/ Power Stack, 300 Dept Acctg, 1E08 Laser Printer	\$21,000	\$16,800	20%	\$1,489	\$148		

High Volume, Auto Mailing Systems

DM900 Non-WOW Systems								
SBNG	DM900 System - Non-WOW (Base Package)	\$15,185	\$12,148	20%	\$1,280	\$127		
SBNH	DM900 System - Non-WOW w/ 100 Dept Acctg, PC Interface	\$17,375	\$13,900	20%	\$1,280	\$127		
SBNJ	DM900 System - Non-WOW w/ Power Stack, 300 Dept Acctg, 1E08 Laser Printer	\$19,875	\$15,900	20%	\$1,564	\$155		
DM900 WOW Systems								
SBNK	DM900 System - WOW (Base Package)	\$21,598	\$17,278	20%	\$1,325	\$132		
SBRL	DM900 System - WOW w/ 100 Dept Acctg, PC Interface	\$23,941	\$19,152	20%	\$1,325	\$132		
SBRM	DM900 System - WOW w/ Power Stack, 300 Dept Acctg, 1E08 Laser Printer	\$26,349	\$21,079	20%	\$1,608	\$160		
DM1000 non-WOW Systems								
SBRN	DM1000 System - Non-WOW (Base Package)	\$16,300	\$13,040	20%	\$1,509	\$150		
SBNP	DM1000 System - Non-WOW w/ 300 Dept Acctg	\$18,300	\$14,640	20%	\$1,509	\$150		
SBNR	DM1000 System - Non-WOW w/ Power Stack, 300 Dept Acctg, 1E08 Laser Printer, Console Table	\$21,300	\$17,040	20%	\$1,793	\$178		
SBNT	DM1000 System - Non-WOW w/ Bundled Budget Manager	\$19,100	\$15,280	20%	\$1,509	\$150		
SBNU	DM1000 System - Non-WOW w/ Power Stack, Bundled Budget Manager, 1E08 Laser Printer, Console Table	\$22,500	\$18,000	20%	\$1,793	\$178		
SBNS	DM1000 System - Non-WOW w/ Power Stack, 1E08 Laser Printer, Console Table	\$18,500	\$14,800	20%	\$1,793	\$178		
DM1000 WOW Systems								
SBNV	DM1000 System - WOW (Base Package)	\$23,647	\$18,917	20%	\$1,756	\$175		
SBNW	DM1000 System - WOW w/ 300 Dept Acctg	\$25,787	\$20,629	20%	\$1,756	\$175		
SBNX	DM1000 System - WOW w/ Power Stack, 300 Dept Acctg, 1E08 Laser Printer, Console Table	\$28,997	\$23,197	20%	\$2,040	\$203		
SBNZ	DM1000 System - WOW w/ Bundled Budget Manager	\$26,643	\$21,314	20%	\$1,756	\$175		
SBPG	DM1000 System - WOW w/ Power Stack, Bundled Budget Manager, 1E08 Laser Printer, Console Table	\$30,495	\$24,396	20%	\$2,040	\$203		
SBNY	DM1000 System - WOW w/ Power Stack, 1E08 Laser Printer, Console Table	\$26,750	\$21,400	20%	\$2,040	\$203		

Integrated Postal Scales

1GP2/MP1A	2 lb Integrated Platform for DM200L	\$765	\$497	35%	\$53	\$6		
1GP5/MP1A	5 lb Integrated Platform for DM200L	\$1,055	\$685	35%	\$53	\$6		
1GP9/MP1A	10 lb Integrated Platform for DM200L	\$1,350	\$877	35%	\$53	\$6		
1GW2/MP06	2 lb Interfaced Weighing Platform for DM300/DM400L	\$765	\$497	35%	\$53	\$6		
1GW5/MP06	5 lb Interfaced Weighing Platform for DM300/DM400L	\$1,055	\$685	35%	\$53	\$6		
1GW9/MP06	10 lb Interfaced Weighing Platform for DM300/DM400L	\$1,350	\$877	35%	\$53	\$6		
1FW4/MP05	5 lb. Integrated Weighing Platform (DM500/DM550 only)	\$1,985	\$1,290	35%	\$0	\$0		
P7W3/JB77	30 lb Weighing Option for DM200L	\$3,740	\$2,431	35%	\$126	\$13		
P7W7/JB77	70 lb Weighing Option for DM200L	\$5,100	\$3,315	35%	\$126	\$13		
1FW6/MP30	30 lb Interfaced Platform (DM300-DM1000)							
1FW6/JB7W	30 lb Weights & Measures Approved Option	\$3,115	\$2,024	35%	\$106	\$11		
1FW6/MP3W	30lb Weights and Measures Approved Weighing Option (DM500-DM1000)							
1FW7/MP49	70 lb Interfaced Platform (DM300-DM1000)	\$4,395	\$2,856	35%	\$136	\$14		
1FW7/JB7W	70lb Weights & Measures Approved Option							
1FW8/MP49	149 lb Interfaced Platform (DM500-DM1000)	\$4,995	\$3,246	35%	\$136	\$14		
MP0X/1FW1	DIFF WEIGHING 2-10LB	\$195	\$126	35%	\$0	\$0		
MP3X/1FW1	DIFF WEIGHING 15-30LB	\$395	\$256	35%	\$0	\$0		

WSCA EPS050076-A2-2 Pricebook - Effective 5/2/08

ITEM	Description	Com'l List Price	2008 WSCA Price	Discount %	Annual EMA Yr 2-5	Leased EMA Monthly Yr 2-5	Annual SMA Yr 2-5	Leased SMA Monthly Yr 2-5
MP4X/1FW1	DIFF WEIGHING 70LB	\$895	\$581	35%	\$0	\$0		
MP5X/1FW1	DIFF WEIGHING 149LB	\$1,195	\$776	35%	\$0	\$0		
1FWD	5 lb Interfaced Weighing for DM200	\$1,985	\$1,290	35%	\$0	\$0		
1FWS	15 lb Interfaced Platform (DM300-DM1000)	\$3,120	\$2,028	35%	\$106	\$11		
1FWG	15 lb Integrated Weighing Platform (DM800i only)	\$2,745	\$1,784	35%	\$0	\$0		
1FWF	10 lb Integrated Weighing Platform for DM500/DM550 only	\$2,745	\$1,784	35%	\$0	\$0		
Accounting Options								
1FAC	Accounting (10 Dept) Software for DM100	\$0	\$0	0%	\$0	\$0		
1FAE	Accounting (50 Dept) Software for DM300/DM400	\$0	\$0	0%	\$0	\$0		
1FAD	Enhanced Accounting (50 Dept) Software for DM100/DM200L	\$325	\$276	15%	\$0	\$0		
F90D	DM200/300/400 100 Dept Accounting w/PC Interface	\$875	\$743	15%	\$0	\$0		
1FA1	Basic Accounting DM200 (25 Dept) Software	\$0	\$0	0%	\$0	\$0		
1FA2	Enhanced Accounting (100 Dept) Software	\$895	\$760	15%	\$0	\$0		
1FA3	Enhanced Accounting (300 Dept) Software for DM500/550/800/900/1000	\$2,800	\$2,380	15%	\$0	\$0		
SPMK	Budget Manager Installation Kit (required when ordering 1FA5)	\$275	\$233	15%	\$0	\$0		
SPPX	Budget Manager Installation Kit for Existing DM's (required when ordering 1FA5 Aftermarket)	\$365	\$327	15%	\$0	\$0		
1FA4	Budget Manager / Department Manager Subscription (500 accounts)	95/month	80/month	16%	\$0	\$0		
1FA5	Budget Manager / Cost Manager Subscription (1500 accounts)	145/month	120/month	17%	\$0	\$0		
Rates/Features								
1F00	USPS Rates	\$0	\$0	0%	\$0	\$0		
1FX0	SmartClass Feature (DM900 WOW ONLY)	\$795	\$675	15%	\$0	\$0		
1FC0	Carrier Rate Package (Standard Rates: UPS, FedEx, Airborne, DHL) for new DM500/DM550/DM800/DM900/DM1000	\$495	\$420	15%	\$0	\$0		
Options Upgrade								
ERCL	e-Return Receipt Reference Number Feature only	\$450	\$382	15%				
1FSB	DM800i DIM UPGRD MODULE	\$4,300	\$3,612	15%	\$0	\$0		
1FSC	DM8/900 DIM UPGRD MODULE	\$4,300	\$3,612	15%	\$0	\$0		
1FSD	DM1000 DIM UPGRD MODULE	\$4,300	\$3,612	15%	\$0	\$0		
SBZB	DM550 WOW Upgrade Module	\$6,995	\$5,246	15%	\$182	\$18		
Installation/Training Kits								
F9DD	Confirmation Services Welcome Kit	\$0	\$0	0%	\$0	\$0		
F8DB	Additional DM Series Training	\$495	\$420	15%	\$0	\$0		
F9PM	Permit Printing Professional Install	\$65	\$55	15%	\$0	\$0		
F9PA	Permit Printing Professional Installation for Existing DM500-DM1000 Customers	\$99	\$84	15%	\$0	\$0		
F8DA	Confirmation Services Training (DM800/900/1000)	\$65	\$55	15%	\$0	\$0		
F9DA	Confirmation Services Training DM200-DM550	\$65	\$55	15%	\$0	\$0		
F9SA	DM SERIES PROF INST (LV)	\$135	\$114	15%	\$0	\$0		
F9SJ	DM Series Professional Installation (DM200 - 400)	\$135	\$114	15%	\$0	\$0		
F9DF	Ongoing Training for DM series DM200/300/400	\$495	\$420	15%	\$0	\$0		
F9DL	Ongoing Training Support for DM200L-DM400L	10/month	10/month	0%	\$0	\$0		
F9DG	Ongoing Training for DM series DM500/550/800/900/1000	\$995	\$845	15%	\$0	\$0		
F9DH	Ongoing Training Support for DM500 -DM1000 Series	20/month	20/month	0%	\$0	\$0		
F9SH	Professional Installation for DM100-DM300 w/ Conf Services	\$99	\$84	15%	\$0	\$0		
Stands/Consoles								
N199	Integrated Scale Stand	\$95	\$80	15%	\$0	\$0		
UC30	Console (Power Stacker Compatible) for DM1000	\$1,360	\$1,156	15%	\$0	\$0		
U7C1	Console with built in drop stacker for DM800/900	\$940	\$799	15%	\$0	\$0		
F990009	DM Series Scale Stand	\$90	\$76	14%	\$0	\$0		
DMC5	DM1000 Console (Drop or Power Stacker compatible)	\$1,360	\$1,156	15%	\$0	\$0		
Options/Attachments								
SPY8	1E05 Laser Printer	\$795	\$675	15%	\$86	\$9		
SBZA	DM800 WOW Module (Aftermarket)	\$6,840	\$5,814	15%	\$182	\$19		
UXDN	PC Interface for DM300/DM400	\$375	\$318	15%	\$0	\$0		
SBDU	Free Barcodes Scanner	\$0	\$0		\$197	\$20		
SBDS	Dm Series Scanner for Confirmation Services (DM500-DM1000)	\$795	\$675	15%	\$197	\$20		
U7PS	Power Stacker for DM800/900	\$1,630	\$1,385	15%	\$198	\$21		
U7DS	Drop Stacker for DM900, DM1000	\$0	\$0					
DJPS	Drop Stacker	\$1,630	\$1,385	15%	\$191	\$20		
USR1	Power Stacker Ramp Extension (Compatible with U7PS, DJPS, Power Stacker required for installation)	\$625	\$531	15%	\$0	\$0		
3250	Power Stacker for U580	\$1,360	\$1,156	15%	\$242	\$25		
F9SJ	DM100 Professional Installation	\$135	\$114	15%	\$0	\$0		

DM Series Options

WSCA EPS050076-A2-2 Pricebook - Effective 5/2/08

ITEM	Description	Com'l List Price	2008 WSCA Price	Discount %	Annual EMA Yr 2-5	Leased EMA Monthly Yr 2-5	Annual SMA Yr 2-5	Leased SMA Monthly Yr 2-5
SPY8	1E08 Laser Printer	\$795	\$675	15%	\$86	\$9		
U7PS	Power Stacker for DM800/900	\$1,630	\$1,385	15%	\$198	\$21		
SBDS	Dm Series Scanner for Confirmation Services (DM500-DM1000)	\$795	\$675	15%	\$197	\$20		
ERCM	E-Return Receipt Reference Number (base package)	\$1,495	\$1,270	15%	\$197	\$20		
ERCN	E-Return Receipt Reference Number (desktop only)	\$145	\$123	15%	\$0	\$0		
ERCP	E-Return Receipt Reference Number Feature + Scanner (Customer Has Existing Label Printer Solution)	\$1,245	\$1,058	15%	\$197	\$20		
ERCR	e-Receipt Reference Number Package (without Scanner)	\$695	\$590	15%	\$0	\$0		
UXDM	PC Interface for DM500 and up	\$795	\$675	15%	\$0	\$0		
J796038	Ascent Interface to Intellink DM300-DM1000	\$695	\$590	15%	\$0	\$0		
SBTP	Interface for DM Series to DataPac 36/77 (DM500-DM1000)	\$895	\$760	15%	\$0	\$0		
Z5DE	DM Series AccuTrac Interface (AccuTrac HT V2.0)	\$1,365	\$1,160	15%	\$0	\$0		
Z5DF	DM Series AccuTrac Interface (AccuTrac SA or HT V3.0 and above)	\$695	\$590	15%	\$0	\$0		

DM Series Upgrade Pricing

DM100 Mailing System

F9A1	Upgrading to 50 Dept Accts on P700/P7L1	\$395	\$335	15%	\$0	\$0		
F9P5	Upgrading from 2 LB to 5LB Weighing Feature on DM100I (P700)	\$245	\$208	15%	\$0	\$0		
F9P6	Adding 5 LB Integrated Weighing Platform to DM100i (P700)	\$525	\$446	15%	\$0	\$0		

DM200L Mailing System

F9A1	Upgrading to 50 Dept Accts on P700/P7L1	\$395	\$335	15%	\$0	\$0		
F9L5	Upgrading from 2 LB to 5LB Weighing Feature on DM100i (P7L1)	\$295	\$250	15%	\$0	\$0		
F9L6	Adding 5 LB Integrated Weighing Platform to DM100i (P7L1)	\$625	\$531	15%	\$53	\$6		
F9L9	Upgrading from 5 LB to 10 LB Weighing Feature on DM200i (P7L1)	\$395	\$335	15%	\$0	\$0		

DM300L/DM400L Mailing Systems

F9A2	Upgrade to 100 Dept Accts on 1P00/1A00	\$895	\$760	15%	\$0	\$0		
F9G5	Upgrading from 2 LB to 5 LB Weighing Feature on DM300L, DM400L (1P00 W/G800)	\$295	\$250	15%	\$0	\$0		
F9G6	Adding 5 LB Integrated Weighing Platform to DM300L DM400L (1P00 W/G800)	\$725	\$616	15%	\$53	\$6		
F9G9	Upgrading from 5 LB to 10 LB Weighing Feature on DM300L, DM400L (1P00-W/DD00)	\$395	\$335	15%	\$0	\$0		

DM200I DM300I & DM400L Mailing Systems

F9A2	Upgrade to 100 Dept Accts on 1P00/1A00	\$895	\$760	15%	\$0	\$0		
F9W5	Adding 5 LB Integrated Platform to DM200I,DM300I DM400I (1P00 w/DD00)	\$725	\$616	15%	\$53	\$6		
F9W9	Upgrading from 5 LB to 10LB Weighing Feature on DM200I DM300I (1P00 w/DD00)	\$395	\$335	15%	\$0	\$0		

Non-IBI DM200&DM300

F90M	Adding 100 Dept Accts w/PC Interface to Existing DM200, DM300 Non-IBI (F800/F900)	\$795	\$675	15%	\$0	\$0		
F8DS	Adding Conf Service to Existing DM200,DM300 Non-IBI (F800/F900)	\$495	\$420	15%	\$0	\$0		

DM500-DM-DM1000 Mailing Systems

F9A2	Upgrading to 100 Dept Accts on 1P00/1A00	\$895	\$760	15%	\$0	\$0		
F9A3	Upgrading to 300 Dept Accts on 1A00	\$1,495	\$1,270	15%	\$0	\$0		
F9B1	Upgrade to 5LB to 15 LB Weighing (DM500/DM550)	\$1,135	\$964	15%	\$106	\$11		
F9C0	Adding Carrier Rate Package (DM500/DM550)	\$495	\$420	15%	\$0	\$0		
F9B2	Upgrade to 15LB to 30LB Weighing (DM800I)	\$995	\$845	15%	\$0	\$0		
F9B3	Upgrade to 15 LB to 30 LB Weighing Feature (DM500-DM1000)Excluding DM800I	\$995	\$845	15%	\$0	\$0		
F9B4	Upgrading to 70 LB Weighing (DM500-DM1000)	\$1,980	\$1,683	15%	\$136	\$14		
F9B5	Upgrade to 149 LB Weighing (DM500-1000)	\$2,905	\$2,469	15%	\$136	\$14		
F9W1	Adding Differential Weighing (DM800/DM900/DM1000)	\$595	\$505	15%	\$0	\$0		
F9XS	Adding SmartClass to DM900	\$795	\$675	15%	\$0	\$0		

Postage Meter Rentals and Intellink Subscription

P-Postage Meter Rental-rates monthly

P700	DM100 Postal Security Device	\$45	\$25	44%	\$0	\$0		
P7L1	DM200L Postal Security Device	\$45	\$35	22%	\$0	\$0		
G900	Intellink Interface /PSD FOR DM300C/DM400C	\$50	\$35	30%	\$0	\$0		
G900	Intellink Interface /PSD FOR DM450C	\$50	\$45	10%	\$0	\$0		
1M00	DM500/DM550 Postal Security Device	\$75	\$55	27%	\$0	\$0		
1M00	DM800-DM1000 Postal Security Device	\$99	\$65	34%	\$0	\$0		
1P0A	I-BUTTON - POSTAL KIOSK	\$100	\$100	0%	\$0	\$0		

Q-Postage Meter Ultra Low Vol - Monthly

K7MD	MailStation Meter (Requires K7TT but no confirmation services are available)	\$25	\$17	32%	\$0	\$0		
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WCSA EPS050076-A2-2 Pricebook - Effective 5/2/08

ITEM	Description	Com'l List Price	2008 WCSA Price	Discount %	Annual EMA Yr 2-5	Leased EMA Monthly Yr 2-5	Annual SMA Yr 2-5	Leased SMA Monthly Yr 2-5
Value Based Services								
ATR1	Postage Pass	\$0	\$0	0%	\$0	\$0		
1FX3	Custom Messaging	\$0	\$0	0%	\$0	\$0		
1FX4	Time Date Stamping	\$0	\$0	0%	\$0	\$0		
1FS0	Confirmation Services	\$0	\$0	0%	\$0	\$0		
1FA7	Intelliview	\$0	\$0	0%	\$0	\$0		
ERR1	e-Return Receipt - 1M00	\$0	\$0	0%	\$0	\$0		
ERR2	e-RR Reference# Feature - 1M00	\$0	\$0	0%	\$0	\$0		
ERR3	e-Return Receipt Feature - G900	\$0	\$0	0%	\$0	\$0		
ERR4	e-RR Reference Number Feature -G900	\$0	\$0	0%	\$0	\$0		
1FS1	Confirmation SVC/High Vol	\$0	\$0	0%	\$0	\$0		
1FS2	SPEC CONFIRMATION SVC	\$0	\$0	0%	\$0	\$0		
1FS4	USPS SPECIAL SVCS	\$0	\$0	0%	\$0	\$0		
1FER	e-Return Receipt Rates	\$0	\$0	0%	\$0	\$0		
Postage by Phone + Option - Monthly, Intellilink Subscription								
K7M0	MailStation Series	\$7	\$7	0%	\$0	\$0		
P700								
P7L1	DM100-DM400 Series	\$7	\$7	0%	\$0	\$0		
G900								
1M00	DM500-DM100 Series	\$15	\$15	0%	\$0	\$0		
Confirmation Services - Monthly and Intellilink Subscription								
7P00								
7PL1	DM100-DM400 Series	\$7	\$7	0%	\$0	\$0		
G800								
G9SS	G900 Subscription Based Service	\$7	\$7	0%	\$0	\$0		
1D00	DM500-DM1000 Series	\$15	\$15	0%	\$0	\$0		
Permit Printing-Monthly and Intellilink Subscription								
IA04/ ID04	Permit Printing Option DM500,DM550,DM900,DM1000	95/month	95/month	0%	\$0	\$0		
Electronic Return Receipt (requires addition of confirmation services)-Monthly Intellilink Subscription								
1D00	DM500-DM550 Series	\$25	\$25	0%	\$0	\$0		
1D00	DM800-DM1000 Series	\$45	\$45	0%	\$0	\$0		
Mail Openers								
1225	Mail Opener	\$2,715	\$2,307	15%	\$118	\$13		
Mail Center Security								
J710	SecureScan - Desktop Mail scanner	\$3,795	\$3,225	15%	\$230	\$24	\$120	\$10
J724	ImageAlert System - ImageAlert Software, J774 Image Scanner	\$2,995	\$2,545	15%	\$177	\$18	\$120	\$10
Professional Services								
J714	Safe Mail and Package Consulting	\$1,250	\$1,062	15%	\$0	\$0		
J715	On Site Setup and Training	\$325	\$276	15%	\$0	\$0		
Arrival								
T5XE	Arrival XE Software standard Edition INCLUDES: T5F4 Screen Bulider, T5F5 Power Act, T5RD Remote Diagnostics, T5FM Tracking Assistant Manifest Module, T5FD Tracking Asst Delivery Module, T5FR Tracking Asst Receiving Module, T514 Arrival Basic Application T	\$5,395	\$4,585	15%	\$0	\$0	\$412	\$38
T5XC	Arrival XE Software Client Server Edition -5 Users Includes remote diagnostics modem 4 hours of on site training at host site and Arrival client licenses for 5 concurrent users. Requires Micorsoft SQL Server DBMS licenses for 5 users, See Arrival Client	\$13,750	\$11,687	15%	\$0	\$0	\$1,133	\$104
T5C3	Arrival XE C/S additional Client Licenses-Tier 1 (max 5) Additional Arrival Client Licenses for systems requiring concurrent users. Use with Arrival C/S Edition only (T5XC and T5U2)	\$300	\$255	15%	\$0	\$0		
T5C4	Arrival XE C/S additional Client Licenses-Tier 2 unlimited Additional Arrival Client Licenses for systems requiring concurrent users. Use with Arrival C/S Edition only (T5XC and T5U2)	\$300	\$255	15%	\$0	\$0		
T5R0	Arrival Customer Loyalty Package Existing Leasing Cutomers only-Includes Arrival XE Software (T5XE) Celeron PC AND Monitor.	\$5,395	\$4,585	15%	\$257	\$26	\$305	\$38
T5P7	LobbyTrac Workstation - 2 Ghz Celeron PC Package for Windows XP	\$4,595	\$3,905	15%	\$297	\$30		
T54X	Arrival Express Plus - Inbound Package Management	\$2,000	\$1,700	15%	\$0	\$0		
T5U4	Upgrade from Arrival Express to Arrival XE	\$2,800	\$2,380	15%	\$0	\$0		
Computers								
T5P3	1.8Ghz Celeron PC Package for Windows 2000	\$2,195	\$1,865	15%	\$257	\$26		
T5P4	2.26Ghz Pentium 4 PC Package for Windows 2000	\$2,795	\$2,375	15%	\$257	\$26		
Monitor								
T885021	Compaq 17" Monitor	\$0	\$0	0%	\$0	\$0		
T885022	Compaq 15" Flap Panel Display	\$199	\$169	15%	\$0	\$0		

WSCA EPS050076-A2-2 Pricebook - Effective 5/2/08

ITEM	Description	Com'l List Price	2008 WSCA Price	Discount %	Annual EMA Yr 2-5	Leased EMA Monthly Yr 2-5	Annual SMA Yr 2-5	Leased SMA Monthly Yr 2-5
T885035	Compaq 17 inch Flat Panel Display	\$699	\$594	15%	\$0	\$0		
Arrival Law Enforcement Options								
T5LE	Arrival Law Enforcement - Software Only	\$3,450	\$2,932	15%	\$0	\$0	\$305	\$29
T5LP	Arrival Law Enforcement Peripheral Package. Incl Software, J781 Scanner, J620 Graphis Printer, Counter Signature Pad	\$6,495	\$5,520	15%	\$218	\$22	\$305	\$29
T5LX	Arrival Law Enforcement turnKey Package Incl. Software, T5P3 Celeron PC, 15" Flat Panel Monitor, J781 Scanner, J620 Graphics Printer, Counter Signature Pad	\$8,495	\$7,220	15%	\$474	\$48	\$305	\$29
T52C	Arrival Law Enforcement Client Server Edition - 5 Users	\$11,000	\$9,350	15%	\$0	\$0		
T52D	Arrival Law Enforcement Client Server Edition - 10+ Users	\$17,000	\$14,450	15%	\$0	\$0		
Lobbytrac Software								
T5L1	LobbyTrac Turnkey Package	\$7,395	\$6,285	15%	\$458	\$46	\$412	\$38
T5L3	LobbyTrac Software Only	\$2,825	\$2,401	15%	\$0	\$0	\$412	\$47
Software only systems								
T520	Software Only Version includes ARRIVAL Windows software, remote diagnostics, external modem and 4 hours of on-site training. Requires Software Maintenance T5SM	\$4,895	\$4,160	15%	\$0	\$0	\$309	\$30
T526	Upgrade from ARRIVAL Express Unlimited Transactions to Full ARRIVAL. You must write ARRIVAL Express T597 w/Serial Number on order as a no charge Trade-in.	\$3,100	\$2,635	15%	\$0	\$0		
T52P	Special: Arrival client Server 5 Client System	\$10,400	\$8,840	15%	\$0	\$0		
T52A	Arrival for Windows Software Client Server Edition - 5 Users. Incls. remote diagnostics, modem, 4 hours of on-site training of host site and arrival client licenses for 5 concurrent users. Requires Microsoft SQL Server DBMS licenses for 5 Users. Requir	\$12,500	\$10,625	15%	\$0	\$0	\$1,133	\$104
T52B	ARRIVAL FOR WINDOWS SOFTWARE CLIENT SERVER EDITION -10 + USERS. Includes remote diagnostics, modem, 4 hours of on-site training at host site and ARRIVAL client licenses for 10 concurrent users. Requires Microsoft SQL Server, DBMS Licenses /10 users. Req	\$18,500	\$15,725	15%	\$0	\$0	\$1,648	\$43
Remote Site & Upgrade Options								
T591	ARRIVAL C/S Remote Site ID Pack (Maximum of 5) Inc. User Manual and Installation documentation for remote sites. Must order one T591 per remote location connect ed to an Arrival C/S system. Must order T5MS Remote Site identification on Arrival Software Ag	\$75	\$63	16%	\$0	\$0		
T518	Arrival C/S Remote Site Installation & Training. Incls. Arrival C/S Remote Software and up to 4 hours of training at remote site. Must order one T518 per remote location connected to an Arrival C/S system.	\$1,200	\$1,020	15%	\$0	\$0		
T5MS	Arrival C/S Multi-Site Identification. Must order 1 per remote site	\$0	\$0	0%	\$0	\$0		
T5U1	Arrival, Upgrade To Client Server From Existing Arrival will enable existing Arrival system to be configured for C/S functions. Existing Arrival Client Licenses remain in effect. Order additional T5NL to add Multi-Workstation Licenses if necessary	\$8,500	\$7,225	15%	\$0	\$0		
T5U2	Arrival, Upgrade Client Server Edition (5 users) to 10+ users. Order T5CC (Arrival C/S Additional Client Licenses) to expand system beyond 10 users.	\$6,000	\$5,100	15%	\$0	\$0		
T5U5	UPGRADE TO ARRIVAL XE C/S	\$8,000	\$6,800	15%	\$0	\$0		
T5U6	UPGRD TO ARRIVAL EXP PLUS	\$2,000	\$1,700	15%	\$0	\$0		
T5U7	UPGRD TO ARRIVAL XE	\$1,950	\$1,657	15%	\$0	\$0		
T5CC	ARRIVAL CLIENT SERVER 11 CLIENT LICENSES. Additional Arrival Client Licenses for systems requiring more than 10 concurrent users. Use with Arrival C/S Edition only. (T52B and T5U2)	\$250	\$212	15%	\$0	\$0		
Optional Software Features								
T5F2	Background Import feature	\$750	\$637	15%	\$0	\$0		
T5F3	File link / scan link / global update	\$750	\$637	15%	\$0	\$0		
T5F6	Hotel Application package	\$950	\$807	15%	\$0	\$0		
T5F8	ODBC Integration	\$1,995	\$1,695	15%	\$0	\$0		
T5FB	Scale Interface Feature	\$750	\$637	15%	\$0	\$0		
T5FC	Tracking Assistant Activation Feature (MUST BE ORDERED when adding either a J581 or J580 to an existing Arrival Conf.)	\$0	\$0	0%	\$0	\$0		
T5FE	Printer Interface (Must be ordered with T538 printer)	\$0	\$0	0%	\$0	\$0		

WSCA EPS050076-A2-2 Pricebook - Effective 5/2/08

ITEM	Description	Com'l List Price	2008 WSCA Price	Discount %	Annual EMA Yr 2-5	Leased EMA Monthly Yr 2-5	Annual SMA Yr 2-5	Leased SMA Monthly Yr 2-5
T5FF	Imaging Feature	\$1,250	\$1,062	15%	\$0	\$0		
T5FM	Manifest Module (Can only be used with J580/J581 Scanner)	\$1,195	\$1,015	15%	\$0	\$0		
T5VT	Visitor Tracking Feature	\$750	\$637	15%	\$0	\$0		
T2DE	Desktop Express Plus for Client Server Edition of Arrival Software	\$8,295	\$7,050	15%	\$0	\$0	\$599	\$57
T2SL	Site License for DESKTOP EXPRESS PLUS	\$1,650	\$1,402	15%	\$0	\$0		
T5FW	Arrival Web Module Arrival Web is an optional feature for Arrival C/S Edition that extends the capabilities to add packages to the systems and change package status location. Does not support specialized functionality including thermal label image capture	\$2,995	\$2,545	15%	\$0	\$0		
T5FG	Route Activity Logging Feature	\$1,250	\$1,062	15%	\$0	\$0		
T5NS	Arrival Network Sync Feature for Client Server Edition of Arrival Software	\$0	\$0	0%	\$0	\$0		
T5N1	Network Sync License for up to 4 Tracking Assistants	\$950	\$807	15%	\$0	\$0		
T5N2	Network Sync License for up to 10 Tracking Assistants	\$2,000	\$1,700	15%	\$0	\$0		
T5N3	Network Sync License for up to 20 Tracking Assistants	\$3,000	\$2,550	15%	\$0	\$0		
T5N4	Network Sync License for up to 50 Tracking Assistants	\$6,000	\$5,100	15%	\$0	\$0		
T5PR	MAIL CTR PRODUCTIVITY REP	\$795	\$675	15%	\$0	\$0		
Network Options								
T5NL	Multi-Workstation Network License (for customer-provided network environments) - Order one license per ARRIVAL workstation connected to a customer's network. Not needed for a single Arrival Workstations connected to a network. An additional license is nee	\$500	\$425	15%	\$0	\$0		
T5F1	NetQuery Option (Must order (1) T5NL beyond number of processing stations for NetQuery)	\$1,500	\$1,275	15%	\$0	\$0		
J796029	Factory Installed PCI Client Network Card - COAX CABLE	\$300	\$255	15%	\$0	\$0		
J796027	Field installable PCI Client Network Card - COAX CABLE ONLY	\$300	\$255	15%	\$0	\$0		
Printers								
T531	J663 High Speed Thermal 4" Laser Printer	\$2,195	\$1,865	15%	\$201	\$21		
T534	J624 Laser Printer	\$695	\$590	15%	\$86	\$9		
T536	J644 4" Label Printer	\$995	\$845	15%	\$114	\$12		
T544	2" Graphis Printer	\$395	\$335	15%	\$41	\$5		
T896001	External USB Adapter	\$275	\$233	15%	\$0	\$0		
TS47	LobbyTrac Color Badge Printer	\$159	\$135	15%	\$0	\$0		
Scales								
T310	JN75 100 lb. TableTop Scale	\$1,195	\$1,015	15%	\$106	\$11		
T312	JN64 150 lb. RollerTop Scale	\$1,695	\$1,440	15%	\$148	\$16		
T313	JN67 149 lb. RollerTop Scale (California Only)	\$1,695	\$1,440	15%	\$150	\$16		
Portable Data Terminals								
T538	Arrival Belt Printer	\$1,385	\$1,177	15%	\$150	\$15		
T790002	Four Bay Cradle Kit for T741 Tracking Assistant	\$995	\$845	15%	\$0	\$0		
T790004	Single Bay Cradle Kit for T741 Tracking Assistant	\$475	\$403	15%	\$0	\$0		
T5WC	Wireless Connect for Tracking Assistant Plus Win Mobile	\$300	\$255	15%	\$0	\$0		
T5VC	Mail Center Communication Module	\$200	\$170	15%	\$0	\$0		
J540	Counter Signature Pad (direct computer serial attachment)	\$1,995	\$1,695	15%	\$0	\$0		
J542	Counter Signature Pad	\$1,995	\$1,695	15%	\$0	\$0		
J596025	Wireless Access Point (for use with J595 TA)	\$1,395	\$1,185	15%	\$0	\$0		
J5900009	4 Bay Ethernet Docking Cradle (for use with multiple J580s or J582s and Network sync	\$995	\$845	15%	\$0	\$0		
J596035	Four Bay Ethernet Cradle for J594 Tracking Assistant	\$995	\$845	15%	\$0	\$0		
J596021	Single Bay USB/Serial Cradle for J594 Tracking Assistant	\$475	\$403	15%	\$0	\$0		
J596023	4 Slot Battery Charger for Tracking Assistant Plus	\$1,495	\$1,270	15%	\$0	\$0		
J596024	Battery Adaptors (Kit of 2) for J592/J595 TA Plus	\$275	\$233	15%	\$0	\$0		
Tracking Assistants								
J594	Tracking Assistant Plus WinCE5.0 Device	\$1,995	\$1,695	15%	\$245	\$25		
T741	Tracking Assistant Plus Win Mobile	\$2,995	\$2,545	15%	\$140	\$15		
T790003	Tracking Assistant Plus Win Mobile Battery Adapter	\$350	\$297	15%	\$0	\$0		
J583	Tracking Assistant PDT - Palm Computing™ Platform with integrated Laser Scanner, Single Bay Cradle, Receiving, Delivery and Interface Software *You must order T5FC - Tracking Assistant Activation feature	\$2,195	\$1,865	15%	\$161	\$17		
J58U	J570 Upgrade Package - must trade in J570 for ea. J580 Ordered	\$1,500	\$1,275	15%	\$254	\$26		

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ITEM	Description	Com'l List Price	2008 WSCA Price	Discount %	Annual EMA Yr 2-5	Leased EMA Monthly Yr 2-5	Annual SMA Yr 2-5	Leased SMA Monthly Yr 2-5
J596019	Single Bay Docking Cradle (for use with J580)	\$425	\$361	15%	\$0	\$0		
J596015	4 Bay Docking Cradle (for use with multiple J580s)	\$995	\$845	15%	\$0	\$0		
J596014	Single Slot Cradle	\$425	\$361	15%	\$0	\$0		
T590009	4 Bay EtherNet Docking Cradle (for use with multiple J580's or J582s and Network Sync)	\$995	\$845	15%	\$0	\$0		
J596017	4 Bay Battery Charger with 4 Batteries and Adaptors for J580	\$1,395	\$1,185	15%	\$0	\$0		
J596018	4 Bay Interconnecting Cable	\$75	\$63	16%	\$0	\$0		
J696021	Firmware Upgrade Kit for J690 Printer	\$200	\$170	15%	\$0	\$0		
T530	J776 Non Contact keyboard wedge scanner	\$1,495	\$1,270	15%	\$161	\$17		
T539	Arrival Cordless Scanner	\$2,295	\$1,950	15%	\$214	\$22		
T542	J774 Scanner	\$2,400	\$2,040	15%	\$177	\$18		
T543	Arrival Web Cam (718-5)	\$245	\$208	15%	\$0	\$0		
J796025	Scanner Stand	\$144	\$122	15%	\$0	\$0		
System Accessories								
TS10	Power Gummed Tape Disp	\$895	\$760	15%	\$0	\$0		
TS11	Manual Gummed Tape Disp	\$350	\$297	15%	\$0	\$0		
TS14	J693 4" Continuous Labels Supply Case	\$260	\$221	15%	\$0	\$0		
TS30	J693 4" Continuous Thermal Direct Labels Supply Case	\$240	\$204	15%	\$0	\$0		
TS31	J645 Continuous Thermal Direct Labels Supply Case	\$140	\$119	15%	\$0	\$0		
TS32	J692 Continuous Thermal Direct Labels Supply Case	\$250	\$212	15%	\$0	\$0		
TS33	J630 2" Continuous Thermal Direct Labels Supply Case	\$74	\$62	16%	\$0	\$0		
TS35	J530 Spare Battery	\$88	\$73	16%	\$0	\$0		
TS36	J530 Soft Carry Case	\$77	\$64	16%	\$0	\$0		
TS37	J530 Belt - Soft Carry Case	\$9	\$7	22%	\$0	\$0		
TS38	J530 Protective Boot Enclosure	\$95	\$79	16%	\$0	\$0		
TS40	928-7 Multi Function Badges for Ink Jet Printers and LobbyTrac	\$70	\$58	16%	\$0	\$0		
TS41	928-6 J620 Adhesive Badge Stock, 2x4 badge 750 badges per box	\$70	\$58	16%	\$0	\$0		
TS42	928-9 J620 Non-Adhesive Badge Stock 2x4 badge 750 per box	\$69	\$57	16%	\$0	\$0		
TS43	718-8 Badge Clips for use with above label stock, 250 reusable clips	\$39	\$33	15%	\$0	\$0		
TS44	718-9 1 Day Self Expiring Security Stickers, 300 per box	\$109	\$91	16%	\$0	\$0		
TS55	BELT CLIP REPLACEMENT	\$20	\$17	15%	\$0	\$0		
TS66	BATTERY REPLACEMENT	\$125	\$107	14%	\$0	\$0		
TS57	SCREEN PROTECTOR REPLACE	\$35	\$30	14%	\$0	\$0		
TS58	HOLSTER/STRAP FOR T/A	\$72	\$61	15%	\$0	\$0		
TS06	Monitor Arm	\$90	\$75	16%	\$0	\$0		
TS20	TranScape Standard System Maintenance Kit	\$26	\$22	15%	\$0	\$0		
TS21	TranScape Premium System Maintenance Kit	\$93	\$79	15%	\$0	\$0		
TS22	Anti Fatigue/Anti Static Mat 3x5	\$140	\$119	15%	\$0	\$0		
TS23	Data Vac	\$83	\$69	16%	\$0	\$0		
TS34	J779 Spare Battery	\$113	\$96	15%	\$0	\$0		
TS39	J779 Holster	\$90	\$75	16%	\$0	\$0		
Installation Projects								
T6P0	INSTALLATION PROJECT Install. Project Inclis basic install and config of software system and hardware plus integration and configuration as defined in the Statement of Work. Up to One Day	\$700	\$595	15%	\$0	\$0		
T6P1	Same as T6P0 but Up to 2 Days	\$1,400	\$1,190	15%	\$0	\$0		
T6P2	Same as T6P1 but Up to 4 Days	\$2,800	\$2,380	15%	\$0	\$0		
T6P3	Same as T6P1 but Up to 6 Days	\$5,600	\$4,760	15%	\$0	\$0		
T6P4	Same as T6P1 but Up to 8 Days	\$8,400	\$7,140	15%	\$0	\$0		
T6P5	Same as T6P1 but Up to 12 Days	\$11,200	\$9,520	15%	\$0	\$0		
T6P6	Same as T6P1 but Up to 16 Days	\$16,800	\$14,280	15%	\$0	\$0		
T6P7	Same as T6P1 but Up to 28 Days	\$22,400	\$19,040	15%	\$0	\$0		
T6P8	Same as T6P1 but Up to 40 Days	\$39,200	\$33,320	15%	\$0	\$0		
T6P9	Same as T6P1 but Up to 40 Days	\$56,000	\$47,600	15%	\$0	\$0		
Professional Services								
T513	Install Software on Customers PC. Req if installing ARRIVAL on cust provided PC. Include one charge per PC.	\$145	\$123	15%	\$0	\$0		
T514	Additional Basic Operator Training - 4 hours on site. Order if needed for additional trainee's or special application.	\$525	\$446	15%	\$0	\$0		
T515	PROFESSIONAL SERVICES	\$525	\$446	15%	\$0	\$0		
T516	Special Services	\$1,000	\$850	15%	\$0	\$0		
T517	Consulting Services	\$1,000	\$850	15%	\$0	\$0		
T537	Arrival Live Application Support	\$525	\$446	15%	\$0	\$0		
T5TH	Ongoing Training Support for Arrival (Use program ID: TRAIN2)	20/month	20/month	0%	\$0	\$0		
Project Management								
T5M1	Arrival Project Management	\$1,400	\$1,190	15%	\$0	\$0		

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ITEM	Description	Com'l List Price	2008 WSCA Price	Discount %	Annual EMA Yr 2-5	Leased EMA Monthly Yr 2-5	Annual SMA Yr 2-5	Leased SMA Monthly Yr 2-5
T5M2	Arrival Project Management	\$2,800	\$2,380	15%	\$0	\$0		
T5M3	Arrival Project Management	\$5,600	\$4,760	15%	\$0	\$0		
T5M5	Arrival Project Management	\$11,200	\$9,520	15%	\$0	\$0		
T5M6	Arrival Project Management	\$16,800	\$14,280	15%	\$0	\$0		
T5M7	Arrival Project Management	\$22,400	\$19,040	15%	\$0	\$0		
Express Software Option								
T54A	Arrival Express Plus Software Includes remote diagnostics and unlimited transactions also includes up to one day of installation services and 4 hours of on-site training Requires T513 if installing on a customer provided PC	\$2,195	\$1,865	15%	\$0	\$0	\$206	\$19
T54B	Arrival Express Plus Basics Package Includes Arrival Express PLUS Software J583 PDT Tracking Assistant and minimum professional services	\$4,995	\$4,245	15%	\$245	\$26	\$206	\$19
T54C	Arrival Express Plus Software Includes remote diagnostics and unlimited transactions also includes up to one day of installation services and 4 hours of on-site training.	\$2,195	\$1,865	15%	\$667	\$67	\$206	\$19
T54D	Arrival Express Plus Basics w/ J583 Tracking Assistant and J782	\$2,195	\$1,865	15%	\$411	\$41	\$206	\$19
T541	ARRIVAL Express Software; Includes remote diagnostics and unlimited transactions. Also includes up to 1 day of installation services and 4 hrs of on-site training. Requires T513 if installing on a customer provided PC. Add SMA (T5EM).	\$1,795	\$1,525	15%	\$0	\$0	\$206	\$19
T540	Arrival Express Software	\$0	\$0	0%	\$0	\$0		
TNPB	Standard Arrival Software	\$0	\$0	0%	\$0	\$0		
Express Peripheral Options								
T534	J624 Laser printer	\$695	\$590	15%	\$86	\$0		
T536	J645 4" Label Printer	\$995	\$845	15%	\$114	\$0		
J540	Counter Signature Pad (direct computer serial attachment)	\$1,995	\$1,695	15%	\$0	\$0		
Express Optional Software Features								
T5EN	Email Notification	\$750	\$637	15%	\$0	\$0		
T5FA	Unlimited Transactions Option - For Existing customers only	\$1,200	\$1,020	15%	\$0	\$0		
Express Billing Services								
T514	Additional Basic Operator Training - 4 hours on site. Order if needed for additional trainee's or special application.	\$525	\$446	15%	\$0	\$0		
T513	Install Software on Customers PC. Req if installing ARRIVAL on cust provided PC. Include one charge per PC.	\$145	\$123	15%	\$0	\$0		
Express Upgrade to Arrival								
T526	Upgrade from Arrival Express Unlimited Transactions	\$3,100	\$2,635	15%	\$0	\$0		
Desktop Express								
T2DE	Desktop Express Plus for Client Server Edition of Arrival Software	\$8,295	\$7,050	15%	\$0	\$0	\$599	\$57
Ascent								
T2S1	Site license for Desktop Express Plus	\$1,650	\$1,402	15%	\$0	\$0		
Ascent Software Only Systems								
T2B3	PM300 STARTER PKG	\$4,795	\$4,075	15%	\$237	\$24	\$1,076	\$45
T2P3	Ascent PM300 - 3 Carrier Solution	\$3,995	\$3,395	15%	\$0	\$0	\$1,076	\$45
T2P4	Ascent PM400 - 4 Carrier Solution	\$4,995	\$4,245	15%	\$0	\$0	\$1,076	\$45
T2PP	Package Manager Plus	\$5,895	\$5,010	15%	\$0	\$0	\$1,397	\$75
T2PX	Ascent PM1000 - All Carrier Soltuin & Integration	\$9,995	\$8,495	15%	\$0	\$0	\$1,660	\$100
T2P1	Ascent PM 100-USPS ONLY	\$3,195	\$2,715	15%	\$0	\$0	\$275	\$25
T2PT	PM100 POST MGR W/PC/PRTR	\$8,250	\$7,012	15%	\$257	\$26	\$275	\$25
T2R0	Ascent PM300 - Customer Loyalty License	\$3,995	\$3,395	15%	\$257	\$26	\$540	\$45
T2R1	Ascent PM400 - Customer Loyalty License	\$4,995	\$4,245	15%	\$257	\$26	\$540	\$45
T2R2	Ascent PM500 - Customer Loyalty License	\$6,995	\$5,945	15%	\$257	\$26	\$900	\$75
T2R3	Ascent PM1000 - Customer Loyalty License	\$9,995	\$8,495	15%	\$257	\$26	\$1,200	\$100
T1UX	PM100 UPGRADE TO PM400	\$2,000	\$1,700	15%	\$0	\$0		
SPMS	Package Manager System (USPS, UPS, FedEx rates), T125 PC with Flat Screen Monitor, 100 lb Scale, IntelliLink Interface, Installation/Training (Max Term = 54 months)	\$7,950	\$6,757	15%	\$362	\$34		
SPMJ	Package Manager System (USPS, UPS, FedEx rates), T125 PC with Flat Screen Monitor, 100 lb Scale, J645 Label Printer, 1E05 Laser Printer, IntelliLink Interface, Installation/Training (Max Term = 54 months)	\$9,250	\$7,862	15%	\$561	\$53		
Package Manager Turnkey Options								
SPPW	Ascent Speedee Solution with UPS, USPS & Speedee Rates, PC with monitor, Recon J645 Printer, Recon 100 lb Scale	\$4,495	\$3,820	15%	\$470	\$47	\$474	\$45

WCSA EPS050076-A2-2 Pricebook - Effective 5/2/08

ITEM	Description	Com'l List Price	2008 WCSA Price	Discount %	Annual EMA Yr 2-5	Leased EMA Monthly Yr 2-5	Annual SMA Yr 2-5	Leased SMA Monthly Yr 2-5
Carriers								
USPS								
T215	USPS Domestic Rate Bundle - Zip to ZONE, Domestic Express, Book and Library; 1st/Std. A Single Piece, Std. B Parcel Post & Priority	\$0	\$0	0%	\$0	\$0		
T216	USPS International Raate Bundle	\$0	\$0	0%	\$0	\$0		
T217	USPS Automation/Non=Automation Rate Bundle	\$0	\$0	0%	\$0	\$0		
T209	USPS Standard A Bulk Manifesting	\$0	\$0	0%	\$0	\$0		
T218	USPS Mixed Mail Manifest	\$0	\$0	0%	\$0	\$0		
T265	USPS Standard A Non-Profit Service	\$0	\$0	0%	\$0	\$0		
T429	USPS Delivery Confirmation Setup & Commissioning for Meter Customers	\$495	\$420	15%	\$0	\$0		
T219	USPS Drop Shipment Points - Max. of 28 allowed. (Meter Cust.) charge for each point. (must also order T243-T220) Include origin ZIP Code for each point with order. Not available for Alaska or Hawaii.	\$250	\$212	15%	\$0	\$0		
T290	USPS Manifesting Drop Shipment Points (Manifest Customer)-Charge for each point. Include origin ZIP Code for each point with order, maximum of 28	\$250	\$212	15%	\$0	\$0		
T286	Speedee Delivery Service	\$750	\$637	15%	\$0	\$0		
T245	USPS 4th Class DBMC Manifesting (required for T218)	\$0	\$0	0%	\$0	\$0		
T271	USPS International Manifesting	\$0	\$0	0%	\$0	\$0		
T2MM	USPS EXPRESS MAIL MFST	\$0	\$0	0%	\$0	\$0		
T242	USPS ZIP TO ZONE	\$0	\$0	0%	\$0	\$0		
FED-EX								
T230	Fed Ex On Site Server Bundle - Provides for domestic and International processing, label printing & electronic connection. *Must choose T158 FedEx Server with Monitor or T159 FedEx Server w/ Switch View A/B box; J644 Printer not Compatible	\$0	\$0	0%	\$0	\$0		
T221	Fedex Ground Multi-Weight	\$0	\$0	0%	\$0	\$0		
T243	Fedex Ground Zip to Zone	\$0	\$0	0%	\$0	\$0		
T289	FEDEX OS SERVER DROP SHIP	\$250	\$212	15%	\$0	\$0		
UPS								
T241	UPS ZIP TO ZONE	\$0	\$0	0%	\$0	\$0		
T246	Online Plus (for UPS PLD Electronic Manifesting & Alternate Billing Options) Included for new orders, and chargeable for adds to existing sys.)	\$0	\$0	0%	\$0	\$0		
T210	UPS Standard Manifest Rate Bundle. Manifest w/Zip to ZONE; Ground and GroundSaver; 3-Day Select, Next and 2nd Day Air Package and Letter; Express Service to Mexico & Canada; Next Day Air Saver; Next Day Early A.; 2nd Day Air A.M.; Worldwide Services.	\$0	\$0	0%	\$0	\$0		
T211	UPS Hundredweight Rate Bundle	\$0	\$0	0%	\$0	\$0		
T212	UPS Non-Manifested Rate Bundle w/ Waybill	\$0	\$0	0%	\$0	\$0		
T213	UPS Drop Shipment Points - charge for each point. Include origin Zip Code for each point with order, maximum of 28 allowed.	\$250	\$212	15%	\$0	\$0		
T214	UPS Contract Rates	\$1,000	\$850	15%	\$0	\$0		
AIRBORNE								
T225	Airborne Plus Linkage (50 Packages per day Minimum). Includes domestic contract rates, automatic routing, labeling and electronic manifest transmission. Services include Express, Canadian Express, @Home Service Next Afternoon and 2nd Day. Customer must	\$0	\$0	0%	\$0	\$0		
T224	Airborne Rate Bundle	\$0	\$0	0%	\$0	\$0		
T208	Airborne Plus Drop Ship - charge for each point (up to 28 allowed). Include origin ZIP Code for each point with order, maximum of 28.	\$250	\$212	15%	\$0	\$0		
T226	Airborne Contract Rates - The base rates for these carriers must be ordered as a prerequisite for these contract rates.	\$1,000	\$850	15%	\$0	\$0		
T21A	Reseller Airborne Plus	\$0	\$0	0%	\$0	\$0		
DHL								
T233	DHL Plus; Includes domestic and int'l contract rates, automatic routing and label printing. Manifest via disk (and also electronic transmission). Services include Document and Express Document for Domestic & Int'l. Customer must be pre-approved by DHL.	\$0	\$0	0%	\$0	\$0		
T232	DHL Rate Bundle	\$0	\$0	0%	\$0	\$0		
T291	DHL Plus Drop Ships (up to 28 allowed)	\$250	\$212	15%	\$0	\$0		
T293	DHL MIGRATION SW	\$0	\$0	0%	\$0	\$0		
T234	DHL Contract Rates - The base rates for these carriers must be ordered as a pre-requisite for these contract rates.	\$1,000	\$850	15%	\$0	\$0		

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ITEM	Description	Com'l List Price	2008 WSCA Price	Discount %	Annual EMA Yr 2-5	Leased EMA Monthly Yr 2-5	Annual SMA Yr 2-5	Leased SMA Monthly Yr 2-5
DHL/AIRBORNE Combined								
T2DH	DHL/Airborne Legacy module	\$0	\$0	0%	\$0	\$0		
Ascent Multi-Workstation Network License								
T110	Multi-Workstation Network License (for customer-provided network environments) - Order one license per Ascent workstation connected to a customer's network. Not needed for a single Ascent workstation connected to a network. An additional license is needed	\$500	\$425	15%	\$0	\$0		
T11X	Multi-Workstation Network License for PB300,PM400 & PM500. Order one license per Ascent workstation connected to a customer's network. Not needed for a single Ascent workstation connected to a network	\$995	\$845	15%	\$0	\$0		
Software Upgrade Options								
T1PC	Plus Carrier Enabler - Upgrade to Ascent MC	\$4,600	\$3,910	15%	\$0	\$0		
T1NT	Integration Enabler - Upgrade to PB1000	\$3,000	\$2,550	15%	\$0	\$0		
Software Integration Options								
T114	FILE LINK	\$0	\$0	0%	\$0	\$0		
T116	DDX Link (Display Data Exchange) Your order must include one of the appropriate Installation Projects (T4P1-9)	\$1,995	\$1,695	15%	\$0	\$0		
T117	BATCH LINK	\$1,995	\$1,695	15%	\$0	\$0		
T118	ODBC Link (Open Database Connection). Your order must include one of the appropriate Installation Projects (T4P1-9)	\$1,295	\$1,100	15%	\$0	\$0		
T119	SCAN LINK	\$0	\$0	0%	\$0	\$0		
T120	RUMBA Comm., SW for AS400 - Order 1 per workstation. Your order must include one of the appropriate Installation Projects (T4P1-9)	\$295	\$250	15%	\$0	\$0		
T129	RUMBA Comm., SW for IBM Mainframe. - Order 1 per workstation. Your order must include one of the appropriate Installation Projects (T4P1-9)	\$675	\$573	15%	\$0	\$0		
T130	RUMBA Comm., SW for UNIX - Order 1 per workstation. Your order must include one of the appropriate Installation Projects (T4P1-9)	\$445	\$378	15%	\$0	\$0		
Optional Software Features								
T2CM	Certified Mail Label Feature - Sale Only - Requires Dedicated 1E03 or J645 (Certified Mail Subscription - Lease Customers @ \$29/month - PCN T2CS)	\$495	\$420	15%	\$0	\$0		
T2AC	STREETSMART ADDR CLEANSNG	\$0	\$0	0%	\$0	\$0		
T2AF	RDI Feature	\$795	\$675	15%	\$0	\$0		
J796038	Postage Meter Interface Kit	\$695	\$590	15%	\$0	\$0		
T101	Additional Carrier Log-1 (3 included) - maximum of 20	\$250	\$212	15%	\$0	\$0		
T102	Additional Custom Programable Carrier- 1 (3 included) - maximum of 20	\$250	\$212	15%	\$0	\$0		
T103	LTL Customer Programmable Carrier - Order as many as needed up to 20 Max. EACH	\$350	\$297	15%	\$0	\$0		
T104	HazMat	\$950	\$807	15%	\$0	\$0		
T105	Differential Weighing (Offweight) can be used for all carriers. Not available with T312 - 200 lb scale.	\$500	\$425	15%	\$0	\$0		
T2EM	E-Mail Notification	\$750	\$637	15%	\$0	\$0		
T132	Accutrac Interface	\$0	\$0	0%	\$0	\$0		
T108	Task Scheduler	\$0	\$0	0%	\$0	\$0		
T106	Postage Meter Interface	\$950	\$807	15%	\$0	\$0		
T109	Weight Verification	\$0	\$0	0%	\$0	\$0		
T113	NETQUERY/INQUIRY/RATE SHO	\$0	\$0	0%	\$0	\$0		
T196027	ASCENT SOFTWARE METER INT	\$295	\$250	15%	\$0	\$0		
T2CS	CERT MAIL SUBSCRIPTION	\$0	\$0	0%	\$0	\$0		
T2ER	E-RR SUBSCRIPTION	\$91	\$77	15%	\$0	\$0		
T2SA	SECURE ARCHIVE SUBSCRIPTN	\$27	\$22	15%	\$0	\$0		
T2EU	E-RETURN RECEIPT	\$1,895	\$1,610	15%	\$0	\$0		
Installation Projects								
T4P0	Installation Project	\$700	\$595	15%	\$0	\$0		
T4P1	Install and configure all PB hardware, basic system configuration, totaling up to one day of on-site installation service --- MINIMUM REQUIRED	\$1,400	\$1,190	15%	\$0	\$0		
T4P2	Includes - install and configure all PB hardware, basic system configuration, totaling up to 2 days on-site installation service.	\$2,800	\$2,380	15%	\$0	\$0		
T4P3	Includes - Install and configure all PB hardware, basic system configuration, totaling up to 4 days on-site installation service.	\$5,600	\$4,760	15%	\$0	\$0		
T4P4	Includes - Install and configure all PB hardware, basic system configuration, totaling up to 6 days on-site installation service.	\$8,400	\$7,140	15%	\$0	\$0		

WSCA EPS050076-A2-2 Pricebook - Effective 5/2/08

ITEM	Description	Com'l List Price	2008 WSCA Price	Discount %	Annual EMA Yr 2-5	Leased EMA Monthly Yr 2-5	Annual SMA Yr 2-5	Leased SMA Monthly Yr 2-5
T4P5	Includes - Install and configure all PB hardware, basic system configuration, totaling up to 8 days on-site installation service.	\$11,200	\$9,520	15%	\$0	\$0		
T4P6	Includes - Install and configure all PB hardware, basic system configuration, totaling up to 12 days on-site installation service.	\$16,800	\$14,280	15%	\$0	\$0		
T4P7	Includes - Install and configure all PB hardware, basic system configuration, totaling up to 16 days on-site installation service.	\$22,400	\$19,040	15%	\$0	\$0		
T4P8	Includes - Install and configure all PB hardware, basic system configuration, totaling up to 28 days on-site installation service.	\$39,200	\$33,320	15%	\$0	\$0		
T4P9	Includes - Install and configure all PB hardware, basic system configuration, totaling up to 40 days on-site installation service.	\$56,000	\$47,600	15%	\$0	\$0		
Project Management								
T4M1	Ascent Project Management	\$1,400	\$1,190	15%	\$0	\$0		
T4M2	Ascent Project Management	\$2,800	\$2,380	15%	\$0	\$0		
T4M3	Ascent Project Management	\$6,600	\$4,760	15%	\$0	\$0		
T4M5	Ascent Project Management	\$11,200	\$9,520	15%	\$0	\$0		
T4M6	Ascent Project Management	\$16,800	\$14,280	15%	\$0	\$0		
T4M7	Ascent Project Management	\$22,400	\$19,040	15%	\$0	\$0		
Professional Services								
T413	Install Software on Customers PC. Required if installing ASCENT on a cust provided PC. Include one charge per PC.	\$145	\$123	15%	\$0	\$0		
T414	Basic Operator Training - 4 hours On-Site	\$525	\$446	15%	\$0	\$0		
T415	Advanced Operator Training - 4 hours On-Site	\$525	\$446	15%	\$0	\$0		
T427	Consulting Services (Per Day Charge)	\$1,000	\$850	15%	\$0	\$0		
T430	Special Services	\$1,000	\$850	15%	\$0	\$0		
T437	Ascent Live Application Support	\$525	\$446	15%	\$0	\$0		
T434	Integration Client Billing	\$2,600	\$2,210	15%	\$0	\$0		
T2TH	Ongoing Training Support for Ascent (Use program ID: TRAIN2)	20/month	20/month	0%	\$0	\$0		
Computers								
T124	2.26Ghz Pentium 4 PC Package for Windows 2000	\$2,795	\$2,375	15%	\$257	\$26		
T125	1.8Ghz Celeron PC Package for Windows 2000	\$2,195	\$1,865	15%	\$257	\$26		
Monitors								
T885021	Compaq 17 inch Monitor	\$0	\$0	0%	\$0	\$0		
T885022	Compaq 15 inch Flat Panel Display	\$199	\$169	15%	\$0	\$0		
T885035	Compaq 17 inch Flat Panel Display	\$699	\$594	15%	\$0	\$0		
Scales								
T310	JN75 100 lb. TableTop Scale	\$1,195	\$1,015	15%	\$106	\$11		
T312	JN64 150 lb. RollerTop Scale	\$1,695	\$1,440	15%	\$148	\$16		
T313	JN67 149 lb. RollerTop Scale (California Only)	\$1,695	\$1,440	15%	\$150	\$16		
Printers								
T316	J676 Forms Printer (Airbill, COD, HazMat)	\$1,195	\$1,015	15%	\$119	\$13		
T319	J692 4" Adhesive Label Printer	\$2,195	\$1,865	15%	\$201	\$21		
T321	J624 Laser Printer	\$695	\$590	15%	\$86	\$9		
T322	J645 4" Label Printer	\$995	\$845	15%	\$114	\$12		
Bar Code Scanners								
T320	J776 Non-Contact Programmable Wedge Scanner	\$1,495	\$1,270	15%	\$161	\$17		
T330	ShipRequest Software, Two Dimensional Scanner & Scan Link	\$1,750	\$1,487	15%	\$177	\$18		
T331	ShipRequest Software, Two Dimensional Scanner	\$1,750	\$1,487	15%	\$177	\$18		
T332	J775 Two Dimensional Scanner	\$2,400	\$2,040	15%	\$177	\$18		
T339	Ascent Cordless Scanner	\$2,295	\$1,950	15%	\$214	\$22		
T196003	ShipRequest Multi-Pack (5 CD's)	\$125	\$106	15%	\$0	\$0		
Printer Supplies								
TS14	J693 4" continuous labels	\$260	\$221	15%	\$0	\$0		
TS30	J693 4" Continuous Thermal Direct Labels Supply Case	\$240	\$204	15%	\$0	\$0		
TS31	J645 Continuous Thermal Direct Labels Supply Case	\$140	\$119	15%	\$0	\$0		
TS32	J692 Continuous Thermal Direct Labels Supply Case	\$250	\$212	15%	\$0	\$0		
T548	ARRIVAL EXPRESS START PKG	\$1,895	\$1,610	15%	\$161	\$17		
Accessories								
TS06	Monitor Arm	\$90	\$75	16%	\$0	\$0		
TS20	TranScape Standard System Maintenance Kit	\$26	\$22	15%	\$0	\$0		
TS21	TranScape Premium System Maintenance Kit	\$93	\$79	15%	\$0	\$0		
TS22	Anti Fatigue/Anti Static Mat 3x5	\$140	\$119	15%	\$0	\$0		
TS23	Data Vac	\$83	\$69	16%	\$0	\$0		
TS34	J779 Spare Battery	\$113	\$96	15%	\$0	\$0		
TS39	J779 Holster	\$90	\$75	16%	\$0	\$0		
Miscellaneous								
J796029	Factory Installed PCI Client Network Card - COAX CABLE	\$300	\$255	15%	\$0	\$0		

WSCA EPS050076-A2-2 Pricebook - Effective 5/2/08

ITEM	Description	Com'l List Price	2008 WSCA Price	Discount %	Annual EMA Yr 2-5	Leased EMA Monthly Yr 2-5	Annual SMA Yr 2-5	Leased SMA Monthly Yr 2-5
J796027	Field Installable PCI Client Network Card - COAX CABLE ONLY	\$300	\$255	15%	\$0	\$0		
G396053	Programmable Keyboard	\$160	\$136	15%	\$0	\$0		
G396039	Sales Kit-5250 Protocol Conversion	\$1,350	\$1,147	15%	\$0	\$0		
J796025	Scanner Stand	\$144	\$122	15%	\$0	\$0		
T896001	128M DIMM Memory Upgrae Kit	\$275	\$233	15%	\$0	\$0		
T896006	32 MB SDRAM	\$175	\$148	15%	\$0	\$0		
JN96002	Base Mount Display Kit for JN75 Scale	\$160	\$136	15%	\$0	\$0		
JB96002	Base Mount Display Kit for JB64 and JB67 Scales	\$160	\$136	15%	\$0	\$0		
SPHC	CLASSIC PERIPHERAL PKG	\$995	\$845	15%	\$437	\$43		
VS96030	METER INTERFACE EXPANSION	\$200	\$170	15%	\$0	\$0		
Accounting System								
Main Site Hubs/Cables								
Z5E4	3 Port Ethernet Hub	\$265	\$225	15%	\$0	\$0		
Z5E6	15 Port Ethernet Hub	\$625	\$531	15%	\$0	\$0		
Z5C5	25' Cable (Used to connect peripheral to Ethernet Hub)	\$45	\$37	16%	\$0	\$0		
Z5C0	100' Cable (Used to connect peripheral to Ethernet Hub)	\$205	\$174	15%	\$0	\$0		
Z5C2	250 ft. Cable (Used to connect peripheral to Ethernet Hub)	\$310	\$263	15%	\$0	\$0		
Remote Site								
Z5MD	Modem for remote sites	\$1,255	\$1,066	15%	\$0	\$0		
Z5BB	Breakout Box	\$625	\$531	15%	\$0	\$0		
Z5R5	25 ft Cable (Used at remote sites)	\$80	\$68	15%	\$0	\$0		
Z5R0	100 ft. Cable (Used at remote sites)	\$205	\$174	15%	\$0	\$0		
Z5Z7	AccuTrac Single Terminal Remote Site Modem KWIKit. (Complete remote site for Single Terminal with Modem and cables.)	\$1,255	\$1,066	15%	\$0	\$0		
Z5Z8	AccuTrac Multi Terminal Remote Site Modem Kit (to hook-up to multiple remote terminals ADS)	\$1,880	\$1,598	15%	\$0	\$0		
Professional Services								
Z5H1	AccuTrac HT Operator Training (up to 4 hours) REQUIRED	\$520	\$442	15%	\$0	\$0		
Z5H3	AccuTrac HT Data Mapping (Provided in 4 hour blocks - to be est. by DTSC)	\$605	\$514	15%	\$0	\$0		
Z5CT	Customer Report Development - Crystal Reports	\$525	\$446	15%	\$0	\$0		
Z6RT	Crystal Reports - Training CD	\$160	\$136	15%	\$0	\$0		
SPW9	Upgrade Host to support DM and Infinity Interface	\$5,385	\$5,427	15%	\$306	\$31		
Current Accutrac HT Customers Interface to DM Infinity								
Z5AL	Adding additional Infinity to a Local Site	\$4,750	\$4,037	15%	\$318	\$32		
Z5AR	Adding additional Infinity to a Remote Site	\$4,750	\$4,037	15%	\$318	\$32		
Z565	Replacing 6500 with Infinity	\$895	\$760	15%	\$0	\$0		
DM Series Interface								
Z5DF	DM Series AccuTrac Interface HTv3.0 and above	\$695	\$590	15%	\$0	\$0		
Z5DE	DM Series AccuTrac Interface HTv2.0 and below	\$1,365	\$1,160	15%	\$0	\$0		
Budget Manager								
1FA4/1DB2	Budget Manager / Department Manager Subscription (500 accounts)	95/Month	95/Month	0%	\$0	\$0		
1FA4/1DB2	Budget Manager / Department Manager with Confirmation Services Subscription (500 accounts)	110/Month	110/Month	0%	\$0	\$0		
1FA5/1DB2	Budget Manager / Cost Manager Subscription (1500 accounts)	145/Month	145/Month	0%	\$0	\$0		
1FA5/1DB2	Budget Manager / Cost Manager with Confirmation Services subscription (1500 accounts)	160/Month	160/Month	0%	\$0	\$0		
1FA7/1D00	Intelliview Subscription	30/Month	30/Month	0%	\$0	\$0		
SPMK	Budget Manager Installation Kit (required)	\$275	\$233	15%	\$0	\$0		
SPPX	Budget Manager Upgrade for current DM users (Post Sale)	\$385	\$327	15%	\$0	\$0		
SFTV	Inteliview Installation Kit (required)	\$275	\$233	15%	\$0	\$0		
Smart Services								
Z5TR	Advanced Operator Training - up to 2 operators for 2 hours on-site - single session.	\$310	\$263	15%	\$0	\$0		
Business Manager								
Core Solution								
BM50	Business Manager Host Workstation Government Package - Includes Host Package and High Volume Report Printer	\$17,395	\$14,785	15%	\$293	\$30	\$510	\$48
BM5G	Business Manager Host Workstation Government Package - Includes Host Package and High Volume Report Printer	\$18,520	\$15,742	15%	\$940	\$94	\$510	\$48
Site Options								
BMX1	Business Manager to IntelliLink Interface	\$3,850	\$3,272	15%	\$0	\$0		
BM40	PC Data Collection Workstation (for Non-DM Series Mailing Systems)	\$4,795	\$4,075	15%	\$488	\$49	\$190	\$18
BMAS	Package Manager Interface to Business Manager	\$695	\$590	15%	\$0	\$0		
Administrative Options								
BM52	Business Manager Remote Workstation	\$5,895	\$5,010	15%	\$293	\$30	\$510	\$48
BM60	Business Manager Administrative Workstation	\$3,250	\$2,762	15%	\$293	\$30	\$190	\$18
BM61	Business Manager Reporting Workstation	\$3,250	\$2,762	15%	\$293	\$30	\$190	\$18
General Options								
BM43	High Volume Laser Printer	\$1,360	\$1,156	15%	\$125	\$13		

WSCA EPS050076-A2-2 Pricebook - Effective 5/2/08

ITEM	Description	Com'l List Price	2008 WSCA Price	Discount %	Annual EMA Yr 2-5	Leased EMA Monthly Yr 2-5	Annual SMA Yr 2-5	Leased SMA Monthly Yr 2-5
BM42	Barcode Scanner for PC Data Collector	\$1,495	\$1,270	15%	\$225	\$23		
BM44	Barcode Scanner for Budget Manager and Business Manager	\$1,495	\$1,270	15%	\$197	\$20		
BM41	Receipt Printer	\$1,045	\$888	15%	\$114	\$12		
BMA1	Crystal Reporting (Latest Retail Version)	\$199	\$169	15%	\$0	\$0		
BM45	Monitor Stand	\$450	\$382	15%	\$0	\$0		
Other Options								
BMSW	Upgrade to Business Manager SQL Edition	\$4,255	\$3,616	15%	\$0	\$0		
BMSU	Upgrade to SQL Editions for Current Customers	\$4,895	\$4,160	15%	\$0	\$0		
New Business Managers to DM Infinity								
BM48	Infinity Interface Includes Data Collector	\$4,995	\$4,245	15%	\$293	\$30		
Current Business Managers to DM Infinity								
BM47	New Infinity and Data Collection	\$4,995	\$4,245	15%	\$488	\$49		
BM65	6500 Upgrade to Infinity	\$895	\$760	15%	\$0	\$0		
SIP/SOW Required Options								
Z690000	Ethernet 4 Port Hub	\$265	\$225	15%	\$0	\$0		
Z690001	Ethernet 16 Port Hub	\$625	\$531	15%	\$0	\$0		
Z690003	Ethernet Cable 14 Ft	\$45	\$37	16%	\$0	\$0		
Z690004	Ethernet Cable 25 Ft	\$45	\$37	16%	\$0	\$0		
Z690005	Ethernet Cable 100 Ft	\$205	\$174	15%	\$0	\$0		
Z690006	Ethernet Cable 250 Ft	\$310	\$263	15%	\$0	\$0		
Z690010	Kit, Data Coll to A900/6500 meter (Echoplex)	\$310	\$263	15%	\$0	\$0		
Z690011	Kit, Data Coll to B900 meter	\$310	\$263	15%	\$0	\$0		
Z690012	Kit, Data Coll to Galaxy meter	\$310	\$263	15%	\$0	\$0		
Z690013	Kit, Data Coll to Paragon meter	\$310	\$263	15%	\$0	\$0		
Z690014	Kit, Data Coll to Integra scale	\$105	\$89	15%	\$0	\$0		
Z690017	Kit, J050 Business Manager Extension cable	\$105	\$89	15%	\$0	\$0		
BM01	Paragon Compatibility Upgrade	\$0	\$0	0%	\$0	\$0		
Z690007	Secondary Network Card for Data Transfers	\$195	\$165	15%	\$0	\$0		
Professional Services								
BMH1	Business Manager Operator Training - up to 4 hours	\$520	\$442	15%	\$0	\$0		
BMH2	Accutrac HT Data Migration Services	\$520	\$442	15%	\$0	\$0		
BMH3	Business Manager Data Conversion Services	\$400	\$340	15%	\$0	\$0		
MFP1	Dedicated Installation Support - Level 1	\$1,400	\$1,190	15%	\$0	\$0		
MFP2	Dedicated Installation Support - Level 2	\$2,800	\$2,380	15%	\$0	\$0		
MFP3	Dedicated Installation Support - Level 3	\$5,600	\$4,760	15%	\$0	\$0		
MFP4	Dedicated Installation Support - Level 4	\$8,400	\$7,140	15%	\$0	\$0		
MFP5	Dedicated Installation Support - Level 5	\$11,200	\$9,520	15%	\$0	\$0		
MFP6	Dedicated Installation Support - Level 6	\$16,800	\$14,280	15%	\$0	\$0		
MFP7	Dedicated Installation Support - Level 7	\$22,400	\$19,040	15%	\$0	\$0		
MFP8	Dedicated Installation Support - Level 8	\$39,200	\$33,320	15%	\$0	\$0		
BMP0	Business Manager Project Management	\$700	\$595	15%	\$0	\$0		
BMP1	Business Manager Project Management - Level 1	\$1,400	\$1,190	15%	\$0	\$0		
BMP2	Business Manager Project Management - Level 2	\$2,800	\$2,380	15%	\$0	\$0		
BMP3	Business Manager Project Management - Level 3	\$5,600	\$4,760	15%	\$0	\$0		
BMP4	Business Manager Project Management - Level 4	\$8,400	\$7,140	15%	\$0	\$0		
BMP5	Business Manager Project Management - Level 5	\$11,200	\$9,520	15%	\$0	\$0		
BMP6	Business Manager Project Management - Level 6	\$16,800	\$14,280	15%	\$0	\$0		
BMP7	Business Manager Project Management - Level 7	\$22,400	\$19,040	15%	\$0	\$0		
BMP8	Business Manager Project Management - Level 8	\$39,200	\$33,320	15%	\$0	\$0		
BMP9	Business Manager Project Management - Level 9	\$56,000	\$47,600	15%	\$0	\$0		

Addressing

Smartmailer Software for Windows

WSM7	SmartMailer 7 for Windows CD Format Includes Main Program and National Postal Coding, Presort, Dup Detect, Art Mania, Envelope Designer Plus	\$995.00	\$336.00	66%	0	0	840	79
WSPR	SmartMailer 7 Premium Edition for Windows DVD Format Includes Main Program and National Postal Coding, Presort, Dup Detect, DPV,ELOT,LACS, Geocoding	\$1,490.00	\$1,266.00	15%	0	0	1585	149
VeriMove Net for SmartMailer 7, SmartMailer 7 Premium Edition								
WMP1	VeriMove Net for 36,000 Records Processed	\$1,745.00	\$1,483.00	15%	0	0		
WMP2	VeriMove Net for 360,000 Records Processed	\$4,095.00	\$3,480.00	15%	0	0		
WMP3	VeriMove Net for 900,000 Records Processed	\$7,155.00	\$6,081.00	15%	0	0		
Smartmailer 7 Software Options								
WSEL	Enhanced Line of Travel (ELOT)	\$99	\$84	15%	\$0	\$0	\$415	\$39
WSU2	Upgrade For Current Customers to SmartMailer 7 Premium	\$79	\$67	15%	\$0	\$0	\$305	\$29
954-6	SmartMailer Manuals for Windows (order from supply line)	\$55	\$46	16%	\$0	\$0		
Professional Services - SmartMailer 7 Training for Windows								
WS90	SmartMailer 7 Training	\$865	\$735	15%	\$0	\$0		
WS91	SmartMailer 7 Premium Edition Training	\$995	\$845	15%	\$0	\$0		
WS92	Addressright Pro Training	\$995	\$845	15%	\$0	\$0		
WS93	Mailing Assistant Customization (up to 4 hr)	\$395	\$335	15%	\$0	\$0		
WS80	Installation of PB Software on Customer's PC or upgrading existing PB system.	\$125	\$106	15%	\$0	\$0		
WSMC	Mail Coach Training up to 8 hours, 1-2 Operators	\$995	\$845	15%	\$0	\$0		

WSCA EPS050076-A2-2 Pricebook - Effective 5/2/08

ITEM	Description	Com'l List Price	2008 WSCA Price	Discount %	Annual EMA Yr 2-5	Leased EMA Monthly Yr 2-5	Annual SMA Yr 2-5	Leased SMA Monthly Yr 2-5
WSM4	SmartMailer 7 and Mail Coach Bundle Training, Four Operators	\$2,980	\$2,504	16%	\$0	\$0		
WSM6	SmartMailer 7 and Mail Coach Bundle Training, Six Operators	\$4,470	\$3,756	16%	\$0	\$0		
AddressRight Pro Software								
WSAP	AddressRight Pro Mail Management Software	\$865	\$735	15%	\$0	\$0	\$1,690	\$159
WSAX	AddressRight Pro w/Adress Quality Enhancements	\$1,800	\$1,530	15%	\$0	\$0	\$3,180	\$299
WSMW	Mixed Weights Feature	\$1,200	\$1,020	15%	\$0	\$0	\$1,050	\$99
WSPS	Package Services Feature	\$1,200	\$1,020	15%	\$0	\$0	\$1,050	\$99
WSPA	Palletization Feature	\$2,200	\$1,870	15%	\$0	\$0	\$1,050	\$99
WSEM	Enhanced Merge/Purge	\$1,200	\$1,020	15%	\$0	\$0	\$1,050	\$99
WSGC	Geocodes	\$299	\$254	15%	\$0	\$0	\$945	\$89
WSLC	Address Conversion System	\$99	\$84	15%	\$0	\$0	\$305	\$29
Data Mapping & Integrated Services								
WSP0	Data Mapping and Integration - Half Day	\$700	\$595	15%	\$0	\$0		
WSP1	Data Mapping and Integration - One Day	\$1,400	\$1,190	15%	\$0	\$0		
WSP2	Data Mapping and Integration - Two Days	\$2,800	\$2,380	15%	\$0	\$0		
WSP4	Data Mapping and Integration - Four Days	\$5,600	\$4,760	15%	\$0	\$0		
PB First Document Processing Software								
WPB5	PB First Base License (Includes first 5 applications)	\$300	\$255	15%	\$0	\$0	\$65	\$7
PB First for Preformatted Documents								
WPD1	Preformatted Document Option	\$1,200	\$1,020	15%	\$0	\$0	\$260	\$25
PB First for Document Formatting								
WDF1	Document Formatting Option	\$1,200	\$1,020	15%	\$0	\$0	\$260	\$25
WPCP	Advanced Checking Option	\$2,500	\$2,125	15%	\$0	\$0	\$175	\$17
WPDF	PDF Extraction Option	\$1,000	\$850	15%	\$0	\$0		
PB First Software Options								
WPSM	SmartMailer Interface Option	\$1,000	\$850	15%	\$0	\$0	\$225	\$22
WPFA	Additional Applications	\$275	\$233	15%	\$0	\$0	\$55	\$6
WPPF	Process Verification Software	\$2,500	\$2,125	15%	\$0	\$0	\$300	\$29
PB First Professional Integration Services								
WPF1	Document Processing Professional Services	\$1,400	\$1,176	16%	\$0	\$0		
WPF2	Document Processing Professional Services	\$2,800	\$2,352	16%	\$0	\$0		
WPF3	Document Processing Professional Services	\$5,600	\$4,705	16%	\$0	\$0		
WPF4	Document Processing Professional Services	\$8,400	\$7,058	16%	\$0	\$0		
WPF5	Document Processing Professional Services	\$11,200	\$9,411	16%	\$0	\$0		
WPF6	Document Processing Professional Services	\$16,800	\$14,117	16%	\$0	\$0		
WPF7	Document Processing Professional Services	\$22,400	\$18,822	16%	\$0	\$0		
WPF8	Document Processing Professional Services	\$39,200	\$32,939	16%	\$0	\$0		
WPF9	Document Processing Professional Services	\$56,000	\$47,056	16%	\$0	\$0		
PB First Project Management Services								
WPR0	Document Processing Project Management	\$700	\$595	15%	\$0	\$0		
WPR1	Document Processing Project Management	\$1,250	\$1,062	15%	\$0	\$0		
WPR2	Document Processing Project Management	\$5,000	\$4,250	15%	\$0	\$0		
WPR3	Document Processing Project Management	\$5,000	\$4,250	15%	\$0	\$0		
WPR4	Document Processing Project Management	\$7,500	\$6,375	15%	\$0	\$0		
WPR5	Document Processing Project Management	\$10,000	\$8,500	15%	\$0	\$0		
WPR6	Document Processing Project Management	\$15,000	\$12,750	15%	\$0	\$0		
WPR7	Document Processing Project Management	\$20,000	\$17,000	15%	\$0	\$0		
WPR8	Document Processing Project Management	\$35,000	\$29,750	15%	\$0	\$0		
WPR9	Document Processing Project Management	\$56,000	\$47,600	15%	\$0	\$0		
PlanetPress								
WPP1	Printer License (1 Printer)	\$1,750	\$1,470	16%	\$0	\$0	\$210	\$20
WPP2	Printer Licenses (2 Printers)	\$2,100	\$1,764	16%	\$0	\$0	\$252	\$24
WPP3	PlanetPress Server Light	\$6,250	\$5,250	16%	\$0	\$0	\$750	\$71
WPP4	PlanetPress Server Full	\$12,500	\$10,500	16%	\$0	\$0	\$1,500	\$141
PlanetPress Options								
WPP5	PlanetPress Image	\$4,625	\$3,885	16%	\$0	\$0		
New Addressright Printers & Hardware								
DA55	DA550 High Speed Ink Jet Printer includes W709 Envelope Designer Plus and W685 Clip Art	\$8,495	\$7,220	15%	\$1,280	\$127		
DA50	DA500 Black High Speed Ink Jet Printer	\$6,795	\$5,775	15%	\$1,223	\$122		
DA30	DA300 Envelope Printer	\$4,995	\$4,245	15%	\$729	\$73		
WP5A	High Speed Laser Printer	\$7,700	\$6,545	15%	\$1,088	\$108		
WP5H	High Capacity High Speed Laser Printers	\$9,995	\$8,495	15%	\$1,088	\$108		
DA5C	DA50S Envelope Address Printer Black & White	\$7,270	\$6,179	15%	\$1,264	\$77		
DA5S	D55S Envelope Address Printer: Color	\$9,090	\$7,726	15%	\$1,334	\$132		
DA7C	DA70S High Speed Envelope Address Printer Black & White	\$13,905	\$11,819	15%	\$1,427	\$101		
DA7S	DA75S High Speed Envelope Address Printer Color	\$16,045	\$13,638	15%	\$1,547	\$153		
DA75	DA75S Color High Speed Inkjet Printer	\$14,995	\$13,495	10%	\$1,510	\$150		
DAST	Addressright Printer Installation and Training	\$199	\$169	15%				
DA8N	DA80F High Speed Fixed Head Printer	\$9,410	\$7,905	16%	\$677	\$67		
DA9K	DA95F High Performance Fixed Head Printer with Feed Right Feeder	\$20,325	\$17,073	16%	\$1,876	\$186		
DA9L	DA95F High Performance Fixed Head Printer with Feed Right Feeder, Stacker, Dryer and Stand	\$25,970	\$21,814	16%	\$2,140	\$212		

WSCA EPS050076-A2-2 Pricebook - Effective 5/2/08

ITEM	Description	Com'l List Price	2008 WSCA Price	Discount %	Annual EMA Yr 2-5	Leased EMA Monthly Yr 2-5	Annual SMA Yr 2-5	Leased SMA Monthly Yr 2-5
DA9M	DA95F High Performance Fixed Head Printer with integrated Stacker	\$23,830	\$20,016	16%	\$2,084	\$207		
DA9N	DA95F High Performance Fixed Head Printer	\$18,185	\$15,275	16%	\$1,315	\$130		
New DA Series Options								
DASC	Integrated Stacker w/Dryer and Stand	\$5,275	\$4,483	15%	\$255	\$26		
W823	FeedRight Feeder for DA950	\$5,995	\$5,037	16%	\$540	\$54		
DA86	High Output Dryer	\$1,725	\$1,466	15%	\$96	\$11		
DA99	Stand for DA980 Stacker	\$825	\$701	15%	\$0	\$0		
DAPT	Advanced AddressRight Printer Training for ALL Printers	\$695	\$590	15%	\$0	\$0		
DATL	Ongoing Training Support for DA300	10/month	10/month	0%	\$0	\$0		
DATH	Ongoing Training Support for DA400-DA950	20/month	20/month	0%	\$0	\$0		
DA79	High Speed Conveyor Stacker for DA95F	\$3,425	\$2,902	15%	\$164	\$17		
DA8A	High Speed Conveyor Stacker for DA80F	\$3,425	\$2,902	15%	\$164	\$17		
Addressright Options & Peripherals								
F790050	Scanner Mounting Kit for High Capacity Sheet Feeder	\$500	\$425	15%	\$0	\$0		
F790052	42" Inch Table Extension	\$500	\$425	15%	\$0	\$0		
F790051	Optional 2nd Fixed Feed Scanner	\$500	\$425	15%	\$0	\$0		
W890072	Stacker Adapter Kit for DA950	\$0	\$0	0%	\$0	\$0		
WP40	High Speed Laser Printer-40ppm, Duplex Network Card 3,000 Sheet input Capacity	\$6,995	\$5,945	15%	\$342	\$35		
WP25	Lexmark monochrome Laser Printer - 25 ppm	\$3,895	\$3,310	15%	\$0	\$0		
W350	Tabber (order W760 if stacker is required)	\$4,100	\$3,445	16%	\$404	\$41		
W35R	Factory Reconditioned Tabber	\$3,230	\$2,584	20%	\$0	\$0		
W764	W760 Stacker and Dryer for W700 and W890	\$2,690	\$2,260	16%	\$162	\$17		
W763	W760 Stacker for W700, W770 (Includes printer Interface)	\$1,830	\$1,537	16%	\$104	\$11		
W765	W760 Stacker for W660/W680 Printers	\$1,795	\$1,508	16%	\$104	\$11		
W760	Stacker for Tabber	\$1,775	\$1,491	16%	\$104	\$11		
W76C	Classic W760 Stacker	\$1,285	\$1,079	16%	\$107	\$11		
W853	Ink Dryer sold with W763 Stacker	\$860	\$722	16%	\$59	\$7		
W85R	Classic Ink Dryer (W853) Kit	\$650	\$520	20%	\$0	\$0		
W624	Laser Tray Tag / Label and Report Printer	\$695	\$590	15%	\$86	\$9		
W709	W709 Envelope Designer "Plus" Software for Windows 98/ME	\$370	\$310	16%	\$0	\$0		
J096003	Parallel Cable (10') included @ N/C with all new printers. (Not compatible with W650 Printer)	\$65	\$55	15%	\$0	\$0		
DAPK	Basic Postal Knowledge Training	\$495	\$421	15%	\$0	\$0		
DASE	Printer Head Training CD	\$95	\$81	15%	\$0	\$0		
AddressRight PC's								
W546	Compaq EVO 500 SFF Pentium for Windows XP	\$2,795	\$2,375	15%	\$267	\$27		
W544	Windows 2000 2.0 GHz Intel Celeron PC, 256 MB SDRAM	\$2,195	\$1,865	15%	\$273	\$28		
W406	Compaq 15" Flat Panel	\$199	\$169	15%	\$0	\$0		
W407	Compaq 17" Monitor	\$0	\$0	0%	\$0	\$0		
Print Services								
F91A	2 User Account	\$500	\$420	16%	\$0	\$0	\$530	\$50
F91B	5 User Account	\$750	\$630	16%	\$0	\$0	\$530	\$50
F91C	10 User Account	\$1,500	\$1,260	16%	\$0	\$0	\$1,010	\$95
F91D	Website Personalization	\$1,000	\$840	16%	\$0	\$0		
F91E	5 Additional Users	\$150	\$126	16%	\$0	\$0		
F91F	Additional Per Hour Phone Support	\$150	\$126	16%	\$0	\$0		
Supply Paks for Cross Selling								
704-1	Supply pak consists of 3x5 AntiFatigue Mat, Complete Reference to Postal Knowledge, Jet Spray, Cleaning Kit, Tray Tie Straps, CD Storage Case, CD Cleaner, Path Kleen, MultiMedia Cleaning Kit, Phone Wipes, Postal Wall Chart & MultiUse Straps	\$399	\$339	15%	\$0	\$0		
704-2	Supply pak consists of 3x5 AntiFatigue Mat, Complete Reference to Postal Knowledge, Cleaning Kit, Tray Tie Straps, Path Kleen	\$299	\$254	15%	\$0	\$0		
704-3	Supply pak consists of Zip Code Directory, Cleaning Kit, Tray Tie Straps, CD Storage Case, Path Kleen, CD Cleaner, MultiMedia Cleaning Kit, Phone Wipes, Postal Wall Chart & MultiUse Straps	\$199	\$169	15%	\$0	\$0		
Market Minor Software								
List Analyst Software/Licenses								
MML1	List Analyst Software - with 20 Demographic Variables (1 Year License)	\$11,149	\$9,476	15%	\$0	\$0		
MML2	List Analyst Software - with 150 Demographic Variables (1 Year License)	\$16,699	\$14,194	15%	\$0	\$0		
MML3	List Analyst Software - with 150 Demographic Variables - Income Detail, Consumer Expenditures, Crime Risk, Weather and Quake Data, Business Counts and Health Counts (1 Year License)(1 Year License)	\$27,799	\$23,629	15%	\$0	\$0		
List Analyst Professional Services								

WSCA EPS050076-A2-2 Pricebook - Effective 5/2/08

ITEM	Description	Com'l List Price	2008 WSCA Price	Discount %	Annual EMA Yr 2-5	Leased EMA Monthly Yr 2-5	Annual SMA Yr 2-5	Leased SMA Monthly Yr 2-5
MMTS	List Analyst Technical Support & Maintenance for 1 Year	\$1,999	\$1,699	15%	\$0	\$0		
MMT1	List Analyst - On Site Training	\$6,950	\$5,907	15%	\$0	\$0		
MMT2	List Analyst - Centralized Training - First Participant	\$1,995	\$1,695	15%	\$0	\$0		
MMT3	List Analyst - Centralized Training - Additional Participant	\$995	\$845	15%	\$0	\$0		
MMS1	Travel for List Analyst - On-Site Support - Travel Package - 1 Day	\$1,600	\$1,360	15%	\$0	\$0		
MMS2	Travel for List Analyst - On-Site Support - Travel Package - 2 Days	\$1,800	\$1,530	15%	\$0	\$0		
MMS3	Travel for List Analyst - On-Site Support - Travel Package - 3 Days	\$2,000	\$1,700	15%	\$0	\$0		
MMS4	Travel for List Analyst - On-Site Support - Travel Package - 4 Days	\$2,200	\$1,870	15%	\$0	\$0		
MMS5	Travel for List Analyst - On-Site Support - Travel Package - 5 Days	\$2,400	\$2,040	15%	\$0	\$0		
MMD1	List Analyst Data Integration & On Site Support - 1 Day	\$1,600	\$1,360	15%	\$0	\$0		
MMD2	List Analyst Data Integration & On Site Support - 2 Days	\$3,200	\$2,720	15%	\$0	\$0		
MMD3	List Analyst Data Integration & On Site Support - 4 Days	\$6,400	\$5,440	15%	\$0	\$0		
MMD4	List Analyst Data Integration & On Site Support - 6 Days	\$9,600	\$8,160	15%	\$0	\$0		
MMD5	List Analyst Data Integration & On Site Support - 8 Days	\$12,800	\$10,880	15%	\$0	\$0		
MMD6	List Analyst Data Integration & On Site Support - 12 Days	\$19,200	\$16,320	15%	\$0	\$0		
MMR1	List Analyst Remote Data Integration Support - 1 Day	\$1,250	\$1,062	15%	\$0	\$0		
MMR2	List Analyst Remote Data Integration Support - 2 Days	\$2,500	\$2,125	15%	\$0	\$0		
MMR3	List Analyst Remote Data Integration Support - 4 Days	\$5,000	\$4,250	15%	\$0	\$0		
MMR4	List Analyst Remote Data Integration Support - 6 Days	\$7,500	\$6,375	15%	\$0	\$0		
MMR5	List Analyst Remote Data Integration Support - 8 Days	\$10,000	\$8,500	15%	\$0	\$0		
MMR6	List Analyst Remote Data Integration Support - 12 Days	\$15,000	\$12,750	15%	\$0	\$0		
Documatch								
H54D	Standard System: Includes Basic System Config. plus 2 Cut Sheet Feeders, Sealer Duplex Module	\$65,200	\$55,420	15%	\$9,358	\$926		
H54Z	Standard System w/Network Card & Duplexing	\$66,900	\$56,865	15%	\$9,358	\$926		
H56D	High Capacity System; Standard with High Capacity Feeder and 2nd Stacker with Duplexing	\$69,600	\$59,160	15%	\$9,358	\$926		
H56Z	High Capacity System with Network Card with Duplexing	\$71,300	\$60,805	15%	\$9,358	\$926		
Accessories								
H5S1	DocuMatch Training	\$495	\$420	15%	\$0	\$0		
H5S3	Documatch Data Mapping	\$695	\$590	15%	\$0	\$0		
H5S4	Documatch System Integration Training	\$995	\$845	15%	\$0	\$0		
H5T0	DocuMatch Integration - Half Day	\$700	\$595	15%	\$0	\$0		
H5T1	DocuMatch Integration - One Day	\$1,400	\$1,190	15%	\$0	\$0		
H5T2	DocuMatch Integration - Two Days	\$2,800	\$2,380	15%	\$0	\$0		
H5T4	DocuMatch Inegration - Four Days	\$5,600	\$4,760	15%	\$0	\$0		
WS80	Installation of PB Software on Customer's PC or upgrading existing PB system	\$125	\$106	15%	\$0	\$0		
H5SH	Freight Charge	\$550	\$467	15%	\$0	\$0		
W5MC	Mail Coach Training up to 8 hours, 1-2 Operators	\$995	\$845	15%	\$0	\$0		
W4MC	Mail Coach Travel Surcharge - (Required for trips outside 75 miles from DistrictOffice)	\$495	\$420	15%	\$0	\$0		
Folders & Inserters								
DI200 OfficeRight Inserting System								
DI23	OfficeRight DI23 3 Station (includes installation and training)	\$5,145	\$4,373	15%	\$451	\$45		
DI22	OfficeRight DI22 2 Station (includes installation and training)	\$3,600	\$3,060	15%	\$451	\$45		
DP19	OfficeRight Second Sheet Feeder	\$1,195	\$1,015	15%	\$0	\$0		
F3TL	Ongoing Training Support for DI200 (Use program ID: TRAIN2)	10/month	10/month	0%	\$0	\$0		
DI380-DI425								
DI4F	3 Station DI425 with OMR	\$16,495	\$14,020	15%	\$847	\$84		
DI4G	3 Station DI425 without OMR	\$15,395	\$13,085	15%	\$847	\$84		
DI3C	3 Station DI380 with/ OMR	\$14,845	\$12,618	15%	\$814	\$81		
DI3F	1 Station DI380 without OMR	\$7,345	\$6,172	16%	\$814	\$81		
DI3G	2 Station DI380 without OMR	\$10,995	\$9,345	15%	\$814	\$81		
DI3H	3 Station DI380 without OMR	\$12,620	\$10,727	15%	\$814	\$81		

WSCA EPS050076-A2-2 Pricebook - Effective 5/2/08

ITEM	Description	Com'l List Price	2008 WSCA Price	Discount %	Annual EMA Yr 2-5	Leased EMA Monthly Yr 2-5	Annual SMA Yr 2-5	Leased SMA Monthly Yr 2-5
F37S	Enhanced OMR Option for DI380/DI425	\$1,500	\$1,275	15%				
F3C1	OMR Operator Training for DI380/DI425 - 1 hour	\$495	\$420	15%	\$0	\$0		
F3C2	Product Application Support Training for DI380/DI425	\$295	\$250	15%	\$0	\$0		
F35B	Operator Training for DI350/DI400 & Classic 3 Series - 1 Hour	\$195	\$165	15%	\$0	\$0		
DITB	Operator Training for DI500/DI600	\$495	\$420	15%	\$0	\$0		
DIS4	Enhanced OMR Options for DI400/DI300	\$1,500	\$1,275	15%	\$0	\$0		
DI500/DI600 FastPac Inserters								
DI64	DI600 4 Station, 2 Sheet Feeders, 2 Insert Feeders	\$19,995	\$16,995	15%	\$1,470	\$146		
DI65	DI600 5 Station, 4 Sheet Feeders, 1 Insert Feeder	\$22,495	\$19,120	15%	\$1,470	\$146		
DI6A	DI600 4 Station, 2 Sheet Feeders, 2 Insert Feeders, 60" Table with Lock	\$20,495	\$17,420	15%	\$1,470	\$146		
DI6B	DI600 4 Station, 2 Sheet Feeders, 2 Insert Feeders, 72" Table with Lock	\$25,495	\$21,670	15%	\$1,470	\$146		
DI5A	DI500 3 Station, 2 Sheet Feeders, 1 Insert Feeder, 60" Adjustable Table with Lock	\$19,590	\$16,461	16%	\$1,470	\$146		
DI6C	DI600 3 Station, 2 Sheet Feeders, 2 Insert Feeders, 60" Adjustable Table with Lock	\$21,420	\$17,999	16%	\$1,470	\$146		
DI6G	DI600 6 Station, w/60" Table (DIT2)	\$25,920	\$21,780	16%	\$1,470	\$146		
DI500/DI600 Options								
DIMM	Mail Machine Interface for the DM500,DM550,DM800	\$1,495	\$1,270	15%	\$0	\$0		
DIRS	Optiflow Power Stacker	\$1,495	\$1,270	15%	\$0	\$0		
DIT0	OptiFlow Table 72" with Shelf & Locking Doors	\$1,795	\$1,525	15%	\$0	\$0		
DIT1	OptiFlow Table 60" with Shelf & Locking Doors	\$1,595	\$1,355	15%	\$0	\$0		
DIT2	OptiFlow Table 60" with Shelf	\$1,425	\$1,211	15%	\$0	\$0		
DIBE	Belt Stacker no stand, in line	\$2,800	\$2,380	15%	\$113	\$12		
DIBF	Belt Stacker with install to height stand	\$3,295	\$2,800	15%	\$113	\$12		
DIPS	OPTIFLOW POWER STACKER	\$1,495	\$1,270	15%	\$83	\$9		
DIVS	Optiflow Power Stacker	\$1,495	\$1,270	15%	\$83	\$9		
DITA	Install & Training for Power Stackers	\$195	\$165	15%	\$0	\$0		
DITC	Product Application Support Training for DI500/DI600	\$395	\$335	15%	\$0	\$0		
DI500/DI600 OMR Options								
DNR1	DI500 OMR Level 1 - Basic	\$1,000	\$850	15%	\$0	\$0		
DNR2	DI500 OMR Level 2 - Advanced	\$2,500	\$2,125	15%	\$0	\$0		
DNR3	DI600 OMR Level 1 - Basic	\$1,250	\$1,062	15%	\$0	\$0		
DNR4	DI600 OMR Level 2 - Advanced	\$3,000	\$2,550	15%	\$0	\$0		
DNR5	OMR Upgrade - Level 1 to 2	\$1,500	\$1,275	15%	\$0	\$0		
DITD	DI500/DI600 OMR Install & Operator Training	\$695	\$590	15%	\$0	\$0		
DIVN	Training for DI500/DI600 OMR Matching Modules	\$395	\$335	15%	\$0	\$0		
DIVT	Training for DI500/DI600 OMR Single & Z Fold Selective Feed Module	\$395	\$335	15%	\$0	\$0		
DI900/DI950 FastPac Inserting System								
DI90	DI900 Inserting System: 2 Drop Stackers and 4 Feeder Tower	\$35,500	\$30,175	15%	\$2,014	\$200		
DI91	DI900 Inserting System: 2 Drop Stackers, 2 Feeder Tower and High Capacity Sheet Feeder	\$39,500	\$33,575	15%	\$2,014	\$200		
DI95	DI950 Inserting System: 2 Drop Stackers, 4 Feeder Tower and High Capacity Envelop Feeder	\$41,500	\$35,275	15%	\$2,453	\$243		
DI96	DI950 Inserting System: 2 Drop Stackers, 2 Feeder Tower, High Capacity Envelop Feeder and High Capacity Sheet Feeder	\$45,500	\$38,675	15%	\$2,903	\$288		
DI9A	DI900 Base Inserting System	\$30,000	\$25,500	15%	\$2,014	\$200		
DI9B	DI905 Base Inserting System	\$36,000	\$30,600	15%	\$2,453	\$243		
DI9G	DI900: 4 feeder tower, 60" table	\$37,950	\$31,889	16%	\$2,014	\$200		
DI9H	DI900: 4 feeder tower, high capacity sheet feeder, 90" table	\$44,700	\$37,561	16%	\$2,464	\$245		
DI9J	DI950: feeder tower, high capacity sheet feeder, 90" table	\$50,700	\$42,603	16%	\$2,903	\$288		
DI9K	DI900 Standard Package - 4 feeder tower, 60" table, Optiflow Powerstacker and training	\$40,840	\$34,714	15%	\$2,097	\$208		
DI9L	DI950 Premium package: 4 feeder tower, high capacity sheet feeder, 90" table w/ extension, Optiflow Belt stacker, scanning software and training	\$64,115	\$54,497	15%	\$3,203	\$318		
DI9C	DI950: Enhanced Base System	\$60,000	\$50,400	16%	\$6,750	\$690		
DI9M	DI950: 2 feeder tower w/Pro Feeder	\$77,000	\$64,680	16%	\$8,810	\$871		
DI9N	DI950: 4 feeder tower w/Pro Feeder	\$84,000	\$70,560	16%	\$8,810	\$871		
DI900/DI950 FastPac Options								
F7T2	2 Feeder Tower	\$3,000	\$2,550	15%	\$0	\$0		
F7T4	4 Feeder Tower	\$5,500	\$4,675	15%	\$0	\$0		
F7Z4	2 Fto 4 Feeder Tower Upgrade	\$3,000	\$2,550	15%	\$0	\$0		
F780183	Sheet/Fats Tray	\$200	\$170	15%	\$0	\$0		
F780184	Insert Tray	\$200	\$170	15%	\$0	\$0		
F7HC	High Capacity Sheet Feeder	\$6,500	\$5,525	15%	\$450	\$46		
F700327	Special Feeder Kit	\$250	\$212	15%	\$0	\$0		
DIXT	Exit Transport	\$1,500	\$1,275	15%	\$0	\$0		

WCSA EPS050076-A2-2 Pricebook - Effective 5/2/08

ITEM	Description	Com'l List Price	2008 WCSA Price	Discount %	Annual EMA Yr 2-5	Leased EMA Monthly Yr 2-5	Annual SMA Yr 2-5	Leased SMA Monthly Yr 2-5
F7MM	Mail Machine Interface for DM800i	\$1,000	\$650	15%	\$0	\$0		
F7DI	Bottom Address Inverter Kit	\$695	\$590	15%	\$0	\$0		
DITT	Operator Training for DI900/DI950	\$1,200	\$1,020	15%	\$0	\$0		
DITU	Installation & Training for High Capacity Sheet Feeder	\$380	\$323	15%	\$0	\$0		
DITW	Product Application Support Training for DI900/DI950	\$334	\$283	15%	\$0	\$0		
DIHS	Non-contact Keyboard wedge scanner	\$1,495	\$1,270	15%	\$161	\$17		
DISV	Pentium 4, 3.06 GHz PC w/Windows XP Professional w/Service Pack 2, 40 GB hard drive	\$2,795	\$2,375	15%	\$264	\$27		
F4D2	Production Package OMR Kit	\$3,195	\$2,683	16%	\$0	\$0		
F57C	Operator Training & MailRun Support	\$995	\$835	16%	\$0	\$0		
F571	MailRun Training & Assistance	\$995	\$835	16%	\$0	\$0		
F572	MailRun Support Classic DI800	\$495	\$415	16%	\$0	\$0		
F5SC	Installation & Training	\$195	\$163	16%	\$0	\$0		
DIVX	Installation & Training for Integrated Printer w/PC	\$2,150	\$1,806	16%	\$0	\$0		
DIVY	Installation & Training for Integrated Printer	\$3,125	\$2,625	16%	\$0	\$0		
DIWD	Installation & Training for Process Verification w/PC	\$1,175	\$987	16%	\$0	\$0		
DIWE	Installation & Training for Process Verification	\$2,150	\$1,806	16%	\$0	\$0		
DIWF	Installation & Training for Flat Sealer	\$300	\$252	16%	\$0	\$0		
F7HS	High Capacity Loader for Universal Feeder	\$13,150	\$11,046	16%	\$1,480	\$147		
F736	Standard OMR Top/Bottom Scanner Kit	\$8,500	\$7,140	16%	\$956	\$95		
F737	Standard Barcode Reader Kit (Picket Only)	\$5,000	\$4,200	16%	\$563	\$56		
F739	Custom Scanning Software for Universal Feeder	\$15,200	\$12,768	16%	\$1,710	\$170		
F738	Moving Beam Barcode Scanner for Universal Feeder (Picket & Ladder)	\$12,500	\$10,500	16%	\$1,406	\$140		
DITR	3rd Leg Table Extension	\$1,640	\$1,378	16%	\$0	\$0		
DIZG	Installation & Training for High Capacity Loader	\$380	\$319	16%	\$0	\$0		
DIZH	Installation & Training for Universal Feeder	\$380	\$319	16%	\$0	\$0		
DI900/DI950 FastPac Furniture and Stacker Options								
DITM	Height Adjustable Table, 60" w/Locking Doors	\$2,700	\$2,295	15%	\$0	\$0		
DIT8	Height Adjustable Table, 60" w/o Doors	\$2,450	\$2,082	15%	\$0	\$0		
DIT9	Height Adjustable Table, 90"	\$2,700	\$2,295	15%	\$0	\$0		
F790018	18 inch Table Extension	\$350	\$297	15%	\$0	\$0		
F790019	30 inch Table Extension	\$450	\$382	15%	\$0	\$0		
DIBA	Belt Stacker no stand, in line	\$2,800	\$2,380	15%	\$113	\$12		
DIBB	Belt Stacker with install to height stand	\$3,295	\$2,800	15%	\$113	\$12		
DIBC	Tandem Belt Stacker no stand	\$4,500	\$3,825	15%	\$113	\$12		
DIBD	Tandem Belt Stacker with install to height stand, in line	\$5,000	\$4,250	15%	\$113	\$12		
DIVP	Optiflow power stacker	\$1,495	\$1,270	15%	\$83	\$9		
DITV	Install & Training for Stackers	\$195	\$165	15%	\$0	\$0		
DIBX	Second Stacker for OptiFlow Tandem Belt Stacker	\$0	\$0	0%	\$113	\$12		
DI900/DI950 FastPac Scanning Options								
F7TB	Tower Beam Barcode Scanners w/Basic Integrity OMR Software	\$2,500	\$2,125	15%	\$188	\$20		
F7S1	Enhanced Integrity OMR Software	\$1,500	\$1,275	15%	\$0	\$0		
F7S2	Selective Operations OMR	\$1,500	\$1,275	15%	\$0	\$0		
F7SB	Ladder Barcode Software	\$3,000	\$2,550	15%	\$0	\$0		
F7FS	Fixed Beam Barcode Scanner with Basic Integrity OMR Software for High Capacity Sheet Feeder	\$2,500	\$2,125	15%	\$113	\$12		
F7MS	Moving Beam Barcode Scanner for High Capacity Sheet Feeder	\$3,500	\$2,975	15%	\$113	\$12		
F790010	Scanner Mounting Kit for High Capacity Sheet Feeder	\$500	\$425	15%	\$0	\$0		
DITS	Scanning Installation and Operator Training	\$495	\$420	15%	\$0	\$0		
DI900/DI950 Integrated Document Printing								
F7DP	DI950 Doc Printer B&W with PC	\$19,000	\$16,150	15%	\$1,958	\$194		
F7DR	DI950 Doc Printer Color with PC	\$26,000	\$22,100	15%	\$2,220	\$219		
F7DS	DI950 Integrated Document Black and White printing solution without PC	\$18,000	\$15,300	15%	\$1,688	\$167		
F7DT	DI950 Integrated Document Color Printing Solution without PC	\$25,000	\$21,250	15%	\$1,950	\$193		
Folding Machines/Accessories								
DF40	DF400 OfficeRight Folder (Includes Training and Installation)	\$2,735	\$2,317	15%	\$425	\$43		
DF50	DF500 Electronic Folder	\$4,855	\$4,079	16%	\$565	\$57		
SP6R	DF500 Folder and FD78 Extended Power Stacker	\$5,795	\$4,869	16%	\$626	\$63		
Accessories								
SP6Z	FD48 Power Stacker for FD40 when purchased separately	\$1,245	\$1,046	16%	\$61	\$7		
OfficeRight Folder								
DF10	DF100 OfficeRight Folder	\$340	\$285	16%	\$39	\$5		
Checksigners/Imprinter								
3387	Checksigner Stand (Recommended for 33CS or 3389 Stand-alone and In-line Use)	\$480	\$408	15%	\$0	\$0		

Ergonomic Solutions

ES11	Category 1 - Total Square Footage > 2.5K; Employee Population 4 to 10	\$15,000	\$12,750	15%	\$0	\$0		
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WSCA EPS050076-A2-2 Pricebook - Effective 5/2/08

ITEM	Description	Com'l List Price	2008 WSCA Price	Discount %	Annual EMA Yr 2-5	Leased EMA Monthly Yr 2-5	Annual SMA Yr 2-5	Leased SMA Monthly Yr 2-5
ES12	Category II - Total Square Footage 2.5-10K; Employee Population 11 to 20	\$24,000	\$20,400	15%	\$0	\$0		
ES13	Category III - Total Square Footage 10-25K; Employee Population 21 to 49	\$34,000	\$28,900	15%	\$0	\$0		
ES14	Category IV - Total Square Footage 25-50K; Employee Population 50 to 99	\$46,000	\$39,100	15%	\$0	\$0		
ES15	Category V - Total Square Footage 50K+; Employee Population 100+	\$57,000	\$48,450	15%	\$0	\$0		
ES16	On-Site Employee training	\$1,400	\$1,190	15%	\$0	\$0		
ES17	Ergonomic Program Development	\$3,600	\$3,060	15%	\$0	\$0		
Web Base PB TMS Software Options								
V115	PM3000 Turnkey System - Includes 1 Single User Location License - Requires PC Purchase	\$12,995	\$11,045	15%	\$0	\$0	\$1,054	\$100
V118	PM3000 Package Solution	\$19,995	\$16,995	15%	\$0	\$0	\$1,054	\$100
V125	PB TMS Uniprise - Includes 1 Multi-User Location License	\$17,795	\$15,125	15%	\$0	\$0	\$580	\$55
V126	PB TMS Uniprise Plus Software Includes 1 Multi-License and 1 Single User License	\$22,900	\$19,465	15%	\$0	\$0	\$580	\$55
V127	PB TMS Uniprise Package Solution	\$24,995	\$21,245	15%	\$0	\$0	\$580	\$55
V135	PB TMS Enterprise - Includes 2 Multi-User Location Licenses	\$34,995	\$29,745	15%	\$0	\$0	\$580	\$55
V12P	Special PB TMS Uniprise Software - Includes 1 Multi-User Location License	\$15,595	\$13,255	15%	\$0	\$0	\$580	\$55
V13P	Special PB TMS Enterprise Software - Includes 2 Multi-User Location Licenses	\$28,595	\$24,305	15%	\$0	\$0	\$580	\$55
Client License								
V4C1	Client License	\$1,495	\$1,270	15%	\$0	\$0		
Multi-User Location Licenses - Unlimited Users at 1 Location								
V4A1	1 Multi-User Location License	\$3,495	\$2,970	15%	\$0	\$0		
V4AX	10 Multi-User Location Licenses	\$34,950	\$29,707	15%	\$0	\$0		
V4AC	100 Multi-User Location Licenses	\$349,500	\$297,075	15%	\$0	\$0		
Single User Location Licenses - One User at 1 Location								
V4R1	1 Single User Location License	\$795	\$675	15%	\$0	\$0		
V4RX	10 Single User Location Licenses	\$6,950	\$5,907	15%	\$0	\$0		
V4RL	50 Single User Location Licenses	\$29,750	\$25,287	15%	\$0	\$0		
V4RC	100 Single User Location Licenses	\$49,500	\$42,075	15%	\$0	\$0		
Software Options								
V1AC	Street Smart Address Cleansing	\$0	\$0	0%	\$0	\$0		
V1W2	Windows 2000 Hard Drive Image CD	\$350	\$297	15%	\$0	\$0		
V1AF	RDI Feature	\$1,995	\$1,695	15%	\$0	\$0		
V114	eQuery Web Based Query Feature (included with V135)	\$7,995	\$6,795	15%	\$0	\$0		
V137	Microsoft SQL Saerver Runtime License - per processor	\$3,495	\$2,970	15%	\$0	\$0		
V11A	EasyShip Platinum Web Server Software - 1 to 5 Users	\$800	\$680	15%	\$0	\$0	\$2,000	\$188
V11B	EasyShip Platinum Web Server Software - 6 to 15 Users	\$950	\$807	15%	\$0	\$0	\$2,300	\$216
V11C	EasyShip Platinum Web Server Software - 16+ Users	\$1,150	\$977	15%	\$0	\$0	\$2,700	\$254
V11L	EasyShip Platinum Web Client License - per User	\$500	\$425	15%	\$0	\$0	\$3,575	\$31
Professional Service								
V413	Install Software on Customer's PC	\$145	\$123	15%	\$0	\$0		
V416	Special Services	\$1,000	\$850	15%	\$0	\$0		
V427	Consulting Services	\$1,000	\$850	15%	\$0	\$0		
V4E1	Engineering Service	\$1,000	\$850	15%	\$0	\$0		
Installation Project								
V4P1	Installation Project -Up to one day	\$1,400	\$1,190	15%	\$0	\$0		
V4P2	Installation Project -Up to 2 days	\$2,800	\$2,380	15%	\$0	\$0		
V4P3	Installation Project - Up to 4 days	\$5,600	\$4,760	15%	\$0	\$0		
V4P4	Installation Project - Up to 6 days	\$8,400	\$7,140	15%	\$0	\$0		
V4P5	Installation Project - Up to 8 days	\$11,200	\$9,520	15%	\$0	\$0		
V4P6	Installation Project - Up to 12 days	\$16,800	\$14,280	15%	\$0	\$0		
V4P7	Installation Project - Up to 16 days	\$22,400	\$19,040	15%	\$0	\$0		
V4P8	Installation Project - UP to 28 days	\$39,200	\$33,320	15%	\$0	\$0		
V4P9	Installation Project - Up to 40 days	\$56,000	\$47,600	15%	\$0	\$0		
Project Management								
V4M2	Project Management	\$2,800	\$2,380	15%	\$0	\$0		
V4M3	Project Management	\$5,600	\$4,760	15%	\$0	\$0		
V4M5	Project Management	\$11,200	\$9,520	15%	\$0	\$0		
V4M6	Project Management	\$16,800	\$14,280	15%	\$0	\$0		
V4M7	Project Management	\$22,400	\$19,040	15%	\$0	\$0		
Product Training(One Attendee)								

WSCA EPS050076-A2-2 Pricebook - Effective 5/2/08

ITEM	Description	Com'l List Price	2008 WSCA Price	Discount %	Annual EMA Yr 2-5	Leased EMA Monthly Yr 2-5	Annual SMA Yr 2-5	Leased SMA Monthly Yr 2-5
V1YT	System Administrator Classroom Training - 3 Days	\$1,800	\$1,530	15%	\$0	\$0		
V1ET	Shipping Operator On-Site Training - 1 Day	\$1,000	\$850	15%	\$0	\$0		
Travel & Accommodations								
V11T	1 Day Travel and Accommodations Package	\$1,500	\$1,275	15%	\$0	\$0		
V12T	2 Day Travel and Accommodations Package	\$1,800	\$1,530	15%	\$0	\$0		
V13T	3 Day Travel and Accommodations Package	\$2,000	\$1,700	15%	\$0	\$0		
V14T	4 Day Travel and Accommodations Package	\$2,200	\$1,870	15%	\$0	\$0		
V15T	5 Day Travel and Accommodations Package	\$2,400	\$2,040	15%	\$0	\$0		
Computers								
V3PC	2.5 Ghz Pentium IV PC package For Windows XP Compaq 512 MB Ram 40 GB Hared Drive CDROM, 17" Monitor, Keyboard, 56k Modem, Compaq 10/100 Lan Card, External USB Adapter, Mouse	\$2,995	\$2,545	15%	\$257	\$26		
V3PD	2.5 Ghz Pentium IV PC package For Windows XP Compaq 512 MB Ram 40 GB Hared Drive CD-RW, Flat Panel Monitor, Keyboard, 56k Modem, Compaq 10/100 Lan Card, External USB Adapter, Mouse	\$3,195	\$2,715	15%	\$257	\$26		
Printers								
V316	J676 Forms Printer (Airbill, COD Hazmat Bill of Lading, etc)	\$1,195	\$1,015	15%	\$119	\$13		
V319	J693 High Speed Label Printer - Includes 4" continous labels	\$2,195	\$1,865	15%	\$201	\$21		
V321	1E05 Laser Printer	\$695	\$590	15%	\$66	\$9		
V322	1E03 4 in Adhesive Label Printer	\$995	\$845	15%	\$114	\$12		
TS14	J693 Continuous Labels Supply - Case	\$260	\$221	15%	\$0	\$0		
TS02	J692/J69D Continuous Label Supply - Case	\$290	\$246	15%	\$0	\$0		
Scales								
V310	JB75 100lb. Tabletop Scale	\$1,195	\$1,015	15%	\$106	\$11		
V312	JB64 150lb. Rollertop Scale	\$1,695	\$1,440	15%	\$148	\$16		
V313	JB67 149lb. Rollertop Scale (California)	\$1,695	\$1,440	15%	\$150	\$16		
JN96002	Base Mount Display Kit for JB75 Scale	\$160	\$136	15%	\$0	\$0		
JN96004	Base Mount Display Kit for JB64 or JB67 Scale	\$160	\$136	15%	\$0	\$0		
Scanners								
V320	J776 Noncontact Programmable Wedge Scanner	\$1,495	\$1,270	15%	\$161	\$17		
V339	J779 Cordless Wedge Scanner	\$2,295	\$1,950	15%	\$214	\$22		
TS34	Spare Battery for J779 Cordless Wedge Scanner	\$113	\$96	15%	\$0	\$0		
J796025	Scanner Stand	\$144	\$122	15%	\$0	\$0		
Miscellaneous								
V3PL	Laptop PC	\$2,995	\$2,545	15%	\$257	\$26		
G396053	Programmable Keyboard	\$160	\$136	15%	\$0	\$0		
J796030	External Tape Backup - Seagate 20 GB	\$595	\$505	15%	\$0	\$0		
T896006	128M DIMM Memory Upgrade Kit	\$175	\$148	15%	\$0	\$0		
Uniprise/PM3000 Express Carrier/Contract Rates								
V200	UPS Bundle, UPS Online Plus Electronic Manifesting, UPS Worldwide Express/Expedited Services, Ups Standard Manifest Rates	\$0	\$0	0%	\$0	\$0		
V251	UPS Contract Rates	\$1,200	\$1,020	15%	\$0	\$0		
V210	USPS Rates Bundle (Postage Meter), Domestic Rates	\$0	\$0	0%	\$0	\$0		
V262	USPS Manifest Rate Bundle - Requires USPS Approval	\$2,995	\$2,545	15%	\$0	\$0		
V424	USPS Delivery Confirmation Setup and Commissioning	\$495	\$420	15%	\$0	\$0		
V294	FedEx Ship Manager Server	\$0	\$0	0%	\$0	\$0		
V281	Airborne Customer Linkage	\$0	\$0	0%	\$0	\$0		
V291	DHL Plus	\$2,995	\$2,545	15%	\$0	\$0		
Enterprise Contract Package / Express Carrier Rates								
V251	UPS Contract Rates	\$1,200	\$1,020	15%	\$0	\$0		
V293	FedEx SMS - first Origin Zip	\$2,995	\$2,545	15%	\$0	\$0		
V893	FedEx SMS Additional Origin Zip	\$0	\$0	0%	\$0	\$0		
V280	Airborne Customer Linkage - First Origin Zip	\$2,995	\$2,545	15%	\$0	\$0		
V880	Airborne Customer Linkage - Additional Origin Zip	\$0	\$0	0%	\$0	\$0		
V291	DHL Plus	\$2,995	\$2,545	15%	\$0	\$0		
Customer Package / Express Carrier Rates								
V340	Customer Package/Express Rates	\$1,500	\$1,275	15%	\$0	\$0		
LTL Location License 1 Per Processing Site Required								
V3LL	LTL Location License	\$1,000	\$850	15%	\$0	\$0		
All Points Less-than-Truckload (LTL) Carrier Rates								
V3A0	AAA Cooper	\$400	\$340	15%	\$0	\$0		
V3A1	ABF Freight Systems	\$400	\$340	15%	\$0	\$0		
V3AD	Averitt Express	\$400	\$340	15%	\$0	\$0		
V3B0	Bullet Freight Lines	\$400	\$340	15%	\$0	\$0		
V3C4	Central Freight	\$400	\$340	15%	\$0	\$0		
V3C5	Central Transport	\$400	\$340	15%	\$0	\$0		
V3C9	Clipper Express	\$400	\$340	15%	\$0	\$0		
V3CH	Cusom Transport	\$400	\$340	15%	\$0	\$0		
V3D0	Dawes Transport	\$400	\$340	15%	\$0	\$0		

WSCA EPS050076-A2-2 Pricebook - Effective 5/2/08

ITEM	Description	Com'l List Price	2008 WSCA Price	Discount %	Annual EMA Yr 2-5	Leased EMA Monthly Yr 2-5	Annual SMA Yr 2-5	Leased SMA Monthly Yr 2-5
V3D2	Daylight	\$400	\$340	15%	\$0	\$0		
V3D3	Dayton Freight	\$400	\$340	15%	\$0	\$0		
V3E0	Estes Express	\$400	\$340	15%	\$0	\$0		
V3A4	American Freightways	\$400	\$340	15%	\$0	\$0		
V3V0	Viking - Interstate	\$400	\$340	15%	\$0	\$0		
V3F0	Frames Motor Express	\$400	\$340	15%	\$0	\$0		
V3G0	G I Trucking	\$400	\$340	15%	\$0	\$0		
V3H0	Hercules Forwarding	\$400	\$340	15%	\$0	\$0		
V3H4	Howards Express	\$400	\$340	15%	\$0	\$0		
V3HM	Interstate Carrier Express	\$400	\$340	15%	\$0	\$0		
V3HN	Interstate Consolidation	\$400	\$340	15%	\$0	\$0		
V3J0	Jevic Transportation	\$400	\$340	15%	\$0	\$0		
V3L0	Lakeville Motor Express	\$400	\$340	15%	\$0	\$0		
V3M0	Milan Express	\$400	\$340	15%	\$0	\$0		
V3M1	Motor Cargo	\$400	\$340	15%	\$0	\$0		
V3N1	New England Motor Freight	\$400	\$340	15%	\$0	\$0		
All Points LTL Rates for a Remote Origin								
V9A0	AAA Cooper	\$250	\$212	15%	\$0	\$0		
V9A1	ABF Freight Systems	\$250	\$212	15%	\$0	\$0		
V9AD	Averitt Express	\$250	\$212	15%	\$0	\$0		
V9B0	Bullet Freight Lines	\$250	\$212	15%	\$0	\$0		
V9C4	Central Freight	\$250	\$212	15%	\$0	\$0		
V9C5	Central Transport	\$250	\$212	15%	\$0	\$0		
V9C9	Clipper Express	\$250	\$212	15%	\$0	\$0		
V9CH	Cusom Transport	\$250	\$212	15%	\$0	\$0		
V9D0	Dawes Transport	\$250	\$212	15%	\$0	\$0		
V9D2	Daylight	\$250	\$212	15%	\$0	\$0		
V9D9	Dayton Freight	\$250	\$212	15%	\$0	\$0		
V9E0	Estes Express	\$250	\$212	15%	\$0	\$0		
V9A4	American Freightways	\$250	\$212	15%	\$0	\$0		
V9V0	Viking - Interstate	\$250	\$212	15%	\$0	\$0		
V9F0	Frames Motor Express	\$250	\$212	15%	\$0	\$0		
V9G0	G I Trucking	\$250	\$212	15%	\$0	\$0		
V9H0	Hercules Forwarding	\$250	\$212	15%	\$0	\$0		
V9H4	Howards Express	\$250	\$212	15%	\$0	\$0		
V9HM	Interstate Carrier Express	\$250	\$212	15%	\$0	\$0		
V9HN	Interstate Consolidation	\$250	\$212	15%	\$0	\$0		
V9J0	Jevic Transportation	\$250	\$212	15%	\$0	\$0		
V9L0	Lakeville Motor Express	\$250	\$212	15%	\$0	\$0		
V9M0	Milan Express	\$250	\$212	15%	\$0	\$0		
V9M1	Motor Cargo	\$250	\$212	15%	\$0	\$0		
V9N1	New England Motor Freight	\$250	\$212	15%	\$0	\$0		
Single Origin Less Than Truckload								
V3C7	Chris Truck Line	\$400	\$340	15%	\$0	\$0		
V3CA	Con-Way Central	\$400	\$340	15%	\$0	\$0		
V3CB	Con-Way Southern	\$400	\$340	15%	\$0	\$0		
V3CC	Con-Way Western	\$400	\$340	15%	\$0	\$0		
V3K0	K & R Delivery	\$400	\$340	15%	\$0	\$0		
V3R3	Roadway to Canada	\$400	\$340	15%	\$0	\$0		
Remote Origin for Single Origin LTL Carrier Rates								
V9C7	Chris Truck Line	\$250	\$212	15%	\$0	\$0		
V9CA	Con-Way Central	\$250	\$212	15%	\$0	\$0		
V9CB	Con-Way Southern	\$250	\$212	15%	\$0	\$0		
V9CC	Con-Way Western	\$250	\$212	15%	\$0	\$0		
V9K0	K & R Delivery	\$250	\$212	15%	\$0	\$0		
V9R3	Roadway to Canada	\$250	\$212	15%	\$0	\$0		
Custom LTL Carrier Rates - Requires Pre-Approval								
V341	Custom LTL Rates	\$1,500	\$1,275	15%	\$0	\$0		
V342	Custom Truckload (tl.) Rates	\$750	\$637	15%	\$0	\$0		
V34Z	Czar Lite	\$1,500	\$1,275	15%	\$0	\$0		
V34X	Custom Routes (per carrier) - Used with V34Z	\$300	\$255	15%	\$0	\$0		
V417	Custom LTL or TL Rates Update	\$495	\$420	15%	\$0	\$0		
SendSuite Solutions								
VBMM	Basic Multiple Sites Multiple Users: Must Activate Carries, Add Features, and PC	\$15,995	\$13,595	15%			CUSTOM QUOTE	CUSTOM QUOTE
VBSM	Basic Single Site Multiple User: Must Activate Carries, Add Features, and PC	\$6,995	\$5,945	15%			CUSTOM QUOTE	CUSTOM QUOTE
VBSS	Basic Single Site Single User: Must Activate Carries, Add Features, and PC	\$2,795	\$2,375	15%			CUSTOM QUOTE	CUSTOM QUOTE
VEMM	Extended Multiple Sites Multiple Users: Must Activate Carries, Add Features, and PC	\$26,995	\$22,945	15%			CUSTOM QUOTE	CUSTOM QUOTE
VESM	Extended Single Site Multiple Users: Must Activate Carries, Add Features, and PC	\$13,995	\$11,895	15%			CUSTOM QUOTE	CUSTOM QUOTE
VESS	Extended Single Site Single User: Must Activate Carries, Add Features, and PC	\$10,495	\$8,920	15%			CUSTOM QUOTE	CUSTOM QUOTE
VP13	Install Software on Customer's PC	\$145	\$123	15%				
VP16	Special Services	\$1,000	\$850	15%				
VP17	Custom LTL or TL Rates Update	\$1,000	\$850	15%				
VP1T	1 Day Travel and Accommodations Package	\$1,500	\$1,275	15%				
VP27	Consulting Services	\$300	\$255	15%				

WSCA EPS050076-A2-2 Pricebook - Effective 5/2/08

ITEM	Description	Com'l List Price	2008 WSCA Price	Discount %	Annual EMA Yr 2-5	Leased EMA Monthly Yr 2-5	Annual SMA Yr 2-5	Leased SMA Monthly Yr 2-5
VP2T	2 Day Travel and Accommodations Package	\$1,800	\$1,530	15%				
VP3T	3 Day Travel and Accommodations Package	\$2,000	\$1,700	15%				
VP4T	4 Day Travel and Accommodations Package	\$2,200	\$1,870	15%				
VP5T	5 Day Travel and Accommodations Package	\$2,400	\$2,040	15%				
VPET	System Administrator Classroom Training - 3 Days	\$1,000	\$850	15%				
VPM2	Project Management	\$2,500	\$2,125	15%				
VPM3	Project Management	\$5,000	\$4,250	15%				
VPM5	Project Management	\$10,000	\$8,500	15%				
VPM6	Project Management	\$15,000	\$12,750	15%				
VPM7	Project Management	\$20,000	\$17,000	15%				
VPP1	Installation Project - Up to one day	\$1,200	\$1,020	15%				
VPP2	Installation Project - Up to 2 days	\$2,500	\$2,125	15%				
VPP3	Installation Project - Up to 4 days	\$5,000	\$4,250	15%				
VPP4	Installation Project - Up to 6 days	\$7,500	\$6,375	15%				
VPP5	Installation Project - Up to 8 days	\$10,000	\$8,500	15%				
VPP6	Installation Project - Up to 12 days	\$15,000	\$12,750	15%				
VPP7	Installation Project - Up to 16 days	\$20,000	\$17,000	15%				
VPP8	Installation Project - Up to 28 days	\$35,000	\$29,750	15%				
VPP9	Installation Project - Up to 40 days	\$50,000	\$42,500	15%				
VPYT	Shipping Operator On-Site Training - 1 Day	\$1,800	\$1,530	15%				
VS1A	EasyShip Platinum Web Server Software - 1 to 5 Users	\$800	\$680	15%				
VS1B	EasyShip Platinum Web Server Software - 6 to 15 Users	\$950	\$807	15%				
VS1C	EasyShip Platinum Web Server Software - 16+ Users	\$1,150	\$977	15%				
VS1L	EasyShip Platinum Web Client License - per User	\$500	\$425	15%				
VSCC	Custom Carrier Enable	\$250	\$212	15%				
VSCP	PB Built Custom Carrier	\$1,250	\$1,062	15%				
VSDB	DHL Activation	\$495	\$420	15%				
VSDF	DHL Activation 1st Origin	\$0	\$0	0%				
VSDM	DHL Activation	\$2,995	\$2,545	15%				
VSDS	DHL Activation	\$995	\$845	15%				
VSEM	Email Notification	\$0	\$0	0%			CUSTOM QUOTE	CUSTOM QUOTE
VSFB	FedEx Activation	\$495	\$420	15%				
VSFF	FedEx Activation 1 Origin	\$0	\$0	0%				
VSFM	FedEx Activation	\$2,995	\$2,545	15%				
VSFS	FedEx Activation	\$995	\$845	15%				
VSLL	LTL LOCATION LICENSE	\$1,000	\$850	15%				
VSM1	Add 1 Multiple User Location License	\$795	\$675	15%			CUSTOM QUOTE	CUSTOM QUOTE
VSMC	Add 100 Multiple User Location License	\$49,500	\$42,075	15%			CUSTOM QUOTE	CUSTOM QUOTE
VSMI	Add 50 Multiple User Location License	\$29,750	\$25,287	15%			CUSTOM QUOTE	CUSTOM QUOTE
VSMT	Software Meter Interface	\$295	\$250	15%			CUSTOM QUOTE	CUSTOM QUOTE
VSMX	Add 10 Multiple User Location License	\$6,950	\$5,907	15%				
VSPB	USPS Activation	\$495	\$420	15%				
VSPF	USPS Activation	\$0	\$0	0%				
VSPG	USPS Internet Postage	\$1,495	\$1,270	15%			CUSTOM QUOTE	CUSTOM QUOTE
VSPS	USPS Activation	\$995	\$845	15%				
VSR1	Single Site RDI Feature	\$795	\$675	15%			CUSTOM QUOTE	CUSTOM QUOTE
VSR2	Multiple Site RDI Feature	\$1,495	\$1,270	15%				
VSS1	Add 1 Single User Location License	\$795	\$675	15%			CUSTOM QUOTE	CUSTOM QUOTE
VSSC	Add 100 Single User Location License	\$49,500	\$42,075	15%			CUSTOM QUOTE	CUSTOM QUOTE
VSSL	Add 50 Single User Location License	\$29,750	\$25,287	15%			CUSTOM QUOTE	CUSTOM QUOTE
VSSX	Add 10 Single User Location License	\$6,950	\$5,907	15%			CUSTOM QUOTE	CUSTOM QUOTE
VSDP	Send suite Desktop Base System License	\$4,995	\$4,245	15%				
VSDE	SendSuite Desktop Software	\$8,295	\$7,050	15%			\$599	\$57
VSDL	Site License for Send suite Desktop Software	\$1,650	\$1,402	15%				
VPCT	Send suite Desktop On-Site Training -Full Day	\$1,000	\$850	15%				
VPDT	SendSuite Desktop On-Site Training - Half Day	\$700	\$595	15%				
VSCM	SENDSUITE ECERTIFIED MAIL	\$695	\$583	16%				
VSER	SENDSUITE ERETURN RECEIPT	\$795	\$667	16%				
VSAS	SENDSUITE SECURE ARCHIVE	\$400	\$336	16%				
Site Licenses for Limited Users Item Codes								
VSK1	1Site License for Limited Users (up to 20 per License)	\$200	\$170	15%				
VSKX	10 Site License for Limited Users (up to 20 per License)	\$1,750	\$1,487	15%				
VSKL	50 Site License for Limited Users (up to 20 per License)	\$7,500	\$6,375	15%				

WSCA EPS050076-A2-2 Pricebook - Effective 5/2/08

ITEM	Description	Com'l List Price	2008 WSCA Price	Discount %	Annual EMA Yr 2-5	Leased EMA Monthly Yr 2-5	Annual SMA Yr 2-5	Leased SMA Monthly Yr 2-5
VSKC	100 Site License for Limited Users (up to 20 per License)	\$12,500	\$10,625	15%				
Site Licenses for Unlimited Users								
VSN1	1 Site License for Unlimited Users	\$2,500	\$2,125	15%				
VSNX	10 Site License for Unlimited Users	\$22,000	\$18,700	15%				
VSNL	50 Site License for Unlimited Users	\$94,000	\$79,900	15%				
VSNC	100 Site License for Unlimited Users	\$156,000	\$132,600	15%				
VSUF	UPS Activation	\$0	\$0	0%				
VSUS	UPS Activation	\$995	\$845	15%				
VS10	OnTrac Activation	\$495	\$415	16%				
VS11	OnTrac Activation	\$995	\$835	16%				
VS13	Golden State Activation	\$495	\$415	16%				
VS12	OnTrac Activation	\$2,995	\$2,515	16%				
VS15	Golden State Express	\$2,995	\$2,515	16%				
VS16	OnTrac Activation	\$0	\$0	0%				
VS17	Golden State Express	\$0	\$0	0%				
VTAA0	AAA COOPER	\$400	\$340	15%				
VTAA1	ABF FREIGHT SYSTEM	\$400	\$340	15%				
VTAD	AVERITT EXPRESS	\$400	\$340	15%				
VTB0	BULLET FREIGHT SYSTEMS	\$400	\$340	15%				
VTC4	CENTRAL FREIGHT LINES	\$400	\$340	15%				
VTCA	CON-WAY CENTRAL	\$400	\$340	15%				
VTCB	CON-WAY SOUTHERN	\$400	\$340	15%				
VTCC	CON-WAY WESTERN	\$400	\$340	15%				
VTCH	CUSTOM TRANSPORT COMPANIES	\$400	\$340	15%				
VTD0	DAWES TRANSPORT	\$400	\$340	15%				
VTD2	DAYLIGHT	\$400	\$340	15%				
VTD3	DAYTON FREIGHT	\$400	\$340	15%				
VTE0	ESTES EXPRESS	\$400	\$340	15%				
VTF1	FEDEX FREIGHT EAST	\$400	\$340	15%				
VTF2	FRAMES MOTOR EXPRESS	\$400	\$340	15%				
VTH4	HOWARDS EXPRESS	\$400	\$340	15%				
VTHM	INTERSTATE CARRIER EXPRESS	\$400	\$340	15%				
VTJ0	JEVIC TRANSPORTATION	\$400	\$340	15%				
VTK0	K & R DELIVERY	\$400	\$340	15%				
VTL0	LAKEVILLE MOTOR EXPRESS	\$400	\$340	15%				
VTM0	MILAN EXPRESS	\$400	\$340	15%				
VTM1	MOTOR CARGO	\$400	\$340	15%				
VTN1	NEW ENGLAND MOTOR FREIGHT	\$400	\$340	15%				
VTN2	NEW PENN	\$400	\$340	15%				
VTNM	OAK HARBOR	\$400	\$340	15%				
VTNP	OLD DOMINION	\$400	\$340	15%				
VTNS	OVERNITE	\$400	\$340	15%				
VTP0	PITT OHIO	\$400	\$340	15%				
VTP1	PJAX	\$400	\$340	15%				
VTR1	ROADRUNNER FREIGHT SYSTEMS	\$400	\$340	15%				
VTR2	ROADWAY	\$400	\$340	15%				
VTR3	ROADWAY TO CANADA	\$400	\$340	15%				
VTS0	SAIA MOTOR FREIGHT	\$400	\$340	15%				
VTS3	SOUTHEASTERN FREIGHT	\$400	\$340	15%				
VTS5	SOUTHWESTERN MOTOR TRANSPORT	\$400	\$340	15%				
VTS6	SUPER TRANSPORT	\$400	\$340	15%				
VTS7	SUPER VAN	\$400	\$340	15%				
VTU0	USF BESTWAY	\$400	\$340	15%				
VTU1	USF DUGAN	\$400	\$340	15%				
VTU2	USF HOLLAND	\$400	\$340	15%				
VTU4	USF REDDAWAY	\$400	\$340	15%				
VTV2	VOLUNTEER EXPRESS	\$400	\$340	15%				
VTV3	VITRAN EXPRESS	\$400	\$340	15%				
VTW0	WARD TRUCKING	\$400	\$340	15%				
VTW1	WATKINS MOTOR LINES	\$400	\$340	15%				
VTW2	WILSON	\$400	\$340	15%				
VTY0	YELLOW FREIGHT	\$400	\$340	15%				
VTY1	YELLOW FREIGHT TO CANADA	\$400	\$340	15%				
VTZ1	Custom LTL Rates	\$1,500	\$1,275	15%				
VTZ2	Custom Truckload (TL) Rates	\$750	\$637	15%				
VTZX	Custom Routes (per carrier) - Used with VT22 Czar LITE	\$300	\$255	15%				
VTZZ	Czar LITE	\$1,500	\$1,275	15%				
VUA0	AAA COOPER	\$250	\$212	15%				
VUA1	ABF FREIGHT SYSTEM	\$250	\$212	15%				
VUAD	AVERITT EXPRESS	\$250	\$212	15%				
VUB0	BULLET FREIGHT SYSTEMS	\$250	\$212	15%				
VUC4	CENTRAL FREIGHT LINES	\$250	\$212	15%				
VUCA	CON-WAY CENTRAL	\$250	\$212	15%				
VUCB	CON-WAY SOUTHERN	\$250	\$212	15%				
VUCC	CON-WAY WESTERN	\$250	\$212	15%				
VUCH	CUSTOM TRANSPORT COMPANIES	\$250	\$212	15%				
VUD0	DAWES TRANSPORT	\$250	\$212	15%				
VUD2	DAYLIGHT	\$250	\$212	15%				

WSCA EPS050076-A2-2 Pricebook - Effective 5/2/08

ITEM	Description	Com'l List Price	2008 WSCA Price	Discount %	Annual EMA Yr 2-5	Leased EMA Monthly Yr 2-5	Annual SMA Yr 2-5	Leased SMA Monthly Yr 2-5
VUD3	DAYTON FREIGHT	\$250	\$212	15%				
VUE0	ESTES EXPRESS	\$250	\$212	15%				
VUF1	FEDEX FREIGHT WEST	\$250	\$212	15%				
VUF2	FRAMES MOTOR EXPRESS	\$250	\$212	15%				
VUH4	HOWARDS EXPRESS	\$250	\$212	15%				
VUHM	INTERSTATE CARRIER EXPRESS	\$250	\$212	15%				
VUJ0	JEVIC TRANSPORTATION	\$250	\$212	15%				
VUL0	LAKEVILLE MOTOR EXPRESS	\$250	\$212	15%				
VUM0	MILAN EXPRESS	\$250	\$212	15%				
VUM1	MOTOR CARGO	\$250	\$212	15%				
VUN1	NEW ENGLAND MOTOR FREIGHT	\$250	\$212	15%				
VUN2	NEW PENN	\$250	\$212	15%				
VUNM	OAK HARBOR	\$250	\$212	15%				
VUNP	OLD DOMINION	\$250	\$212	15%				
VUNS	OVERNITE	\$250	\$212	15%				
VUP0	PITT OHIO	\$250	\$212	15%				
VUP1	PJAX	\$250	\$212	15%				
VUR1	ROADRUNNER FREIGHT SYSTEMS	\$250	\$212	15%				
VUR2	ROADWAY	\$250	\$212	15%				
VUR3	ROADWAY TO CANADA	\$250	\$212	15%				
VUS0	SAIA MOTOR FREIGHT	\$250	\$212	15%				
VUS3	SOUTHEASTERN FREIGHT	\$250	\$212	15%				
VUS5	SOUTHWESTERN MOTOR TRANSPORT	\$250	\$212	15%				
VUS6	SUPER TRANSPORT	\$250	\$212	15%				
VUS7	SUPER VAN	\$250	\$212	15%				
VUU0	USF BESTWAY	\$250	\$212	15%				
VUU1	USF DUGAN	\$250	\$212	15%				
VUU2	USF HOLLAND	\$250	\$212	15%				
VUU4	USF REDDAWAY	\$250	\$212	15%				
VUV2	VOLUNTEER EXPRESS	\$250	\$212	15%				
VUV3	VITRAN EXPRESS	\$250	\$212	15%				
VUW0	WARD TRUCKING	\$250	\$212	15%				
VUW1	WATKINS MOTOR LINES	\$250	\$212	15%				
VUW2	WILSON	\$250	\$212	15%				
VUY0	YELLOW FREIGHT	\$250	\$212	15%				
VUY1	YELLOW FREIGHT TO CANADA	\$250	\$212	15%				
PBDS Hosting								
VBH1	HBSS MU SITE LIC	\$6,995	\$5,875	16%			CUSTOM QUOTE	CUSTOM QUOTE
VBH2	HBMS MU Site Lic	\$15,995	\$13,435	16%			CUSTOM QUOTE	CUSTOM QUOTE
VBH3	HESS MU SITE LIC	\$13,995	\$11,755	16%			CUSTOM QUOTE	CUSTOM QUOTE
VBH4	HEMS MU Site Lic	\$26,995	\$22,675	16%			CUSTOM QUOTE	CUSTOM QUOTE
VSDH	Hosted SendSuite Shipping Desktop Software	\$4,995	\$4,195	16%			CUSTOM QUOTE	CUSTOM QUOTE
VPH1	PB Hosting Services (YEARLY COST)	\$39,000	\$32,760	16%			CUSTOM QUOTE	CUSTOM QUOTE
SendSuite Usage Band								
VS1U	SendSuite Usage Band 1 Annual Cost (Maximum Band Level - 500,000 Transactions)	\$80,000	\$67,200	16%				
VS2U	SendSuite Usage Band 2 Annual Cost (Maximum Band Level - 1,000,000 Transactions)	\$125,000	\$105,000	16%				
VS3U	SendSuite Usage Band 3 Annual Cost (Maximum Band Level - 2,000,000 Transactions)	\$200,000	\$168,000	16%				
VS7U	SendSuite Usage Band 4 Annual Cost (Maximum Band Level - 3,000,000 Transactions)	\$290,000	\$243,600	16%				
SendSuite Shipping								
VSA1	SendSuite Shipping PM300	\$4,995	\$4,195	16%			CUSTOM QUOTE	CUSTOM QUOTE
VSA2	SendSuite Shipping PM400	\$3,995	\$3,355	16%			CUSTOM QUOTE	CUSTOM QUOTE
VSA3	SendSuiteShipping PackageManager	\$5,895	\$4,951	16%			CUSTOM QUOTE	CUSTOM QUOTE
VSA4	SendSuite Shipping Post Manager	\$3,195	\$2,683	16%			CUSTOM QUOTE	CUSTOM QUOTE
VSA5	SendSuite Shipping Post Manager	\$9,250	\$7,770	16%			CUSTOM QUOTE	CUSTOM QUOTE
VSA6	SendSuite Shipping Post Manager 1	\$7,950	\$6,678	16%			CUSTOM QUOTE	CUSTOM QUOTE
VSA7	SendSuite Shipping Post Manager 2	\$9,250	\$7,770	16%			CUSTOM QUOTE	CUSTOM QUOTE
VS31	SendSuite Shipping Warehouse 101	\$39,749	\$33,389	16%			CUSTOM QUOTE	CUSTOM QUOTE
VS32	SendSuite Shipping Warehouse 102	\$65,625	\$55,125	16%			CUSTOM QUOTE	CUSTOM QUOTE
Additional Services								
T5AU	SendSuite Shipping Desktop Upgrade on PC	\$800	\$672	16%				
VPA1	SendSuite Shipping Upgrade on PC	\$800	\$672	16%				

WSCA EPS050076-A2-2 Pricebook - Effective 5/2/08

ITEM	Description	Com'l List Price	2008 WSCA Price	Discount %	Annual EMA Yr 2-5	Leased EMA Monthly Yr 2-5	Annual SMA Yr 2-5	Leased SMA Monthly Yr 2-5
VPA2	Custom Report - 2 Days	\$2,800	\$2,352	16%				
VPA3	Custom Screens - 2 Hours	\$350	\$294	16%				
VPAS	Custom Quick Cards	\$1,400	\$1,176	16%				
T5AG	Peripheral Addition 2 HRS	\$350	\$294	16%				
T5AH	Peripheral Addition 4 HRS	\$700	\$588	16%				
T5AJ	Peripheral Addition 8 HRS	\$1,400	\$1,176	16%				
T5AK	Custom Label 2 HRS	\$350	\$294	16%				
T5Z0	Custom Label 4 HRS	\$700	\$588	16%				
T5AM	Custom Screen 2 HRS	\$350	\$294	16%				
T5AN	Custom Screen 4	\$700	\$588	16%				
T5AP	Custom Report 2 HRS	\$350	\$294	16%				
T5AR	Custom Report 4 HRS	\$700	\$588	16%				
T5AV	Custom Report 8 HRS	\$1,400	\$1,176	16%				
T5AS	Network/Work Station 2 HR	\$350	\$294	16%				
T5AW	Network/Work Station 4 HR	\$700	\$588	16%				
T5AY	Network/Work Station 8 HR	\$1,400	\$1,176	16%				
T4A2	Screen Customization 2HR	\$350	\$294	16%				
T4A3	Reports - 4 HRS	\$700	\$588	16%				
T4A4	Integration 4 HRS	\$700	\$588	16%				
BMH4	BM V2 or V3 to New	\$525	\$441	16%				
T2UB	UPS Basic	\$0	\$0	0%				
Postal Kiosk								
4P0A	NCR ENCLOSURE - POSTAL KIOSK - MONTHLY RENTAL	\$1,134	\$952	16%				
KGMR	KIOSK RENT PKG FOR GMS	\$0	\$0	0%				
KGML	KIOSK LEASE PACKAGE	\$26,500	\$22,260	16%	\$2,964	\$247		
High Volume Mailing Systems for Production Inserters								
R751	DM16K (Non-PB System Upgrade)	\$23,219	\$15,789	32%				
R752	DM16K (PB System Upgrade)	\$23,219	\$15,789	32%				
R761	DM16K (New System Placements)	\$23,219	\$15,789	32%				
R763	DM22KR Reset-on-the-Fly™ (New PB System)	\$39,994	\$30,795	23%				
R76X	B&H Modular Output Kit	\$645	\$451	30%				
R770	DM Infinity Non-PB System Installation	\$645	\$451	30%				
R77H	Seal Only Head	\$1,452	\$1,016	30%				
R77W	B&H Integrated Output Kit	\$1,613	\$1,129	30%				
R77Y	DM Infinity Series Roll-Up Module	\$122,581	\$96,838	21%				
R77Z	DM Infinity Stand - Non PB Systems	\$645	\$451	30%				
Meters For High volume Inserter Mailing System								
1A0T	Commercial Meter	84.00/month	9.50 reset charge					
1AGT	DOL Penalty Meter	73.34/month	9.50 reset charge					

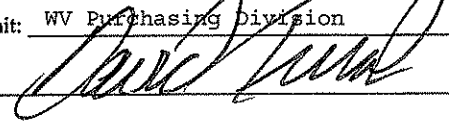
AGREEMENT ADDENDUM

In the event of conflict between this addendum and the agreement, this addendum shall control:

1. **DISPUTES** - Any references in the agreement to arbitration or to the jurisdiction of any court are hereby deleted. Disputes arising out of the agreement shall be presented to the West Virginia Court of Claims.
2. **HOLD HARMLESS** - Any clause requiring the Agency to indemnify or hold harmless any party is hereby deleted in its entirety.
3. **GOVERNING LAW** - The agreement shall be governed by the laws of the State of West Virginia. This provision replaces any references to any other State's governing law.
4. **TAXES** - Provisions in the agreement requiring the Agency to pay taxes are deleted. As a State entity, the Agency is exempt from Federal, State, and local taxes and will not pay taxes for any Vendor including individuals, nor will the Agency file any tax returns or reports on behalf of Vendor or any other party.
5. **PAYMENT** - Any references to prepayment are deleted. Payment will be in arrears.
6. **INTEREST** - Should the agreement include a provision for interest on late payments, the Agency agrees to pay the maximum legal rate under West Virginia law. All other references to interest or late charges are deleted.
7. **RECOUPMENT** - Any language in the agreement waiving the Agency's right to set-off, counterclaim, recoupment, or other defense is hereby deleted.
8. **FISCAL YEAR FUNDING** - Service performed under the agreement may be continued in succeeding fiscal years for the term of the agreement, contingent upon funds being appropriated by the Legislature or otherwise being available for this service. In the event funds are not appropriated or otherwise available for this service, the agreement shall terminate without penalty on June 30. After that date, the agreement becomes of no effect and is null and void. However, the Agency agrees to use its best efforts to have the amounts contemplated under the agreement included in its budget. Non-appropriation or non-funding shall not be considered an event of default.
9. **STATUTE OF LIMITATION** - Any clauses limiting the time in which the Agency may bring suit against the Vendor, lessor, individual, or any other party are deleted.
10. **SIMILAR SERVICES** - Any provisions limiting the Agency's right to obtain similar services or equipment in the event of default or non-funding during the term of the agreement are hereby deleted.
11. **ATTORNEY FEES** - The Agency recognizes an obligation to pay attorney's fees or costs only when assessed by a court of competent jurisdiction. Any other provision is invalid and considered null and void.
12. **ASSIGNMENT** - Notwithstanding any clause to the contrary, the Agency reserves the right to assign the agreement to another State of West Virginia agency, board or commission upon thirty (30) days written notice to the Vendor and Vendor shall obtain the written consent of Agency prior to assigning the agreement.
13. **LIMITATION OF LIABILITY** - The Agency, as a State entity, cannot agree to assume the potential liability of a Vendor. Accordingly, any provision limiting the Vendor's liability for direct damages to a certain dollar amount or to the amount of the agreement is hereby deleted. Limitations on special, incidental or consequential damages are acceptable. In addition, any limitation is null and void to the extent that it precludes any action for injury to persons or for damages to personal property.
14. **RIGHT TO TERMINATE** - Agency shall have the right to terminate the agreement upon thirty (30) days written notice to Vendor. Agency agrees to pay Vendor for services rendered or goods received prior to the effective date of termination.
15. **TERMINATION CHARGES** - Any provision requiring the Agency to pay a fixed amount or liquidated damages upon termination of the agreement is hereby deleted. The Agency may only agree to reimburse a Vendor for actual costs incurred or losses sustained during the current fiscal year due to wrongful termination by the Agency prior to the end of any current agreement term.
16. **RENEWAL** - Any reference to automatic renewal is hereby deleted. The agreement may be renewed only upon mutual written agreement of the parties.
17. **INSURANCE** - Any provision requiring the Agency to insure equipment or property of any kind and name the Vendor as beneficiary or as an additional insured is hereby deleted.
18. **RIGHT TO NOTICE** - Any provision for repossession of equipment without notice is hereby deleted. However, the Agency does recognize a right of repossession with notice.
19. **ACCELERATION** - Any reference to acceleration of payments in the event of default or non-funding is hereby deleted.
20. **CONFIDENTIALITY**: -Any provision regarding confidentiality of the terms and conditions of the agreement is hereby deleted. State contracts are public records under the West Virginia Freedom of Information Act.
21. **AMENDMENTS** - All amendments, modifications, alterations or changes to the agreement shall be in writing and signed by both parties. No amendment, modification, alteration or change may be made to this addendum without the express written approval of the Purchasing Division and the Attorney General.

ACCEPTED BY:
STATE OF WEST VIRGINIA

Spending Unit: WV Purchasing Division

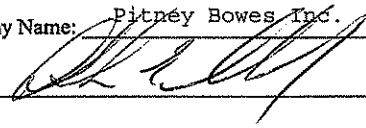
Signed: 

Title: Director

Date: 8/24/08

VENDOR

Company Name: Pitney Bowes Inc.

Signed: 

Title: Director, Government Contracts

Date: 6/25/2008



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Purchase Order

PURCHASE ORDER NO.
 PBKPBOWES

PAGE

BLANKET RELEASE
 00

CORRECT PURCHASE ORDER NUMBER
 MUST APPEAR ON ALL PACKAGES,
 INVOICES, AND SHIPPING PAPERS.
 QUESTIONS CONCERNING THIS PUR-
 CHASE ORDER SHOULD BE DIRECTED
 TO THE BUYER AS NOTED BELOW.

CHANGE ORDER

SEE REVERSE SIDE FOR
 TERMS AND CONDITIONS

INVOICE TO

ALL STATE AGENCIES
 AND POLITICAL SUBDIVISIONS
 VARIOUS LOCALES AS INDICATED
 BY ORDER

VENDOR

*709001550 304-744-1067
 PITNEY BOWES INCORPORATED
 527 SECOND AVENUE
 SOUTH CHARLESTON WV 25303

SHIP TO

ALL STATE AGENCIES
 AND POLITICAL SUBDIVISIONS
 VARIOUS LOCALES AS INDICATED
 BY ORDER

DATE PRINTED		TERMS OF SALE		FEIN/SSN		FUND	
08/27/2008		NET 30		060495050			
SHIP VIA		F.O.B.		FREIGHT TERMS		ACCOUNT NUMBER	
BEST WAY		DESTINATION		PREPAID		MUL-MUL	
LINE	QUANTITY	UOP	VENDOR ITEM NO.		UNIT PRICE	AMOUNT	
	DELIVERY DATE	CAT NO.	ITEM NUMBER				
			RECEIPT TICKET FOR PURCHASE ORDER: PBKPBOWES				
LINE	CATNO	ITEM NUMBER	DESCRIPTION		QTY	DATE	
0001		600-71	MAILING MACHINES		_____	_____	
			SIGNATURE _____			DATE _____	
						TOTAL	

IF APPROVAL AS TO FORM IS REQUIRED BY ATTORNEY GENERAL, CHECK HERE

APPROVED AS TO FORM BY
 ASSISTANT ATTORNEY GENERAL

BY _____
 PURCHASING DIVISION AUTHORIZED SIGNATURE