

Purchase Order



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

PURCHASE ORDER NO:
 PBKPBOWES

PAGE
 1

BLANKET RELEASE
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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
 1

SEE REVERSE SIDE FOR
 TERMS AND CONDITIONS

AGENCY COPY

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

AUDITOR
 *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	
11/06/2008		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				
			CHANGE ORDER #01				
			TO PROVIDE UPDATED PRODUCT OFFERING AND PRICE LIST.				
			EFFECTIVE DATE: OCTOBER 29, 2008				
			***** NO ADDITIONAL CHANGES *****				
			PREVIOUS PO TOTAL==>		OPEN	END	
			PO NET CHANGE (+)==>				
						PURCHASING DIVISION CERTIFIED ENCUMBERED	
						NOV 7 2008	
						<i>Beverly Toler</i>	
						OPEN END	
						TOTAL	

IF APPROVAL AS TO FORM IS REQUIRED BY ATTORNEY GENERAL, CHECK HERE *11/06/08*

Dwight Wayfield
 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 Cover 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 work place policy in compliance with the West Virginia 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."

Contract

Solicitation #EPS050076-A2

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Document Information

Type:	Supplier	Amendment:	Yes	Amend. #:	13
Requisition #:	ADSM-6CHTHQ	Solicitation #:	EPS050076-A2	Contract #:	EPS050076-A2-2-A13
Created By:	Notes Administrator/az.gov	Date Created:	10/28/2008		
PO Assigned:	LeAnn Wong/ADSM-5KAM9N	Date Completed:	10/28/2008		
PM Assigned:	Doug Milford/ADSM-5KAM9N	PA Assigned:	James Scarboro/ADSM-5KAM9N		
Supplier Name:	<u>Pitney Bowes</u>	Proposal #:	<u>ADSM-6FMRY5</u>		
Gov't Entity:	Arizona State Procurement Office	Type:	Statewide		
Process Status:	Complete	Status:	Complete		
Total/Not to Exceed Cost:	0.00	External Contract:			

Contract Information

Start Date:	11/09/2008	End Date:	11/08/2009
Term:	1 Year(s)	FOB:	Destination
Payment Terms:	Net 30 Days	Delivery:	30 A.R.O. Days
Contract Extension Allowed:		Max Extension:	4 Year(s)

Amendment Information

AMENDMENT #13

1. The file "Pitney Bowes WSCA 2008-09 BasePriceList eff October 29 2008.pdf" has been added to the Attachments section. The file "Pitney Bowes WSCA EPS050076-A2-2 Price List eff May 09 2008.pdf" has been placed into the folder labeled "Past Pricing - Pitney Bowes.zip".

2. Six brochure files(DM525, DM575, DM800, DM925, and DM1100 Series, and Postal Kiosk) have been placed into the folder labeled "Pitney Bowes AZ RFP Brochures.zip".

3. The Participating Addendum for West Virginia has been placed into the folder labeled "PAs by State.zip".

All other terms and conditions remain unchanged.

AMENDMENT #12

In accordance with Special Terms and Condition, Contract Extension, the Contract is hereby extended an additional year through November 8, 2009.

All other terms and conditions remain unchanged.

AMENDMENT #11

The file "PA-State of Wyoming executed 11-14-07_Pitney Bowes" has been added to the zip file "PAs by State" under Attachments.

All other terms and conditions remain unchanged.

AMENDMENT #10

In accordance with the Special and Uniform Terms and Conditions, the Contract is hereby changed as follows:

1) An updated product and price list is included, see attached file "Pitney Bowes WSCA EPS050076-A2-2 Price List eff May 09 2008.pdf"

2) For ease of use, all past pricing the attached files ("Pitney Bowes WSCA Price List eff Feb 01 2008.pdf")has been added into attached zip file "Past Pricing - Pitney Bowes.zip"

All other terms and conditions remain unchanged.

AMENDMENT #9

In accordance with the Special and Uniform Terms and Conditions, the Contract is hereby changed as follows:

1) An updated product and price list is included, see attached file "Pitney Bowes WSCA Price List eff Feb 01 2008.pdf" .

2) For ease of use, all past pricing the attached files ("Copy of AZ - Price List.xls" and "Pitney Bowes Updated Price List 070107.pdf")has been added into attached zip file "Past Pricing - Pitney Bowes.zip"

All other terms and conditions remain unchanged.

AMENDMENT #8:

In accordance with Special Terms and Condition, Contract Extension, the Contract is hereby extended an additional year through November 8, 2008.

All other terms and conditions remain unchanged.

AMENDMENT #7:

In accordance with the Special and Uniform Terms and Conditions, the Contract is hereby changed as follows:

1) An updated product and price list is included, see attached file "Pitney Bowes Updated Price List 070107"

All other terms and conditions remain unchanged.

AMENDMENT #6:

In accordance with the Special and Uniform Terms and Conditions, the Contract is hereby changed as follows:

- 1) An updated product and price list is included, see attached file "Pitney Bowes Updated Price List 04-07"
- 2) For ease of use, all past pricing has been consolidated into attached file "Past Pricing - Pitney Bowes"
- 3) For ease of use, all PAs have been consolidated into attached file "PAs by State.zip"
- 4) For ease of use, all brochures have been consolidated into attached file "Pitney Bowes AZ RFP Brochures.zip"

5) Information for purchasing supplies at a discounted rate can be found in attachment "WSCA Supplies Contract Guide 4-01-07"

6) Cotermious lease information for products purchased to comply with the new shape based rate system can be found in attachment "Updated Lease Program Descriptions 4-1-07"

All other terms and conditions remain unchanged.

AMENDMENT #5:

In accordance with the Special Terms and Conditions, section titled New Products, the Contract is hereby amended as follows:

Price sheet has been updated to include the new Rate Case postage requirement along with other updates, replacements, and additions as in "WSCA Pricing for Pitney Bowes March 2007.xls" as attached herein.

All other terms and conditions remain unchanged.

AMENDMENT #4:

In accordance with the Uniform Terms and Conditions, 1.3 Contract Amendments, the Contract is hereby changed as follows.

1) Language within the Leasing Options has been changed - typo in OPTION C 24 mo lease rate and point of acceptance through each OPTION (as set forth in the Uniform Terms and Conditions, Equipment received that is Nonconforming shall negate acceptance). Attachment AZ - Lease Program Description.doc has been revised to reflect these changes.

2) Attachment WSCA Lease-Rental Options (c0075898).doc is removed - duplicated AZ - Lease Program Description.doc.

All other terms and conditions remain unchanged.

AMENDMENT #3:

Not Applicable.

All terms and conditions remain unchanged.

AMENDMENT #2:

In accordance with the Uniform Terms and Conditions, 1.3 Contract Amendments, the Contract is hereby changed as follows.

1) Special Terms and Condition, Contract Extension, now reads.
Contract shall have an initial term of one (1) year, with subsequent Contract extensions available such that the initial term and all subsequent Contract extensions do not exceed an aggregate term of five (5) years. Contract extensions shall be issued bi-laterally through a Contract Amendment.

2) In accordance with Special Terms and Condition, Contract Extension, the Contract is hereby extended an additional year through November 8, 2007.

3) An updated product and price list is included, see attached file "WSCA Pricing for Pitney Bowes November 2006.xls"

4) The Leasing Options have changed, see attachment WSCA Lease-Rental Options (c0075898).doc. Attachment AZ - Lease Program Description.doc has been revised to reflect these changes.

All other terms and conditions remain unchanged.

AMENDMENT #1:

Entities seeking to purchase mailing equipment or maintenance, outside of the State of Arizona, must complete a participating addendum. The State's Participating Addendum (PA) and the WSCA Master Price Agreement (MPA), Contract #EPS050076-A2(administered by the State of Arizona), together with its exhibits, shall constitute the entire agreement between the respective State Entity and the Contractor.

Contract Reassignment

N/A

Contractor Amendment Approval

N/A

Solicitation Information		?
Title:	Mailing Equipment & Maintenance	Type: RFP
Description:	Mailing Equipment & Maintenance	

Clauses	
Sections - Clauses	
Special Instructions	
Special Terms and Conditions	
Uniform Instructions	
Uniform Terms and Conditions	
Other Data	
* Offer & Acceptance	
* Price Sheet	

Attachments		?
A Pitney Bowes Primary Contact Information.doc		
AZ - Authorized Signed Offer.doc		
AZ - Cover Letter.doc		
AZ - Exceptions to Ts and Cs.doc		
AZ - Lease Program Description.doc		
AZ - Maintenance - Scope of Work.doc		
AZ - References.doc		
AZ - US Sales and Service Locations.xls		
Email requesting change.pdf		
EPS050076-A2-2-A10 CON.pdf		
EPS050076-A2-2-A11 CON.pdf		
EPS050076-A2-2-A12 CON.pdf		
EPS050076-A2-2-A13 CON.pdf		
EPS050076-A2-2-A6 CON.pdf		
EPS050076-A2-2-A7 CON.pdf		

[EPS050076-A2-2-A8 CON.pdf](#)
[EPS050076-A2-2-A9 CON.pdf](#)
[EPS050076-A2 EVALUATION total.xls](#)
[EPS050076-A2.pdf](#)
[EPS050076 Attachment A.doc](#)
[EPS050076 Clarifications.doc](#)
[EPS050076 Scope and Specifications.doc](#)
[Insurance EPS050076-2.pdf](#)
[PAs by State.zip](#)
[Past Pricing - Pitney Bowes.zip](#)
[Pitney Bowes AZ RFP Brochures.zip](#)
[Pitney Bowes Clarification to exceptions.doc](#)
[Pitney Bowes WSCA 2008-09 BasePriceList eff October 29 2008.pdf](#)
[Solicitation Documents - Pitney Bowes.zip](#)
[Updated Lease Program Descriptions 4-1-07.pdf](#)
[Usage Report WSCA 06Q3 Pitney Bowes.xls](#)
[WSCA Supplies Contract Guide 4-01-07.pdf](#)
[WSCA Usage Report Summary through 06Q2.xls](#)

All Contracts							
Contract#	Supplier	Title	Status	Start Date	End Date	A	A#
EPS050076-A2-0	Main	Mailing Equipment & Maintenance	Closed	11/09/2005	11/08/2010	No	0
EPS050076-A2-1	Hasler Inc.	Mailing Equipment & Maintenance	Complete (Cancelled)	11/09/2005	11/08/2006	No	0
EPS050076-A2-1-A1	Hasler Inc.	Mailing Equipment & Maintenance	Complete (Cancelled)	11/09/2005	11/08/2006	Yes	1
EPS050076-A2-1-A2	Hasler Inc.	Mailing Equipment & Maintenance	Complete (Cancelled)	11/09/2005	11/08/2007	Yes	2
EPS050076-A2-1-A3	Hasler Inc.	Mailing Equipment & Maintenance	Complete (Cancelled)	11/09/2005	11/08/2007	Yes	3
EPS050076-A2-1-A4	Hasler Inc.	Mailing Equipment & Maintenance	Complete (Cancelled)	11/09/2007	11/08/2008	Yes	4
EPS050076-A2-1-A5	Hasler Inc.	Mailing Equipment & Maintenance	Complete (Cancelled)	11/09/2007	11/08/2008	Yes	5
EPS050076-A2-1-A6	Hasler Inc.	Mailing Equipment & Maintenance	Complete	11/09/2007	11/08/2008	Yes	6
EPS050076-A2-1-A7	Hasler Inc.	Mailing Equipment & Maintenance	Complete	11/09/2008	11/08/2009	Yes	7
EPS050076-A2-2	Pitney Bowes	Mailing Equipment & Maintenance	Complete (Cancelled)	11/09/2005	11/08/2006	No	0
EPS050076-A2-2-A1	Pitney Bowes	Mailing Equipment & Maintenance	Complete (Cancelled)	11/09/2005	11/08/2006	Yes	1
EPS050076-A2-2-A10	Pitney Bowes	Mailing Equipment & Maintenance	Complete (Cancelled)	11/09/2007	11/08/2008	Yes	10
EPS050076-A2-2-A11	Pitney Bowes	Mailing Equipment & Maintenance	Complete	11/09/2007	11/08/2008	Yes	11
EPS050076-A2-2-A12	Pitney Bowes	Mailing Equipment & Maintenance	Complete	11/09/2008	11/08/2009	Yes	12
EPS050076-A2-2-A13	Pitney Bowes	Mailing Equipment & Maintenance	Complete	11/09/2008	11/08/2009	Yes	13
EPS050076-A2-2-A2	Pitney Bowes	Mailing Equipment & Maintenance	Complete (Cancelled)	11/09/2005	11/08/2007	Yes	2
EPS050076-A2-2-A4	Pitney Bowes	Mailing Equipment & Maintenance	Complete (Cancelled)	11/09/2005	11/08/2007	Yes	4
EPS050076-A2-2-A5	Pitney	Mailing Equipment &	Complete	11/09/2005	11/08/2007	Yes	5

	Bowes	Maintenance	(Cancelled)				
<u>EPS050076-A2-2-A6</u>	Pitney Bowes	Mailing Equipment & Maintenance	Complete (Cancelled)	11/09/2005	11/08/2007	Yes	6
<u>EPS050076-A2-2-A7</u>	Pitney Bowes	Mailing Equipment & Maintenance	Complete (Cancelled)	11/09/2005	11/08/2007	Yes	7
<u>EPS050076-A2-2-A8</u>	Pitney Bowes	Mailing Equipment & Maintenance	Complete (Cancelled)	11/09/2007	11/08/2008	Yes	8
<u>EPS050076-A2-2-A9</u>	Pitney Bowes	Mailing Equipment & Maintenance	Complete (Cancelled)	11/09/2007	11/08/2008	Yes	9
<u>EPS050076-A2-3</u>	Neopost	Mailing Equipment & Maintenance	Complete (Cancelled)	11/09/2005	11/08/2006	No	0
<u>EPS050076-A2-3-A1</u>	Neopost	Mailing Equipment & Maintenance	Complete (Cancelled)	11/09/2005	11/08/2006	Yes	1
<u>EPS050076-A2-3-A2</u>	Neopost	Mailing Equipment & Maintenance	Complete (Cancelled)	11/09/2005	11/08/2007	Yes	2
<u>EPS050076-A2-3-A3</u>	Neopost	Mailing Equipment & Maintenance	Complete (Cancelled)	11/09/2005	11/08/2007	Yes	3
<u>EPS050076-A2-3-A4</u>	Neopost	Mailing Equipment & Maintenance	Complete (Cancelled)	11/09/2007	11/08/2008	Yes	4
<u>EPS050076-A2-3-A5</u>	Neopost	Mailing Equipment & Maintenance	Complete	11/09/2007	11/08/2008	Yes	5
<u>EPS050076-A2-3-A6</u>	Neopost	Mailing Equipment & Maintenance	Complete	11/09/2008	11/08/2009	Yes	6

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WSCA Pricebook - Effective 10/23/08

ITEM	Description	2009 Com'l List Price	2009 WSCA Price	2009 Discount %	2009 Annual EMA Yr 2-5	2009 Leased EMA Monthly Yr 2-5	2009 Annual SMA Yr 2-5	2009 Leased SMA Monthly Yr 2-5
Stand-Alone Mailing Machines								
Stand-Alone Meters								
MailStation								
CML2	MailStation with 2 lb Integrated Weighing Platform	\$395	\$181.70	54%	\$0	\$0	\$0	\$0
CML5	MailStation with 5 lb Integrated Weighing Platform	\$695	\$347.00	50%	\$0	\$0	\$0	\$0
DM1 -DM2 Low Volume Mailing Systems								
Low volume, Manual Mailing Machine								
DM100 Systems								
SBBF	DM100 Mailing Machine with Moistener	\$1,195	\$478.00	60%	\$0	\$0	\$0	\$0
DM200L Systems								
SBLJ	DM200 Mailing Machine	\$1,365	\$819.00	40%	\$185	\$19	\$0	\$0
DM3 -DM45 Medium Volume Mailing Systems								
DM300C Systems								
SBYV	DM300C Digital Mailing System w/Enhanced Accounting, 100 Dept. Accts.	\$2,492	\$1,495.10	40%	\$335	\$34	\$0	\$0
DM400C Systems								
SHTA	DM400C Mailing System	\$3,995	\$1,881.00	53%	\$416	\$42	\$0	\$0
SHTF	DM400C Digital Mailing System w/Enhanced Accounting, 100 Dept. Accts. - GOVT ONLY	---	\$2,454.73	0%	\$416	\$42	\$0	\$0
DM450C Systems								
SBLD	DM450C Mailing System	\$4,795	\$2,747.00	43%	\$548	\$55	\$0	\$0
Medium-High Volume Systems								
DM525 Systems								
SVAA	DM525 Digital Mailing System	\$5,995.00	\$3,555.00	41%	\$360	\$37	\$0	\$0
DM575 Systems								
SVAB	DM575 Digital Mailing System	\$7,995.00	\$4,850.00	39%	\$441	\$45	\$0	\$0
SBYD	DM575 WOW Module	\$4,995	\$3,030.11	39%	\$1,167	\$116	\$0	\$0
DM825 Systems								
SVAC	DM825 Digital Mailing System	\$10,995.00	\$5,794.84	47%	\$948	\$95	\$0	\$0
SBSY	DM8 Series WOW Module	\$4,995.00	\$2,632.58	47%	\$1,649	\$163	\$0	\$0
DM875 Systems								
SVAD	DM875 Digital Mailing System	\$12,995.00	\$8,794.66	32%	\$1,032	\$103	\$0	\$0
SBSY	DM8 Series WOW Module	\$4,995.00	\$2,632.58	47%	\$1,649	\$163	\$0	\$0
High Volume, Auto Mailing Systems								
DM925 Non-WOW Systems								
SVAM	DM925 non-WOW Digital Mailing System	\$15,995.00	\$10,995.46	31%	\$1,280	\$127	\$0	\$0
DM925 WOW Systems								
SVAN	DM925 WOW Digital Mailing System	\$20,995.00	\$14,054.97	33%	\$1,325	\$132	\$0	\$0
DM1100 non-WOW Systems								
SVAE	DM1100 non-WOW Digital Mailing System	\$18,495.00	\$11,621.02	37%	\$1,509	\$150	\$0	\$0
DM1100 WOW Systems								
SVAF	DM1100 WOW Digital Mailing System	\$24,995.00	\$16,993.90	32%	\$1,756	\$175	\$0	\$0
Integrated Postal Scales								
1GP2/MP1A	2 lb Integrated Platform for DM200L	\$745	\$497.00	33%	\$73	\$8	\$0	\$0
1GP5/MP1A	5 lb Integrated Platform for DM200L	\$1,045	\$685.00	34%	\$73	\$8	\$0	\$0
1GP9/MP1A	10 lb Integrated Platform for DM200L	\$1,345	\$877.00	35%	\$73	\$8	\$0	\$0
1GW2/MP06	2 lb Interfaced Weighing Platform for DM300/DM400L	\$745	\$497.00	33%	\$76	\$8	\$0	\$0
1GW5/MP06	5 lb Interfaced Weighing Platform for DM300/DM400L	\$1,045	\$685.00	34%	\$76	\$8	\$0	\$0
1GW9/MP06	10 lb Interfaced Weighing Platform for DM300/DM400L	\$1,345	\$877.00	35%	\$76	\$8	\$0	\$0
1FW4	5lb Integrated Weighing for DM525 Series	\$1,595.00	\$1,036.55	35%	\$0	\$0	\$0	\$0
P7W3/JB77	30 lb Weighing Option for DM200L	\$2,595	\$2,076.00	20%	\$181	\$18	\$0	\$0
P7W7/JB77	70 lb Weighing Option for DM200L	\$2,895	\$2,316.00	20%	\$181	\$18	\$0	\$0
1FW6	30lb Interfaced Platform	\$2,595.00	\$2,024.00	20%	\$152	\$16	\$0	\$0
1FW7/MP49	70 lb Interfaced Platform (DM300-DM1100)	\$2,895	\$2,316.00	20%	\$197	\$20	\$0	\$0
1FW7/JB7W	70lb Weights & Measures Approved Option	\$3,995	\$3,196	20%	\$197	\$20	\$0	\$0
1FW8/MP49	149 lb Interfaced Platform (DM525-DM1100)	\$195	\$126.00	35%	\$0	\$0	\$0	\$0
MP0X/1FW1	DIFF WEIGHING 2-10LB	\$395	\$256.00	35%	\$0	\$0	\$0	\$0
MP3X/1FW1	DIFF WEIGHING 15-30LB	\$895	\$581.00	35%	\$0	\$0	\$0	\$0
MP4X/1FW1	DIFF WEIGHING 70LB	\$1,195	\$776.00	35%	\$0	\$0	\$0	\$0
MP5X/1FW1	DIFF WEIGHING 149LB	\$2,295.00	\$1,836.00	20%	\$152	\$16	\$0	\$0
1FW5	15lb Interfaced Platform	\$2,295.00	\$1,784.00	22%	\$0	\$0	\$0	\$0
1FWG	15 lb Integrated Weighing Platform	\$1,995.00	\$1,596.00	20%	\$0	\$0	\$0	\$0
1FWF	10lb Integrated Weighing for DM525 Series	\$1,995.00	\$1,596.00	20%	\$0	\$0	\$0	\$0
Accounting Options								
1FAC	Accounting (10 Dept) Software for DM100	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
1FAE	Accounting (50 Dept) Software for DM300/DM400	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
1FAD	Enhanced Accounting (50 Dept) Software for DM100/DM200L	\$325	\$273.00	16%	\$0	\$0	\$0	\$0
1FA1	Basic Accounting DM200 (25 Dept) Software	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
1FAL	INVIEW 50 Accounts	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
1FAM	INVIEW 100 Accounts	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
1FAN	INVIEW 300 Accounts	\$0	\$0.00	0%	\$0	\$0	\$0	\$0

WCSA Pricebook - Effective 10/23/08

ITEM	Description	2009 Com'l List Price	2009 WCSA Price	2009 Discount %	2009 Annual EMA Yr 2-5	2009 Leased EMA Monthly Yr 2-5	2009 Annual SMA Yr 2-5	2009 Leased SMA Monthly Yr 2-5
1FA4	Budget Manager / Department Manager Accounting Package (500 accounts)	\$2,495	\$2,095.00	16%	\$0	\$0	\$0	\$0
1FA5	Budget Manager / Cost Management Package (1500 accounts)	\$2,995	\$2,516.00	16%	\$0	\$0	\$0	\$0
SVAR	INVIEW 100 DEPT ACCT UPGR	\$595	\$405.00	14%	\$0	\$0	\$0	\$0
SVAS	INVIEW 300 DEPT ACCT UPGR	\$1,495	\$1,286.00	14%	\$0	\$0	\$0	\$0
SVAT	INVIEW 300 DEPT ACCT UPGR	\$895	\$770.00	14%	\$0	\$0	\$0	\$0
BMFM	Funds Management Meter Activation	\$195	\$163.00	16%	\$0	\$0	\$0	\$0
Rates/Features								
1FX0	SmartClass Feature (DM900 WOW ONLY)	\$795	\$667.80	16%	\$0	\$0	\$0	\$0
1FC0	Carrier Rate Package (Standard Rates: UPS, FedEx, Airborne, DHL) for new DM525/DM575/DM825/DM925/DM1100	\$495	\$415.80	16%	\$0	\$0	\$0	\$0
Options Upgrade								
ERCL	e-Return Receipt Reference Number Feature only	\$450	\$378.00	16%	\$0	\$0	\$0	\$0
1FSB	DM800I DIM UPGRD MODULE	\$4,300	\$3,612.00	16%	\$0	\$0	\$0	\$0
1FSD	DM1000 DIM UPGRD MODULE	\$4,300	\$3,612.00	16%	\$0	\$0	\$0	\$0
SBZB	DM550 WOW Upgrade Module	\$6,840	\$5,246.00	23%	\$267	\$27	\$0	\$0
Installation/Training Kits								
F9DD	Confirmation Services Welcome Kit	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
F8DB	Additional DM Series Training	\$495	\$416.00	16%	\$0	\$0	\$0	\$0
F9PM	Permit Printing Professional Install	\$65	\$55.00	15%	\$0	\$0	\$0	\$0
F9PA	Permit Printing Professional Installation for Existing DM525-DM1100 Customers	\$99	\$84	15%	\$0	\$0	\$0	\$0
F8DA	Confirmation Services Training (DM825/925/1100)	\$65	\$55.00	15%	\$0	\$0	\$0	\$0
F9DA	Confirmation Services Training DM200-DM550	\$65	\$55.00	15%	\$0	\$0	\$0	\$0
F9SA	DM SERIES PROF INST (LV)	\$195	\$114.00	42%	\$0	\$0	\$0	\$0
F9SH	Professional Installation for DM100-DM300 w/ Conf Services	\$99	\$83.16	16%	\$0	\$0	\$0	\$0
Stands/Consoles								
N199	Integrated Scale Stand	\$95	\$80.00	16%	\$0	\$0	\$0	\$0
U7C1	Console with built in drop stacker for DM825/925	\$940	\$790.00	16%	\$0	\$0	\$0	\$0
F990009	DM Series Scale Stand	\$90	\$76.00	16%	\$0	\$0	\$0	\$0
DMC5	DM1000 Console (Drop or Power Stacker compatible)	\$1,360	\$1,142.00	16%	\$99	\$10	\$0	\$0
Options/Attachments								
SPY8	1E05 Laser Printer	\$795	\$668.00	16%	\$118	\$12	\$0	\$0
SBZA	DM800 WOW Module (Aftermarket)	\$7,835	\$5,814.00	26%	\$255	\$26	\$0	\$0
SBDS	Dm Series Scanner for Confirmation Services (DM525-DM1100)	\$795	\$668.00	16%	\$290	\$29	\$0	\$0
U7PS	Power Stacker for DM825/925	\$1,630	\$1,369.00	16%	\$316	\$32	\$0	\$0
U7DS	Drop Stacker for DM925, DM1100	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
DJPS	DM825 SERIES POWER STACK	\$1,630	\$1,369.00	16%	\$266	\$27	\$0	\$0
USR1	Power Stacker Ramp Extension (Compatible with U7PS, DJPS, Power Stacker required for installation)	\$625	\$531.00	15%	\$0	\$0	\$0	\$0
F9SJ	DM100 Professional installation	\$135	\$114.00	15%	\$0	\$0	\$0	\$0
DM Series Options								
SBDS	DM Series Scanner for Confirmation Services (DM525-DM1100)	\$795	\$668.00	16%	\$290	\$29	\$0	\$0
ERCM	E-Return Receipt Reference Number (base package)	\$1,495	\$1,256.00	16%	\$290	\$29	\$0	\$0
ERCN	E-Return Receipt Reference Number (desktop only)	\$145	\$121.80	16%	\$0	\$0	\$0	\$0
ERCP	E-Return Receipt Reference Number Feature + Scanner (Customer Has Existing Label Printer Solution)	\$1,245	\$1,046.00	16%	\$290	\$29	\$0	\$0
ERCR	e-Receipt Reference Number Package (without Scanner)	\$695	\$584.00	16%	\$0	\$0	\$0	\$0
UXDM	PC Interface for DM525 and up	\$795	\$668.00	16%	\$0	\$0	\$0	\$0
J796038	Ascent Interface to Intellink DM300-DM1100	\$695	\$584.00	16%	\$0	\$0	\$0	\$0
SBTP	Interface for DM Series to DataPac 36/77 (DM525-DM1100)	\$895	\$752.00	16%	\$0	\$0	\$0	\$0
Z5DE	DM Series AccuTrac Interface (AccuTrac HT V2.0)	\$1,365	\$1,147.00	16%	\$0	\$0	\$0	\$0
Z5DF	DM Series AccuTrac Interface (AccuTrac SA or HT V3.0 and above)	\$695	\$584.00	16%	\$0	\$0	\$0	\$0
Confirmation Services Installation & Training								
CSAN	Confirmation services Activation Kit (DM100-DM450) - required when Add-on Subscription (Confirmation Services) is selected	\$99	\$83.00	16%	\$0	\$0	\$0	\$0
CSAM	Confirmation Services Activation Kit (DM525-DM1100)	\$145	\$122.00	16%	\$0	\$0	\$0	\$0
DM Series Upgrade Pricing								
DM100 Mailing System								
F9A1	Upgrading to 50 Dept Accts on P700/P7L1	\$395	\$332.00	16%	\$0	\$0	\$0	\$0
F9P5	Upgrading from 2 LB to 5LB Weighing Feature on DM100I (P700)	\$245	\$205.80	16%	\$0	\$0	\$0	\$0

WCSA Pricebook - Effective 10/23/08

ITEM	Description	2009 Com'l List Price	2009 WCSA Price	2009 Discount %	2009 Annual EMA Yr 2-5	2009 Leased EMA Monthly Yr 2-5	2009 Annual SMA Yr 2-5	2009 Leased SMA Monthly Yr 2-5
F9P6	Adding 5 LB Integrated Weighing Platform to DM100I (P700)	\$525	\$441.00	16%	\$20	\$2	\$0	\$0
DM200L Mailing System								
F9A1	Upgrading to 50 Dept Accts on P700/P7L1	\$395	\$332.00	16%	\$0	\$0	\$0	\$0
F9L5	Upgrading from 2 LB to 5LB Weighing Feature on DM100I (P7L1)	\$295	\$247.80	16%	\$0	\$0	\$0	\$0
F9L9	Upgrading from 5 LB to 10 LB Weighing Feature on DM200I (P7L1)	\$395	\$331.80	16%	\$0	\$0	\$0	\$0
DM300L/DM400L Mailing Systems								
F9A2	Upgrade to 100 Dept Accts on 1P00/1A00	\$895	\$751.80	16%	\$0	\$0	\$0	\$0
F9G5	Upgrading from 2 LB to 5 LB Weighing Feature on DM300L, DM400L (1P00 W/G800)	\$295	\$247.80	16%	\$0	\$0	\$0	\$0
F9G6	Adding 5 LB Integrated Weighing Platform to DM300L DM400L (1P00 W/G800)	\$725	\$609.00	16%	\$76	\$8	\$0	\$0
F9G9	Upgrading from 5 LB to 10 LB Weighing Feature on DM300L, DM400L (1P00-W/DD00)	\$395	\$331.80	16%	\$0	\$0	\$0	\$0
DM200I DM300I & DM400L Mailing Systems								
F9A2	Upgrade to 100 Dept Accts on 1P00/1A00	\$895	\$751.80	16%	\$0	\$0	\$0	\$0
F9W5	Adding 5 LB Integrated Platform to DM200I, DM300I DM400I, (1P00 w/DD00)	\$725	\$609.00	16%	\$76	\$8	\$0	\$0
F9W9	Upgrading from 5 LB to 10LB Weighing Feature on DM200I DM300I (1P00 w/DD00)	\$395	\$331.80	16%	\$0	\$0	\$0	\$0
Non-IBI DM200&DM300								
F90M	Adding 100 Dept Accts w/PC Interface to Existing DM200, DM300 Non-IBI (F800/F900)	\$795	\$667.80	16%	\$0	\$0	\$0	\$0
DM525-DM-DM1100 Mailing Systems								
F9A2	Upgrading to 100 Dept Accts on 1P00/1A00	\$895	\$751.80	16%	\$0	\$0	\$0	\$0
F9A3	Upgrading to 300 Dept Accts on 1A00	\$1,495	\$1,265.80	16%	\$0	\$0	\$0	\$0
F9B1	Upgrade to 5LB to 15 LB Weighing (DM525/DM575)	\$1,135	\$953.40	16%	\$152	\$16	\$0	\$0
F9C0	Adding Carrier Rate Package (DM525/DM575)	\$495	\$415.80	16%	\$0	\$0	\$0	\$0
F9B2	Upgrade to 15LB to 30LB Weighing (DM825)	\$995	\$835.80	16%	\$152	\$16	\$0	\$0
F9B3	Upgrade to 15 LB to 30 LB Weighing Feature (DM525-DM1100) Excluding DM800I	\$995	\$835.80	16%	\$0	\$0	\$0	\$0
F9B4	Upgrading to 70 LB Weighing (DM525-DM1100)	\$1,980	\$1,663.20	16%	\$197	\$20	\$0	\$0
F9B5	Upgrade to 149 LB Weighing (DM525-1100)	\$2,905	\$2,440.20	16%	\$197	\$20	\$0	\$0
F9XS	Adding SmartClass to DM925	\$795	\$667.80	16%	\$0	\$0	\$0	\$0
Postage Meter Rentals and Intellilink Subscription								
P-Postage Meter Rental-rates monthly								
P700	DM100 Postal Security Device	\$45	\$25.00	44%	\$0	\$0	\$0	\$0
P7L1	DM200L Postal Security Device	\$45	\$35.00	22%	\$0	\$0	\$0	\$0
G900	Intellilink Interface /PSD FOR DM300C/DM400C	\$50	\$35.00	30%	\$0	\$0	\$0	\$0
G900	Intellilink Interface /PSD FOR DM450C	\$50	\$42.00	16%	\$0	\$0	\$0	\$0
1M00	DM525/DM575 Postal Security Device	\$75	\$55.00	27%	\$0	\$0	\$0	\$0
1M00	DM825-DM1100 Postal Security Device	\$99	\$65.00	34%	\$0	\$0	\$0	\$0
1P0A	I-BUTTON - POSTAL KIOSK	\$100	\$100.00	0%	\$0	\$0	\$0	\$0
Q-Postage Meter Ultra Low Vol - Monthly								
K7M0	MailStation Meter (Requires K7TT but no confirmation services are available)	\$25	\$17.00	32%	\$0	\$0	\$0	\$0
Value Based Services								
1FX3	Custom Messaging	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
1FX4	Time Date Stamping	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
1FS0	Confirmation Services	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
1FA7	Intelliview	\$395	\$331.00	16%	\$0	\$0	\$0	\$0
1FS1	Confirmation SVC/High Vol	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
1FS2	SPEC CONFIRMATION SVC	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
1FS4	USPS SPECIAL SVCS	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
Postage by Phone + Option - Monthly, Intellilink Subscription								
K7M0	MailStation Series	\$7	\$7.00	0%	\$0	\$0	\$0	\$0
P700								
P7L1	DM100-DM400 Series	\$7	\$7.00	0%	\$0	\$0	\$0	\$0
G900								
1M00	DM525-DM1100 Series	\$15	\$15.00	0%	\$0	\$0	\$0	\$0
Confirmation Services - Monthly and Intellilink Subscription								
7P00								
7P11	DM100-DM400 Series	\$7	\$7.00	0%	\$0	\$0	\$0	\$0
G900								
G9SS	G900 Subscription Based Service	\$7	\$7.00	0%	\$0	\$0	\$0	\$0
1D00	DM525-DM1100 Series	\$15	\$15.00	0%	\$0	\$0	\$0	\$0
Permit Printing-Monthlyand Intellilink Subscription								
1M04/ 1D04	Permit Printing Option DM525,DM575,DM925,DM1100	95/month	95/month	0%	\$0	\$0	\$0	\$0
Electronic Return Receipt (requires addition of confirmation services)-Monthly Intellilink Subscription								
1D00	DM525-DM575 Series	\$25	\$25.00	0%	\$0	\$0	\$0	\$0
1D00	DM825-DM1100 Series	\$45	\$45.00	0%	\$0	\$0	\$0	\$0
Mail Openers								
1225	Mail Opener	\$2,715	\$1,629.00	40%	\$163	\$17	\$0	\$0

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ITEM	Description	2009 Com'l List Price	2009 WCSA Price	2009 Discount %	2009 Annual EMA Yr 2-5	2009 Leased EMA Monthly Yr 2-5	2009 Annual SMA Yr 2-5	2009 Leased SMA Monthly Yr 2-5
Arrival								
T5XE	Arrival XE Software standard Edition INCLUDES: T5F4 Screen Builder, 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	\$4,531.00	16%	\$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 Mlcrosoft SQL Server DBMS licenses for 5 users, See Arrival Client	\$13,750	\$11,550.00	16%	\$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)	\$500	\$255.00	49%	\$0	\$0	\$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	\$252.00	16%	\$0	\$0	\$0	\$0
T5R0	Arrival Customer Loyalty Package Existing Leasing Cutomers only-Includes Arrival XE Software (T5XE) Celeron PC AND Monitor.	\$5,395	\$4,531.80	16%	\$342	\$34	\$305	\$29
T5P7	LobbyTrac Workstation - 2 Ghz Celeron PC Package for Windows XP	\$4,595	\$3,859.80	16%	\$617	\$61	\$0	\$0
Computers								
T5P3	1.8Ghz Celeron PC Package for Windows 2000	\$2,195	\$1,843.80	16%	\$342	\$34	\$0	\$0
T5P4	2.26Ghz Pentium 4 PC Package for Windows 2000	\$2,795	\$2,347.80	16%	\$342	\$34	\$0	\$0
Monitor								
T885022	Compaq 15" Flap Panel Display	\$199	\$167.00	0%	\$0	\$0	\$0	\$0
T885035	Compaq 17 inch Flat Panel Display	\$699	\$587.16	16%	\$0	\$0	\$0	\$0
Arrival Law Enforcement Options								
T5LE	Arrival Law Enforcement - Software Only	\$3,450	\$2,899.00	16%	\$0	\$0	\$305	\$29
T5LP	Arrival Law Enforcement Peripheral Package. Incl Software, J781 Scanner, J620 Graphis Printer, Counter Signature Pad	\$6,495	\$5,455.80	16%	\$301	\$30	\$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	\$7,138.00	16%	\$643	\$64	\$305	\$29
T52C	Arrival Law Enforcement Client Server Edition - 5 Users	\$11,000	\$9,240.00	16%	\$0	\$0	\$1,133	\$104
T52D	Arrival Law Enforcement Client Server Edition - 10+ Users	\$17,000	\$14,280.00	16%	\$0	\$0	\$1,648	\$151
Lobbytrac Software								
T5L1	LobbyTrac Turnkey Package	\$7,395	\$6,211.80	16%	\$342	\$34	\$412	\$38
T5L3	LobbyTrac Software Only	\$2,825	\$2,373.00	16%	\$0	\$0	\$412	\$38
Software only systems								
T52P	Special: Arrival client Server 5 Client System	\$10,400	\$8,736.00	16%	\$0	\$0	\$1,133	\$104
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	\$63.00	16%	\$0	\$0	\$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	\$1,008.00	16%	\$0	\$0	\$0	\$0
T5MS	Arrival C/S Multi-Site Identification. Must order 1 per remote site	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
Optional Software Features								
T5F2	Background Import feature	\$750	\$630.00	16%	\$0	\$0	\$0	\$0
T5F3	File link / scan link / global update	\$750	\$630.00	16%	\$0	\$0	\$0	\$0
T5F8	ODBC Integration	\$1,995	\$1,675.80	16%	\$0	\$0	\$0	\$0
T5FB	Scale Interface Feature	\$750	\$630.00	16%	\$0	\$0	\$0	\$0
T5FE	Printer Interface (Must be ordered with T538 printer)	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
T5FF	Imaging Feature	\$1,250	\$1,050.00	16%	\$0	\$0	\$0	\$0
T5FM	Manifest Module (Can only be used with J580/J581 Scanner)	\$1,195	\$1,003.80	16%	\$0	\$0	\$0	\$0
T5VT	Visitor Tracking Feature	\$750	\$630.00	16%	\$0	\$0	\$0	\$0

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T2SL	Site License for DESKTOP EXPRESS PLUS	\$1,650	\$1,386.00	16%	\$0	\$0	\$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	\$2,515.80	16%	\$0	\$0	\$0	\$0
T5FG	Route Activity Logging Feature	\$1,250	\$1,050.00	16%	\$0	\$0	\$0	\$0
T5PR	MAIL CTR PRODUCTIVITY REP	\$795	\$667.80	16%	\$0	\$0	\$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 needed	\$500	\$420.00	16%	\$0	\$0	\$0	\$0
T5F1	NetQuery Option (Must order (1) T5NL beyond number of processing stations for NetQuery)	\$1,500	\$1,260.00	16%	\$0	\$0	\$0	\$0
J796029	Factory Installed PCI Client Network Card - COAX CABLE	\$300	\$252.00	16%	\$0	\$0	\$0	\$0
J796027	Field Installable PCI Client Network Card - COAX CABLE ONLY	\$300	\$252.00	16%	\$0	\$0	\$0	\$0
Printers								
T531	J583 High Speed Thermal 4" Laser Printer	\$2,195	\$1,843.80	16%	\$0	\$0	\$0	\$0
T534	J624 Laser Printer	\$695	\$583.80	16%	\$118	\$12	\$0	\$0
T536	J644 4" Label Printer	\$995	\$835.80	16%	\$162	\$16	\$0	\$0
T544	2" Graphis Printer	\$395	\$331.80	16%	\$56	\$6	\$0	\$0
T896001	External USB Adapter	\$275	\$231.00	16%	\$0	\$0	\$0	\$0
TS47	LobbyTrac Color Badge Printer	\$159	\$133.56	16%	\$0	\$0	\$0	\$0
Scales								
T310	JN75 100 lb. TableTop Scale	\$1,195	\$1,003.80	16%	\$162	\$16	\$0	\$0
T312	JN64 150 lb. RollerTop Scale	\$1,695	\$1,423.80	16%	\$226	\$23	\$0	\$0
T313	JN67 149 lb. RollerTop Scale (California Only)	\$1,695	\$1,423.80	16%	\$230	\$23	\$0	\$0
Portable Data Terminals								
T538	Arrival Belt Printer	\$1,385	\$1,088.00	21%	\$124	\$13	\$0	\$0
T790002	Four Bay Cradle Kit for T741 Tracking Assistant	\$995	\$835.80	16%	\$0	\$0	\$0	\$0
T790004	Single Bay Cradle Kit for T741 Tracking Assistant	\$475	\$399.00	16%	\$0	\$0	\$0	\$0
T5WC	Wireless Connect for Tracking Assistant Plus Win Mobile	\$300	\$252.00	16%	\$0	\$0	\$0	\$0
J540	Counter Signature Pad (direct computer serial attachment)	\$1,995	\$1,675.80	16%	\$0	\$0	\$0	\$0
J542	Counter Signature Pad	\$1,995	\$1,675.80	16%	\$0	\$0	\$0	\$0
J596025	Wireless Access Point (for use with J595 TA)	\$1,395	\$1,171.80	16%	\$0	\$0	\$0	\$0
J596035	Four Bay Ethernet Cradle for J594 Tracking Assistant	\$995	\$835.80	16%	\$0	\$0	\$0	\$0
J596021	Single Bay USB/Serial Cradle for J594 Tracking Assistant	\$475	\$399.00	16%	\$0	\$0	\$0	\$0
J596023	4 Slot Battery Charger for Tracking Assistant Plus	\$1,425	\$1,197.00	16%	\$0	\$0	\$0	\$0
J596024	Battery Adaptors (Kit of 2) for J592/J595 TA Plus	\$350	\$233.00	33%	\$0	\$0	\$0	\$0
Tracking Assistants								
J594	Tracking Assistant Plus WinCE5.0 Device	\$2,495	\$1,895.00	32%	\$339	\$34	\$0	\$0
T741	Tracking Assistant Plus Win Mobile	\$3,495	\$2,545.00	27%	\$339	\$34	\$0	\$0
T790003	Tracking Assistant Plus Win Mobile Battery Adapter	\$350	\$294.00	16%	\$0	\$0	\$0	\$0
T590009	4 Bay EtherNet Docking Cradle (for use with multiple J580's or J582s and Network Sync)	\$995	\$835.00	16%	\$0	\$0	\$0	\$0
T530	J776 Non Contact keyboard wedge scanner	\$1,495	\$1,255.80	16%	\$219	\$22	\$0	\$0
T539	Arrival Cordless Scanner	\$2,295	\$1,927.80	16%	\$291	\$29	\$0	\$0
T542	J774 Scanner	\$2,400	\$2,016.00	16%	\$219	\$22	\$0	\$0
T543	Arrival Web Cam (718-5)	\$245	\$205.80	16%	\$0	\$0	\$0	\$0
J796025	Scanner Stand	\$144	\$120.96	16%	\$0	\$0	\$0	\$0
System Accessories								
TS10	Power Gummed Tape Disp	\$895	\$751.80	16%	\$0	\$0	\$0	\$0
TS11	Manual Gummed Tape Disp	\$350	\$294.00	16%	\$0	\$0	\$0	\$0
TS14	J693 4" Continuous Labels Supply Case	\$260	\$218.40	16%	\$0	\$0	\$0	\$0
TS30	J693 4" Continuous Thermal Direct Labels Supply Case	\$240	\$201.60	16%	\$0	\$0	\$0	\$0
TS31	J645 Continuous Thermal Direct Labels Supply Case	\$140	\$117.60	16%	\$0	\$0	\$0	\$0
TS32	J692 Continuous Thermal Direct Labels Supply Case	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
TS33	J530 2" Continuous Thermal Direct Labels Supply Case	\$73	\$61.32	16%	\$0	\$0	\$0	\$0
TS35	J530 Spare Battery	\$88	\$73.00	17%	\$0	\$0	\$0	\$0
TS36	J530 Soft Carry Case	\$77	\$64.00	17%	\$0	\$0	\$0	\$0
TS37	J530 Belt - Soft Carry Case	\$9	\$7.00	22%	\$0	\$0	\$0	\$0
TS40	928-7 Multi Function Badges for Ink Jet Printers and LobbyTrac	\$70	\$58.00	17%	\$0	\$0	\$0	\$0

WCSA Pricebook - Effective 10/23/08

ITEM	Description	2009 Com'l List Price	2009 WCSA Price	2009 Discount %	2009 Annual EMA Yr 2-5	2009 Leased EMA Monthly Yr 2-5	2009 Annual SMA Yr 2-5	2009 Leased SMA Monthly Yr 2-5
TS41	928-8 J620 Adhesive Badge Stock, 2x4 badge 750 badges per box	\$70	\$58.00	17%	\$0	\$0	\$0	\$0
TS42	928-9 J620 Non-Adhesive Badge Stock 2x4 badge 750 per box	\$69	\$57.00	17%	\$0	\$0	\$0	\$0
TS44	718-9 1 Day Self Expiring Security Stickers, 300 per box	\$109	\$91.00	17%	\$0	\$0	\$0	\$0
TS55	BELT CLIP REPLACEMENT	\$20	\$16.80	16%	\$0	\$0	\$0	\$0
TS56	BATTERY REPLACEMENT	\$125	\$105.00	16%	\$0	\$0	\$0	\$0
TS57	SCREEN PROTECTOR REPLACE	\$35	\$29.40	16%	\$0	\$0	\$0	\$0
TS58	HOLSTER/STRAP FOR T/A	\$72	\$60.48	16%	\$0	\$0	\$0	\$0
TS22	Anti Fatigue/Anti Static Mat 3x5	\$140	\$117.60	16%	\$0	\$0	\$0	\$0
TS23	Data Vac	\$83	\$69.00	17%	\$0	\$0	\$0	\$0
TS34	J779 Spare Battery	\$113	\$94.92	16%	\$0	\$0	\$0	\$0
TS39	J779 Holster	\$90	\$75.00	17%	\$0	\$0	\$0	\$0
Installation Projects								
T6P0	INSTALLATION PROJECT	\$700	\$588.00	16%	\$0	\$0	\$0	\$0
T6P1	install. Project incl basic install and config of software system and hardware plus integration and configuration as defined in the Statement of Work. Up to One Day	\$1,400	\$1,176.00	16%	\$0	\$0	\$0	\$0
T6P2	Same as T6P1 but Up to 2 Days	\$2,800	\$2,352.00	16%	\$0	\$0	\$0	\$0
T6P3	Same as T6P1 but Up to 4 Days	\$5,600	\$4,704.00	16%	\$0	\$0	\$0	\$0
T6P4	Same as T6P1 but Up to 6 Days	\$8,400	\$7,056.00	16%	\$0	\$0	\$0	\$0
T6P5	Same as T6P1 but Up to 8 Days	\$11,200	\$9,408.00	16%	\$0	\$0	\$0	\$0
T6P6	Same as T6P1 but Up to 12 Days	\$16,800	\$14,112.00	16%	\$0	\$0	\$0	\$0
T6P7	Same as T6P1 but Up to 16 Days	\$22,400	\$18,816.00	16%	\$0	\$0	\$0	\$0
T6P8	Same as T6P1 but Up to 28 Days	\$39,200	\$32,928.00	16%	\$0	\$0	\$0	\$0
T6P9	Same as T6P1 but Up to 40 Days	\$56,000	\$47,040.00	16%	\$0	\$0	\$0	\$0
Professional Services								
T513	Install Software on Customers PC. Req if installing ARRIVAL on cust provided PC. Include one charge per PC.	\$145	\$121.80	16%	\$0	\$0	\$0	\$0
T514	Additional Basic Operator Training - 4 hours on site. Order if needed for additional trainee's or special application.	\$525	\$441.00	16%	\$0	\$0	\$0	\$0
T515	PROFESSIONAL SERVICES	\$525	\$441.00	16%	\$0	\$0	\$0	\$0
T516	Special Services	\$1,000	\$840.00	16%	\$0	\$0	\$0	\$0
T517	Consulting Services	\$1,000	\$840.00	16%	\$0	\$0	\$0	\$0
T537	Arrival Live Application Support	\$525	\$441.00	16%	\$0	\$0	\$0	\$0
Project Management								
T5M1	Arrival Project Management	\$1,400	\$1,176.00	16%	\$0	\$0	\$0	\$0
T5M2	Arrival Project Management	\$2,800	\$2,352.00	16%	\$0	\$0	\$0	\$0
T5M3	Arrival Project Management	\$5,600	\$4,704.00	16%	\$0	\$0	\$0	\$0
T5M5	Arrival Project Management	\$11,200	\$9,408.00	16%	\$0	\$0	\$0	\$0
T5M6	Arrival Project Management	\$16,800	\$14,112.00	16%	\$0	\$0	\$0	\$0
T5M7	Arrival Project Management	\$22,400	\$18,816.00	16%	\$0	\$0	\$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	\$2,295	\$1,865.00	19%	\$0	\$0	\$0	\$0
T54B	Arrival Express Plus Basics Package Includes Arrival Express PLUS Software J583 PDT Tracking Assistant and minimum professional services	\$4,995	\$4,195.80	16%	\$339	\$34	\$0	\$0
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.	\$8,495	\$1,865.00	78%	\$900	\$89	\$0	\$0
T54D	Arrival Express Plus Basics w/ J583 Tracking Assistant and J782	\$6,295	\$1,865.00	70%	\$558	\$56	\$0	\$0
T540	Arrival Express Software	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
Express Peripheral Options								
T534	J624 Laser printer	\$695	\$583.80	16%	\$118	\$12	\$0	\$0
T536	J645 4" Label Printer	\$995	\$835.80	16%	\$162	\$16	\$0	\$0
J540	Counter Signature Pad (direct computer serial attachment)	\$1,995	\$1,675.80	16%	\$0	\$0	\$0	\$0
Express Optional Software Features								
T5EN	Email Notification	\$750	\$630.00	16%	\$0	\$0	\$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	\$441.00	16%	\$0	\$0	\$0	\$0
T513	Install Software on Customers PC. Req if installing ARRIVAL on cust provided PC. Include one charge per PC.	\$145	\$121.80	16%	\$0	\$0	\$0	\$0

WSCA Pricebook - Effective 10/23/08

ITEM	Description	2009 Com'l List Price	2009 WSCA Price	2009 Discount %	2009 Annual EMA Yr 2-5	2009 Leased EMA Monthly Yr 2-5	2009 Annual SMA Yr 2-5	2009 Leased SMA Monthly Yr 2-5
Ascent								
T2SL	Site license for Desktop Express Plus	\$1,650	\$1,402.00	15%	\$0	\$0	\$0	\$0
Ascent Software Only Systems								
T2B3	PM300 STARTER PKG	\$5,995	\$4,028.00	33%	\$324	\$32	\$680	\$64
T2P3	Ascent PM300 - 3 Carrier Solution	\$4,995	\$3,356.00	33%	\$0	\$0	\$680	\$64
T2P4	Ascent PM400 - 4 Carrier Solution	\$6,195	\$4,196.00	32%	\$0	\$0	\$680	\$64
T2PP	Package Manager Plus	\$7,395	\$4,952.00	33%	\$0	\$0	\$1,111	\$94
T2PX	Ascent PM1000 - All Carrier Solutin & Integration	\$12,495	\$8,396.00	33%	\$0	\$0	\$1,270	\$119
T2P1	Ascent PM 100-USPS ONLY	\$4,195	\$2,683.80	36%	\$0	\$0	\$275	\$25
T2PT	PM100 POST MGR W/PC/PRTR	\$10,295	\$6,930.00	33%	\$460	\$46	\$275	\$25
T2R0	Ascent PM300 - Customer Loyalty License	\$4,995	\$3,395.00	32%	\$342	\$34	\$680	\$64
T2R1	Ascent PM400 - Customer Loyalty License	\$6,195	\$4,196.00	32%	\$342	\$34	\$680	\$64
T2R2	Ascent PM500 - Customer Loyalty License	\$8,695	\$5,876.00	32%	\$342	\$34	\$1,004	\$94
T2R3	Ascent PM1000 - Customer Loyalty License	\$12,395	\$8,396.00	32%	\$342	\$34	\$1,377	\$119
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)	\$9,995	\$6,678.00	33%	\$504	\$50	\$680	\$64
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)	\$11,495	\$7,770.00	32%	\$784	\$78	\$680	\$64
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	\$0.00	0%	\$0	\$0	\$0	\$0
T216	USPS International Raate Bundle	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
T217	USPS Automation/Non=Automation Rate Bundle	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
T209	USPS Standard A Bulk Manifesting	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
T218	USPS Mixed Mail Manifest	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
T265	USPS Standard A Non-Profit Service	\$0	\$0.00	0%	\$0	\$0	\$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	\$210.00	16%	\$0	\$0	\$0	\$0
T280	USPS Manifesting Drop Shipment Points (Manifest Customer)-Charge for each point. include origin ZIP Code for each point with order, maximum of 28	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
T245	USPS 4th Class DBMC Manifesting (required for T218)	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
T271	USPS International Manifesting	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
T2MM	USPS EXPRESS MAIL MFST	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
T242	USPS ZIP TO ZONE	\$0	\$0.00	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	\$0.00	0%	\$0	\$0	\$0	\$0
T221	Fedex Ground Multi-Weight	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
T243	Fedex Ground Zip to Zone	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
T289	FEDEX OS SERVER DROP SHIP	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
UPS								
T211	UPS Hundredweight Rate Bundle	\$0	\$0.00	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	\$210.00	16%	\$0	\$0	\$0	\$0
T214	UPS Contract Rates	\$1,000	\$840.00	16%	\$0	\$0	\$0	\$0
DHL								
T291	DHL Plus Drop Ships (up to 28 allowed)	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
T293	DHL MIGRATION SW	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
DHL/AIRBORNE Combined								
T2DH	DHL/Airborne Legacy module	\$0	\$0.00	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	\$750	\$425.00	43%	\$0	\$0	\$0	\$0
Software Upgrade Options								
T1PC	Plus Carrier Enabler - Upgrade to Ascent MC	\$4,600	\$3,864.00	16%	\$0	\$0	\$0	\$0
T1NT	Integration Enabler - Upgrade to PB1000	\$3,000	\$2,520.00	16%	\$0	\$0	\$0	\$0
Software Integration Options								

WSCA Pricebook - Effective 10/23/08

ITEM	Description	2009 Com'l List Price	2009 WSCA Price	2009 Discount %	2009 Annual EMA Yr 2-5	2009 Leased EMA Monthly Yr 2-5	2009 Annual SMA Yr 2-5	2009 Leased SMA Monthly Yr 2-5
T116	DDX Link (Display Data Exchange) Your order must include one of the appropriate Installation Projects (T4P1-9)	\$1,995	\$1,676.00	16%	\$0	\$0	\$0	\$0
T118	ODBC Link (Open Database Connection). Your order must include one of the appropriate Installation Projects (T4P1-9)	\$1,295	\$1,088.00	16%	\$0	\$0	\$0	\$0
Optional Software Features								
T2CM	Certified Mail Label Feature - Sale Only - Requires Dedicated 1EG3 or J645 (Certified Mail Subscription - Lease Customers @ \$29/month - PCN T2CS)	\$895	\$420.00	53%	\$0	\$0	\$0	\$0
T2AC	STREETSMART ADDR CLEANSNG	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
T2AF	RDI Feature	\$795	\$668.00	16%	\$0	\$0	\$0	\$0
J796038	Postage Meter Interface Kit	\$695	\$583.80	16%	\$0	\$0	\$0	\$0
T101	Additional Carrier Log-1 (3 included) - maximum of 20	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
T102	Additional Custom Programmable Carrier- 1 (3 included) - maximum of 20	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
T103	LTL Customer Programmable Carrier - Order as many as needed up to 20 Max. EACH	\$350	\$294.00	16%	\$0	\$0	\$0	\$0
T104	HazMat	\$950	\$798.00	16%	\$0	\$0	\$0	\$0
T105	Differential Weighing (Offweight) can be used for all carriers. Not available with T312 - 200 lb scale.	\$500	\$420.00	16%	\$0	\$0	\$0	\$0
T2EM	E-Mail Notification	\$750	\$630.00	16%	\$0	\$0	\$0	\$0
T113	NETQUERY#INQUIRY/RATE SHO	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
T196027	ASCENT SOFTWARE METER INT	\$295	\$247.80	16%	\$0	\$0	\$0	\$0
T2EU	E-RETURN RECEIPT	\$1,895	\$1,591.80	16%	\$0	\$0	\$0	\$0
Installation Projects								
T4P0	Installation Project	\$700	\$588.00	16%	\$0	\$0	\$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	\$1,176.00	16%	\$0	\$0	\$0	\$0
T4P2	Includes - Install and configure all PB hardware, basic system configuration, totaling up to 2 days on-site installation service.	\$2,800	\$2,352.00	16%	\$0	\$0	\$0	\$0
T4P3	Includes - Install and configure all PB hardware, basic system configuration, totaling up to 4 days on-site installation service.	\$5,600	\$4,707.00	16%	\$0	\$0	\$0	\$0
T4P4	Includes - Install and configure all PB hardware, basic system configuration, totaling up to 6 days on-site installation service.	\$8,400	\$7,056.00	16%	\$0	\$0	\$0	\$0
T4P6	Includes - Install and configure all PB hardware, basic system configuration, totaling up to 8 days on-site installation service.	\$11,200	\$9,408.00	16%	\$0	\$0	\$0	\$0
T4P6	Includes - Install and configure all PB hardware, basic system configuration, totaling up to 12 days on-site installation service.	\$16,800	\$14,112.00	16%	\$0	\$0	\$0	\$0
T4P7	Includes - Install and configure all PB hardware, basic system configuration, totaling up to 16 days on-site installation service.	\$22,400	\$18,816.00	16%	\$0	\$0	\$0	\$0
T4P8	Includes - Install and configure all PB hardware, basic system configuration, totaling up to 28 days on-site installation service.	\$39,200	\$32,928.00	16%	\$0	\$0	\$0	\$0
T4P9	Includes - Install and configure all PB hardware, basic system configuration, totaling up to 40 days on-site installation service.	\$56,000	\$47,040.00	16%	\$0	\$0	\$0	\$0
Project Management								
T4M1	Ascent Project Management	\$1,400	\$1,176.00	16%	\$0	\$0	\$0	\$0
T4M2	Ascent Project Management	\$2,800	\$2,352.00	16%	\$0	\$0	\$0	\$0
T4M3	Ascent Project Management	\$5,600	\$4,704.00	16%	\$0	\$0	\$0	\$0
T4M5	Ascent Project Management	\$11,200	\$9,408.00	16%	\$0	\$0	\$0	\$0
T4M6	Ascent Project Management	\$16,800	\$14,112.00	16%	\$0	\$0	\$0	\$0
T4M7	Ascent Project Management	\$22,400	\$18,816.00	16%	\$0	\$0	\$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	\$121.80	16%	\$0	\$0	\$0	\$0
T414	Basic Operator Training - 4 hours On-Site	\$525	\$441.00	16%	\$0	\$0	\$0	\$0
T415	Advanced Operator Training - 4 hours On-Site	\$525	\$441.00	16%	\$0	\$0	\$0	\$0
T427	Consulting Services (Per Day Charge)	\$1,000	\$840.00	16%	\$0	\$0	\$0	\$0
T430	Special Services	\$1,000	\$840.00	16%	\$0	\$0	\$0	\$0
T437	Ascent Live Application Support	\$525	\$441.00	16%	\$0	\$0	\$0	\$0
T434	Integration Client Billing	\$2,600	\$2,210.00	15%	\$0	\$0	\$0	\$0
Computers								
T124	2.26Ghz Pentium 4 PC Package for Windows 2000	\$2,795	\$2,347.80	16%	\$342	\$34	\$0	\$0
T125	1.8Ghz Celeron PC Package for Windows 2000	\$2,195	\$1,843.80	16%	\$342	\$34	\$0	\$0
Monitors								
T885022	Compaq 15" Flap Panel Display	\$199	\$167.00	0%	\$0	\$0	\$0	\$0

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ITEM	Description	2009 Com'l List Price	2009 WSCA Price	2009 Discount %	2009 Annual EMA Yr 2-5	2009 Leased EMA Monthly Yr 2-5	2009 Annual SMA Yr 2-5	2009 Leased SMA Monthly Yr 2-5
T885035	Compaq 17 inch Flat Panel Display	\$699	\$587.16	16%	\$0	\$0	\$0	\$0
Scales								
T310	JN75 100 lb. TableTop Scale	\$1,195	\$1,003.80	16%	\$162	\$16	\$0	\$0
T312	JN64 150 lb. RollerTop Scale	\$1,695	\$1,423.80	16%	\$226	\$23	\$0	\$0
T313	JN67 149 lb. RollerTop Scale (California Only)	\$1,695	\$1,423.80	16%	\$230	\$23	\$0	\$0
Printers								
T316	J676 Forms Printer (Airbill, COD, HazMat)	\$1,195	\$1,003.80	16%	\$163	\$17	\$0	\$0
T319	J692 4" Adhesive Label Printer	\$2,195	\$1,843.80	16%	\$278	\$28	\$0	\$0
T321	J624 Laser Printer	\$695	\$583.80	16%	\$118	\$12	\$0	\$0
T322	J645 4" Label Printer	\$995	\$835.80	16%	\$162	\$16	\$0	\$0
Bar Code Scanners								
T320	J776 Non-Contact Programmable Wedge Scanner	\$1,495	\$1,255.80	16%	\$219	\$22	\$0	\$0
T330	ShipRequest Software, Two Dimensional Scanner & Scan Link	\$1,750	\$1,470.00	16%	\$244	\$25	\$0	\$0
T331	ShipRequest Software, Two Dimensional Scanner	\$1,750	\$1,470.00	16%	\$244	\$25	\$0	\$0
T332	J775 Two Dimensional Scanner	\$2,400	\$2,016.00	16%	\$244	\$25	\$0	\$0
T339	Ascent Cordless Scanner	\$2,295	\$1,927.80	16%	\$291	\$29	\$0	\$0
T196003	ShipRequest Multi-Pack (5 CD's)	\$125	\$105.00	16%	\$0	\$0	\$0	\$0
Printer Supplies								
TS14	J693 4" continuous labels	\$260	\$218.40	16%	\$0	\$0	\$0	\$0
TS30	J693 4" Continuous Thermal Direct Labels Supply Case	\$240	\$201.60	16%	\$0	\$0	\$0	\$0
TS31	J645 Continuous Thermal Direct Labels Supply Case	\$140	\$117.60	16%	\$0	\$0	\$0	\$0
TS32	J692 Continuous Thermal Direct Labels Supply Case	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
Accessories								
TS22	Anti Fatigue/Anti Static Mat 3x5	\$140	\$117.60	16%	\$0	\$0	\$0	\$0
TS23	Data Vac	\$83	\$69.00	17%	\$0	\$0	\$0	\$0
TS34	J779 Spare Battery	\$113	\$94.92	16%	\$0	\$0	\$0	\$0
TS39	J779 Holster	\$90	\$75.00	17%	\$0	\$0	\$0	\$0
Miscellaneous								
J796029	Factory Installed PCI Client Network Card - COAX CABLE	\$300	\$252.00	16%	\$0	\$0	\$0	\$0
J796027	Field Installable PCI Client Network Card - COAX CABLE ONLY	\$300	\$252.00	16%	\$0	\$0	\$0	\$0
J796025	Scanner Stand	\$144	\$120.96	16%	\$0	\$0	\$0	\$0
T896001	128M DIMM Memory Upgrade Kit	\$275	\$231.00	16%	\$0	\$0	\$0	\$0
T896006	32 MB SDRAM	\$175	\$147.00	16%	\$0	\$0	\$0	\$0
JN96002	Base Mount Display Kit for JN75 Scale	\$160	\$134.40	16%	\$0	\$0	\$0	\$0
JB96002	Base Mount Display Kit for JB64 and JB67 Scales	\$160	\$134.40	16%	\$0	\$0	\$0	\$0
VS96030	METER INTERFACE EXPANSION	\$200	\$168.00	16%	\$0	\$0	\$0	\$0
Accounting System								
DM Series Interface								
Z5DF	DM Series AccuTrac Interface HTv3.0 and above	\$695	\$583.80	16%	\$0	\$0	\$0	\$0
Z5DE	DM Series AccuTrac Interface HTv2.0 and below	\$1,365	\$1,146.60	16%	\$0	\$0	\$0	\$0
Budget Manager								
1FA4	Budget Manager / Department Manager Accounting Package (500 accounts)	\$2,495	\$2,095.00	16%	\$0	\$0	\$0	\$0
1FA5	Budget Manager / Cost Management Package (1500 accounts)	\$2,995	\$2,516.00	16%	\$0	\$0	\$0	\$0
1FA7/1D00	Intelliview Subscription	\$395	\$331.00	16%	\$0	\$0	\$0	\$0
Business Manager								
Core Solution								
BM50	Business Manager Host Workstation	\$17,395	\$14,611.80	16%	\$360	\$36	\$1,100	\$172
BM5G	Government Package - Includes Host Package and High Volume Report Printer	\$18,520	\$15,556.80	16%	\$360	\$36	\$1,100	\$172
Site Options								
BMAS	Package Manager Interface to Business Manager	\$695	\$583.80	16%	\$0	\$0	\$0	\$0
1FAH	Intellilink Software Feature Code	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
Administrative Options								
BM52	Business Manager Remote Workstation	\$5,895	\$4,951.80	16%	\$360	\$36	\$700	\$133
BM60	Business Manager Administrative Workstation	\$3,250	\$2,730.00	16%	\$360	\$36	\$190	\$18
General Options								
BM43	High Volume Laser Printer	\$1,360	\$1,142.40	16%	\$191	\$19	\$0	\$0
BM42	Barcode Scanner for PC Data Collector	\$1,495	\$1,255.80	16%	\$357	\$36	\$0	\$0
BM44	Barcode Scanner for Budget Manager and Business Manager	\$1,495	\$1,255.80	16%	\$290	\$29	\$0	\$0
BM41	Receipt Printer	\$1,045	\$877.80	16%	\$162	\$16	\$0	\$0
BMA1	Crystal Reporting (Latest Retail Version)	\$199	\$167.16	16%	\$0	\$0	\$0	\$0
BM45	Monitor Stand	\$450	\$378.00	16%	\$0	\$0	\$0	\$0
Funds Management								
Z6FM	Funds Mgmt Feature Enabled (Master and Client Host)	\$1,195	\$1,003.00	16%	\$0	\$0	\$0	\$0
Other Options								
BMSW	Upgrade to Business Manager SQL Edition	\$4,255	\$3,574.20	16%	\$0	\$0	\$0	\$0
BMSU	Upgrade to SQL Editions for Current Customers	\$4,895	\$4,111.80	16%	\$0	\$0	\$0	\$0
New Business Manage to DM Infinity								

WSCA Pricebook - Effective 10/23/08

ITEM	Description	2009 Com'l List Price	2009 WSCA Price	2009 Discount %	2009 Annual EMA Yr 2-5	2009 Leased EMA Monthly Yr 2-5	2009 Annual SMA Yr 2-5	2009 Leased SMA Monthly Yr 2-5
BM46	Infinity Interface Includes Data Collector	\$4,995	\$4,195.80	16%	\$261	\$26	\$190	\$18
Current Business Managers to DM Infinity								
BM47	New Infinity and Data Collection	\$4,995	\$4,195.80	16%	\$748	\$75	\$0	\$0
BM65	6500 Upgrade to Infinity	\$895	\$751.80	16%	\$0	\$0	\$0	\$0
SIP/SOW Required Options								
Z690000	Ethernet 4 Port Hub	\$265	\$222.60	16%	\$0	\$0	\$0	\$0
Z690001	Ethernet 16 Port Hub	\$625	\$525.00	16%	\$0	\$0	\$0	\$0
Z690003	Ethernet Cable 14 Ft	\$45	\$37.00	18%	\$0	\$0	\$0	\$0
Z690004	Ethernet Cable 25 Ft	\$45	\$37.00	18%	\$0	\$0	\$0	\$0
Z690005	Ethernet Cable 100 Ft	\$205	\$172.20	16%	\$0	\$0	\$0	\$0
Z690006	Ethernet Cable 250 Ft	\$310	\$260.40	16%	\$0	\$0	\$0	\$0
Z690010	Kit, Data Coll to A900/6500 meter (Echoplax)	\$310	\$260.40	16%	\$0	\$0	\$0	\$0
Z690011	Kit, Data Coll to B900 meter	\$310	\$260.40	16%	\$0	\$0	\$0	\$0
Z690012	Kit, Data Coll to Galaxy meter	\$310	\$260.40	16%	\$0	\$0	\$0	\$0
Z690014	Kit, Data Coll to Integra scale	\$105	\$88.20	16%	\$0	\$0	\$0	\$0
Z690017	Kit, J050 Business Manager Extension cable	\$105	\$88.20	16%	\$0	\$0	\$0	\$0
Professional Services								
BMH1	Business Manager Operator Training - up to 4 hours	\$520	\$436.80	16%	\$0	\$0	\$0	\$0
BMH2	Accutrac HT Data Migration Services	\$520	\$436.80	16%	\$0	\$0	\$0	\$0
BMH3	Business Manager Data Conversion Services	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
MFP1	Dedicated Installation Support - Level 1	\$1,400	\$1,176.00	16%	\$0	\$0	\$0	\$0
MFP2	Dedicated Installation Support - Level 2	\$2,800	\$2,352.00	16%	\$0	\$0	\$0	\$0
MFP3	Dedicated Installation Support - Level 3	\$5,600	\$4,704.00	16%	\$0	\$0	\$0	\$0
MFP4	Dedicated Installation Support - Level 4	\$8,400	\$7,056.00	16%	\$0	\$0	\$0	\$0
MFP5	Dedicated Installation Support - Level 5	\$11,200	\$9,408.00	16%	\$0	\$0	\$0	\$0
MFP6	Dedicated Installation Support - Level 6	\$16,800	\$14,112.00	16%	\$0	\$0	\$0	\$0
MFP7	Dedicated Installation Support - Level 7	\$22,400	\$18,816.00	16%	\$0	\$0	\$0	\$0
MFP8	Dedicated Installation Support - Level 8	\$33,222	\$27,906.48	16%	\$0	\$0	\$0	\$0
BMP0	Business Manager Project Management	\$700	\$588.00	16%	\$0	\$0	\$0	\$0
BMP1	Business Manager Project Management - Level 1	\$1,400	\$1,176.00	16%	\$0	\$0	\$0	\$0
BMP2	Business Manager Project Management - Level 2	\$2,800	\$2,352.00	16%	\$0	\$0	\$0	\$0
BMP3	Business Manager Project Management - Level 3	\$5,600	\$4,704.00	16%	\$0	\$0	\$0	\$0
BMP4	Business Manager Project Management - Level 4	\$8,400	\$7,056.00	16%	\$0	\$0	\$0	\$0
BMP5	Business Manager Project Management - Level 5	\$11,200	\$9,408.00	16%	\$0	\$0	\$0	\$0
BMP6	Business Manager Project Management - Level 6	\$16,800	\$14,112.00	16%	\$0	\$0	\$0	\$0
BMP7	Business Manager Project Management - Level 7	\$22,400	\$18,816.00	16%	\$0	\$0	\$0	\$0
BMP8	Business Manager Project Management - Level 8	\$39,200	\$32,728.00	27%	\$0	\$0	\$0	\$0
BMP9	Business Manager Project Management - Level 9	\$56,000	\$47,040.00	16%	\$0	\$0	\$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	\$400	\$280.00	30%	\$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	\$600	\$504.00	16%	\$0	\$0	\$1,585	\$149
VeriMove Net for SmartMailer 7, SmartMailer 7 Premium Edition								
WMP1	VeriMove Net for 36,000 Records Processed	\$324	\$259.00	85%	\$0	\$0	\$0	\$0
WMP2	VeriMove Net for 360,000 Records Processed	\$1,800	\$1,512.00	63%	\$0	\$0	\$0	\$0
WMP3	VeriMove Net for 900,000 Records Processed	\$3,600	\$3,024.00	58%	\$0	\$0	\$0	\$0
Smartmailer 7 Software Options								
WSEL	Enhanced Line of Travel (ELOT)	\$99	\$83.16	16%	\$0	\$0	\$0	\$0
Professional Services - SmartMailer 7 Training for Windows								
WS90	SmartMailer 7 Training	\$865	\$726.60	16%	\$0	\$0	\$0	\$0
WS91	SmartMailer 7 Premium Edition Training	\$995	\$835.80	16%	\$0	\$0	\$0	\$0
WS92	AddressRight Pro Training	\$995	\$835.80	16%	\$0	\$0	\$0	\$0
WS93	Mailing Assistant Customization (up to 4 hr)	\$395	\$331.80	16%	\$0	\$0	\$0	\$0
WS90	Installation of PB Software on Customer's PC or upgrading existing PB system.	\$125	\$105.00	16%	\$0	\$0	\$0	\$0
WSMC	Mail Coach Training up to 8 hours, 1-2 Operators	\$995	\$835.80	16%	\$0	\$0	\$0	\$0
WSM4	SmartMailer 7 and Mail Coach Bundle Training, Four Operators	\$2,980	\$2,086.00	30%	\$0	\$0	\$0	\$0
WSM6	SmartMailer 7 and Mail Coach Bundle Training, Six Operators	\$4,470	\$3,129.00	30%	\$0	\$0	\$0	\$0
AddressRight Pro Software								
WSAX	AddressRight Pro w/Adress Quality Enhancements	\$1,800	\$1,512.00	16%	\$0	\$0	\$3,180	\$299
WSMW	Mixed Weights Feature	\$1,200	\$1,008.00	16%	\$0	\$0	\$1,050	\$99
WSPS	Package Services Feature	\$1,200	\$1,008.00	16%	\$0	\$0	\$1,050	\$99
WSPA	Palletization Feature	\$2,200	\$1,848.00	16%	\$0	\$0	\$1,050	\$99
WSEM	Enhanced Merge/Purge	\$1,200	\$1,008.00	16%	\$0	\$0	\$1,050	\$99
WSGC	Geocodes	\$299	\$251.16	16%	\$0	\$0	\$945	\$89
WSLC	Address Conversion System	\$99	\$83.16	16%	\$0	\$0	\$0	\$0
Additional Licenses								
WSL1	1 User License for SmartMailer	\$995	\$835.00	16%	\$0	\$0	\$0	\$0

WSCA Pricebook - Effective 10/23/08

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Data Mapping & Integrated Services								
WSP0	Data Mapping and Integration - Half Day	\$700	\$588.00	16%	\$0	\$0	\$0	\$0
WSP1	Data Mapping and integration - One Day	\$1,400	\$1,176.00	16%	\$0	\$0	\$0	\$0
WSP2	Data Mapping and integration - Two Days	\$2,800	\$2,352.00	16%	\$0	\$0	\$0	\$0
WSP4	Data Mapping and integration - Four Days	\$5,600	\$4,704.00	16%	\$0	\$0	\$0	\$0
PB First Document Processing Software								
WPB5	PB First Base License (Includes first 5 applications)	\$300	\$252.00	16%	\$0	\$0	\$65	\$6
PB First for Preformatted Documents								
WPD1	Preformatted Document Option	\$1,200	\$1,008.00	16%	\$0	\$0	\$260	\$24
PB First for Document Formatting								
WDF1	Document Formatting Option	\$1,200	\$1,008.00	16%	\$0	\$0	\$260	\$24
WPCP	Advanced Checking Option	\$2,500	\$2,100.00	16%	\$0	\$0	\$175	\$16
WPDF	PDF Extraction Option	\$1,000	\$840.00	16%	\$0	\$0	\$0	\$0
PB First Software Options								
WFSM	SmartMailer Interface Option	\$1,000	\$840.00	16%	\$0	\$0	\$225	\$21
WFFA	Additional Applications	\$275	\$231.00	16%	\$0	\$0	\$65	\$6
PB First Professional Integration Services								
WPF1	Document Processing Professional Services	\$1,400	\$980.00	30%	\$0	\$0	\$0	\$0
WPF2	Document Processing Professional Services	\$2,800	\$1,960.00	30%	\$0	\$0	\$0	\$0
WPF3	Document Processing Professional Services	\$5,600	\$3,920.00	30%	\$0	\$0	\$0	\$0
WPF4	Document Processing Professional Services	\$8,400	\$5,880.00	30%	\$0	\$0	\$0	\$0
WPF5	Document Processing Professional Services	\$11,200	\$7,840.00	30%	\$0	\$0	\$0	\$0
WPF6	Document Processing Professional Services	\$16,800	\$11,760.00	30%	\$0	\$0	\$0	\$0
WPF7	Document Processing Professional Services	\$22,400	\$15,680.00	30%	\$0	\$0	\$0	\$0
WPF8	Document Processing Professional Services	\$39,200	\$27,440.00	30%	\$0	\$0	\$0	\$0
WPF9	Document Processing Professional Services	\$56,000	\$39,200.00	30%	\$0	\$0	\$0	\$0
PB First Project Management Services								
WPR1	Document Processing Project Management	\$1,400	\$1,062.00	24%	\$0	\$0	\$0	\$0
WPR2	Document Processing Project Management	\$2,800	\$2,352.00	16%	\$0	\$0	\$0	\$0
WPR3	Document Processing Project Management	\$5,600	\$4,250.00	24%	\$0	\$0	\$0	\$0
WPR4	Document Processing Project Management	\$8,400	\$6,375.00	24%	\$0	\$0	\$0	\$0
WPR5	Document Processing Project Management	\$11,200	\$8,500.00	24%	\$0	\$0	\$0	\$0
WPR6	Document Processing Project Management	\$16,800	\$12,750.00	24%	\$0	\$0	\$0	\$0
WPR7	Document Processing Project Management	\$22,400	\$17,000.00	24%	\$0	\$0	\$0	\$0
WPR8	Document Processing Project Management	\$39,200	\$29,750.00	24%	\$0	\$0	\$0	\$0
PlanetPress								
WPP1	Printer License (1 Printer)	\$1,750	\$1,470.00	16%	\$0	\$0	\$0	\$0
WPP2	Printer Licenses (2 Printers)	\$2,100	\$1,764.00	16%	\$0	\$0	\$0	\$0
WPP3	PlanetPress Server Light	\$6,250	\$5,250.00	16%	\$0	\$0	\$0	\$0
WPP4	PlanetPress Server Full	\$12,500	\$10,500.00	16%	\$0	\$0	\$0	\$0
PlanetPress Options								
WPP5	PlanetPress Image	\$4,625	\$3,885.00	16%	\$0	\$0	\$0	\$0
New Addressright Printers & Hardware								
DA30	DA30D Envelope Printer	\$4,995	\$3,496.50	30%	\$1,049	\$104	\$0	\$0
WP5A	High Speed Laser Printer	\$7,700	\$6,468.00	16%	\$1,505	\$149	\$0	\$0
WPHH	High Capacity High Speed Laser Printers	\$9,995	\$8,395.80	16%	\$1,505	\$149	\$0	\$0
DA5C	DA50S Envelope Address Printer Black & White	\$7,270	\$5,089.00	30%	\$1,752	\$174	\$0	\$0
DA5S	D55S Envelope Address Printer: Color	\$9,090	\$6,363.00	30%	\$1,849	\$183	\$0	\$0
DA7C	DA70S High Speed Envelope Address Printer Black & White	\$13,905	\$11,680.20	16%	\$1,977	\$196	\$0	\$0
DA7S	DA75S High Speed Envelope Address Printer Color	\$16,045	\$11,231.50	30%	\$2,145	\$213	\$0	\$0
DAST	Addressright Printer Installation and Training	\$199	\$167.16	16%	\$0	\$0	\$0	\$0
DA8N	DA80F High Speed Fixed Head Printer	\$9,411	\$6,157.00	35%	\$903	\$90	\$0	\$0
DA9K	DA95F High Performance Fixed Head Printer with Feed Right Feeder	\$20,325	\$15,955.80	21%	\$2,532	\$251	\$0	\$0
DA9L	DA95F High Performance Fixed Head Printer with Feed Right Feeder, Stacker, Dryer and Stand	\$25,969	\$20,386.80	21%	\$2,890	\$286	\$0	\$0
DA9M	DA95F High Performance Fixed Head Printer with Integrated Stacker	\$23,829	\$20,016.00	16%	\$2,111	\$209	\$0	\$0
DA9N	DA95F High Performance Fixed Head Printer	\$18,185	\$11,896.50	35%	\$1,753	\$174	\$0	\$0
New DA Series Options								
DASC	Integrated Stacker w/Dryer and Stand	\$5,275	\$4,431.00	16%	\$928	\$92	\$0	\$0
W823	FeedRight Feeder for DA950	\$5,995	\$5,035.80	16%	\$779	\$77	\$0	\$0
DA86	High Output Dryer	\$1,725	\$1,449.00	16%	\$139	\$14	\$0	\$0
DA99	Stand for DA980 Stacker	\$825	\$693.00	16%	\$0	\$0	\$0	\$0
DAPT	Advanced AddressRight Printer Training for ALL Printers	\$695	\$583.80	16%	\$0	\$0	\$0	\$0
DA79	High Speed Conveyor Stacker for DA95F	\$3,425	\$2,877.00	16%	\$219	\$22	\$0	\$0
DABA	High Speed Conveyor Stacker for DA80F	\$3,425	\$2,877.00	16%	\$219	\$22	\$0	\$0
Addressright Options & Peripherals								
F790050	Scanner Mounting Kit for High Capacity Sheet Feeder	\$500	\$420.00	16%	\$0	\$0	\$0	\$0
F790052	42" Inch Table Extension	\$500	\$420.00	16%	\$0	\$0	\$0	\$0
W350	Tabber (order W760 if stacker is required)	\$4,100	\$2,870.00	30%	\$587	\$58	\$0	\$0
W764	W760 Stacker and Dryer for W700 and W890	\$2,690	\$1,883.00	30%	\$233	\$24	\$0	\$0
W763	W760 Stacker for W700, W770 (Includes printer interface)	\$1,830	\$1,537.00	16%	\$233	\$24	\$0	\$0

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W760	Stacker for Tabber	\$1,775	\$1,242.50	30%	\$233	\$24	\$0	\$0
W853	Ink Dryer sold with W763 Stacker	\$850	\$602.00	30%	\$84	\$9	\$0	\$0
W624	Laser Tray Tag / Label and Report Printer	\$695	\$583.80	16%	\$118	\$12	\$0	\$0
W709	W709 Envelope Designer "Plus" Software for Windows 98/ME	\$370	\$259.00	30%	\$0	\$0	\$0	\$0
DAPK	Basic Postal Knowledge Training	\$495	\$415.80	16%	\$0	\$0	\$0	\$0
AddressRight PC's								
W406	Compaq 15" Flat Panel	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
Print Services								
F91A	2 User Account	\$500	\$420.00	16%	\$0	\$0	\$530	\$50
Documatch								
WS80	Installation of PB Software on Customer's PC or upgrading existing PB system	\$125	\$105.00	16%	\$0	\$0	\$0	\$0
WSMC	Mail Coach Training up to 8 hours, 1-2 Operators	\$995	\$835.80	16%	\$0	\$0	\$0	\$0
Folders & Inserters								
DI200 OfficeRight Inserting System								
DI23	OfficeRight DI23 3 Station (includes installation and training)	\$5,145	\$4,321.80	16%	\$649	\$65	\$0	\$0
DI22	OfficeRight DI22 2 Station (includes installation and training)	\$3,600	\$3,024.00	16%	\$649	\$65	\$0	\$0
DP19	OfficeRight Second Sheet Feeder	\$1,195	\$1,003.80	16%	\$0	\$0	\$0	\$0
DI380-DI425								
DI4F	3 Station DI425 with OMR	\$16,495	\$13,855.80	16%	\$1,474	\$146	\$0	\$0
DI4G	3 Station DI425 without OMR	\$15,395	\$10,776.50	30%	\$1,474	\$146	\$0	\$0
DI3C	3 Station DI380 with OMR	\$14,845	\$12,469.80	16%	\$1,430	\$142	\$0	\$0
DI3F	1 Station DI380 without OMR	\$7,345	\$6,172.00	16%	\$1,430	\$142	\$0	\$0
DI3G	2 Station DI380 without OMR	\$10,995	\$7,696.50	30%	\$1,430	\$142	\$0	\$0
DI3H	3 Station DI380 without OMR	\$12,620	\$8,834.00	30%	\$1,430	\$142	\$0	\$0
F37S	Enhanced OMR Option for DI380/DI425	\$1,500	\$1,260.00	16%	\$0	\$0	\$0	\$0
F3C1	OMR Operator Training for DI380/DI425 - 1 hour	\$495	\$415.80	16%	\$0	\$0	\$0	\$0
F3C2	Product Application Support Training for DI380/DI425	\$295	\$247.80	16%	\$0	\$0	\$0	\$0
F35B	Operator Training for DI350/DI400 & Classic 3 Series - 1 Hour	\$195	\$163.80	16%	\$0	\$0	\$0	\$0
DITB	Operator Training for DI500/DI600	\$495	\$415.80	16%	\$0	\$0	\$0	\$0
DI500/DI600 FastPac Inserters								
DI64	DI600 4 Station, 2 Sheet Feeders, 2 Insert Feeders	\$19,995	\$16,795.80	16%	\$2,120	\$210	\$0	\$0
DI65	DI600 5 Station, 4 Sheet Feeders, 1 Insert Feeder	\$22,495	\$18,895.80	16%	\$2,120	\$210	\$0	\$0
DI6A	DI600 4 Station, 2 Sheet Feeders, 2 Insert Feeders, 60" Table with Lock	\$20,495	\$17,215.80	16%	\$2,120	\$210	\$0	\$0
DI6B	DI600 4 Station, 2 Sheet Feeders, 2 Insert Feeders, 72" Table with Lock	\$25,495	\$21,415.80	16%	\$2,120	\$210	\$0	\$0
DI5A	DI500 3 Station, 2 Sheet Feeders, 1 Insert Feeder, 60" Adjustable Table with Lock	\$19,590	\$13,713.00	30%	\$2,120	\$210	\$0	\$0
DI6C	DI600 3 Station, 2 Sheet Feeders, 2 Insert Feeders, 60" Adjustable Table with Lock	\$21,420	\$14,994.00	30%	\$2,120	\$210	\$0	\$0
DI6G	DI600 6 Station, w/60" Table (DIT2)	\$25,920	\$18,144.00	30%	\$2,120	\$210	\$0	\$0
DI500/DI600 Options								
DIMM	Mail Machine Interface for the DM525,DM575,DM825	\$2,750	\$1,270.00	54%	\$0	\$0	\$0	\$0
DIRS	OptiFlow Power Stacker	\$1,495	\$1,255.80	16%	\$120	\$12	\$0	\$0
DITO	OptiFlow Table 72" with Shelf & Locking Doors	\$1,795	\$1,507.80	16%	\$0	\$0	\$0	\$0
DIT1	OptiFlow Table 60" with Shelf & Locking Doors	\$1,595	\$1,339.80	16%	\$0	\$0	\$0	\$0
DIT2	OptiFlow Table 60" with Shelf	\$1,425	\$1,197.00	16%	\$0	\$0	\$0	\$0
DIBE	Belt Stacker no stand, in line	\$2,800	\$2,352.00	16%	\$162	\$17	\$0	\$0
DIBF	Belt Stacker with install to height stand	\$3,295	\$2,767.80	16%	\$162	\$17	\$0	\$0
DIPS	OPTIFLOW POWER STACKER	\$1,495	\$1,255.80	16%	\$120	\$12	\$0	\$0
DIVS	OptiFlow Power Stacker	\$1,495	\$1,255.80	16%	\$120	\$12	\$0	\$0
DITA	Install & Training for Power Stackers	\$195	\$163.80	16%	\$0	\$0	\$0	\$0
DITC	Product Application Support Training for DI500/DI600	\$395	\$331.80	16%	\$0	\$0	\$0	\$0
DI500/DI600 OMR Options								
DNR1	DI500 OMR Level 1 - Basic	\$1,000	\$840.00	16%	\$0	\$0	\$0	\$0
DNR2	DI500 OMR Level 2 - Advanced	\$2,500	\$2,100.00	16%	\$0	\$0	\$0	\$0
DNR3	DI600 OMR Level 1 - Basic	\$1,250	\$1,050.00	16%	\$0	\$0	\$0	\$0
DNR4	DI600 OMR Level 2 - Advanced	\$3,000	\$2,520.00	16%	\$0	\$0	\$0	\$0
DITD	DI500/DI600 OMR Install & Operator Training	\$695	\$583.80	16%	\$0	\$0	\$0	\$0
DIVN	Training for DI500/DI600 OMR Matching Modules	\$195	\$163.80	16%	\$0	\$0	\$0	\$0
DIVT	Training for DI500/DI600 OMR Single & Z Fold Selective Feed Module	\$395	\$331.80	16%	\$0	\$0	\$0	\$0
DI900/DI950 FastPac Inserting System								
DI90	DI900 Inserting System: 2 Drop Stackers and 4 Feeder Tower	\$35,500	\$24,850.00	30%	\$2,903	\$288	\$0	\$0
DI91	DI900 Inserting System: 2 Drop Stackers, 2 Feeder Tower and High Capacity Sheet Feeder	\$39,500	\$27,650.00	30%	\$3,552	\$352	\$0	\$0
DI95	DI950 Inserting System: 2 Drop Stackers, 4 Feeder Tower and High Capacity Envelop Feeder	\$41,500	\$29,050.00	30%	\$3,557	\$352	\$0	\$0

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DI96	DI950 Inserting System: 2 Drop Stackers, 2 Feeder Tower, High Capacity Envelop Feeder and High Capacity Sheet Feeder	\$45,500	\$31,850.00	30%	\$4,206	\$416	\$0	\$0
DI9A	DI900 Base Inserting System	\$30,000	\$21,000.00	30%	\$2,903	\$288	\$0	\$0
DI9B	DI905 Base Inserting System	\$36,000	\$25,200.00	30%	\$3,557	\$352	\$0	\$0
DI9G	DI900: 4 feeder tower, 60" table	\$37,950	\$26,565.00	30%	\$2,903	\$288	\$0	\$0
DI9H	DI900: 4 feeder tower, high capacity sheet feeder, 90" table	\$44,700	\$31,290.00	30%	\$3,552	\$352	\$0	\$0
DI9J	DI950: feeder tower, high capacity sheet feeder, 90" table	\$50,700	\$35,490.00	30%	\$4,206	\$416	\$0	\$0
DI9K	DI900 Standard Package - 4 feeder tower, 60" table, Optiflow Powerstacker and training	\$40,840	\$28,588.00	30%	\$3,023	\$299	\$0	\$0
DI9L	DI950 Premium package: 4 feeder tower, high capacity sheet feeder, 90" table w/ extension, Optiflow Belt stacker, scanning software and training	\$84,115	\$44,860.50	30%	\$4,801	\$475	\$0	\$0
DI9C	DI950: Enhanced Base System	\$60,000	\$50,400.00	16%	\$9,000	\$890	\$0	\$0
DI9M	DI950: 2 feeder tower w/Pro Feeder	\$77,000	\$64,680.00	16%	\$11,746	\$1,162	\$0	\$0
DI9N	DI950: 4 feeder tower w/Pro Feeder	\$84,000	\$70,560.00	16%	\$11,746	\$1,162	\$0	\$0
DI900/DI950 FastPac Options								
F7T2	2 Feeder Tower	\$3,000	\$2,520.00	16%	\$0	\$0	\$0	\$0
F7T4	4 Feeder Tower	\$5,500	\$4,620.00	16%	\$0	\$0	\$0	\$0
F780183	Sheet/Fats Tray	\$200	\$168.00	16%	\$0	\$0	\$0	\$0
F780184	insert Tray	\$200	\$168.00	16%	\$0	\$0	\$0	\$0
F7HC	High Capacity Sheet Feeder	\$6,500	\$5,460.00	16%	\$649	\$65	\$0	\$0
F700327	Special Feeder Kit	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
DIXT	Exit Transport	\$1,500	\$1,260.00	16%	\$0	\$0	\$0	\$0
F7MM	Mail Machine interface for DM825	\$3,000	\$850.00	72%	\$0	\$0	\$0	\$0
F7DI	Bottom Address Inverter Kit	\$695	\$583.80	16%	\$0	\$0	\$0	\$0
DIIT	Operator Training for DI900/DI950	\$1,200	\$1,008.00	16%	\$0	\$0	\$0	\$0
DIITU	Installation & Training for High Capacity Sheet Feeder	\$380	\$319.20	16%	\$0	\$0	\$0	\$0
DIITW	Product Application Support Training for DI900/DI950	\$334	\$280.56	16%	\$0	\$0	\$0	\$0
DIHS	Non-contact Keyboard wedge scanner	\$1,495	\$1,255.80	16%	\$231	\$23	\$0	\$0
DIIX	Installation & Training for Integrated Printer w/PC	\$2,150	\$1,806.00	16%	\$0	\$0	\$0	\$0
DIWD	Installation & Training for Process Verification w/PC	\$1,175	\$987.00	16%	\$0	\$0	\$0	\$0
DIWE	Installation & Training for Process Verification	\$2,150	\$1,806.00	16%	\$0	\$0	\$0	\$0
DIWF	Installation & Training for Flat Sealer	\$300	\$252.00	16%	\$0	\$0	\$0	\$0
F7HS	High Capacity Loader for Universal Feeder	\$13,150	\$11,046.00	16%	\$1,973	\$196	\$0	\$0
F73S	Standard OMR Top/Bottom Scanner Kit	\$8,500	\$7,140.00	16%	\$1,275	\$127	\$0	\$0
F737	Standard Barcode Reader Kit (Picket Only)	\$5,000	\$4,200.00	16%	\$750	\$75	\$0	\$0
F739	Custom Scanning Software for Universal Feeder	\$15,200	\$12,768.00	16%	\$2,280	\$226	\$0	\$0
F738	Moving Beam Barcode Scanner for Universal Feeder (Picket & Ladder)	\$12,500	\$10,500.00	16%	\$1,875	\$186	\$0	\$0
DIIR	3rd Leg Table Extension	\$1,640	\$1,377.60	16%	\$0	\$0	\$0	\$0
DI900/DI950 FastPac Furniture and Stacker Options								
DIIM	Height Adjustable Table, 60" w/Locking Doors	\$2,700	\$2,268.00	16%	\$0	\$0	\$0	\$0
DIIS	Height Adjustable Table, 60" w/o Doors	\$2,450	\$2,058.00	16%	\$0	\$0	\$0	\$0
DIIT9	Height Adjustable Table, 90"	\$2,700	\$2,268.00	16%	\$0	\$0	\$0	\$0
F790018	18 inch Table Extension	\$350	\$294.00	16%	\$0	\$0	\$0	\$0
F790019	30 inch Table Extension	\$450	\$378.00	16%	\$0	\$0	\$0	\$0
DI8A	Belt Stacker no stand, in line	\$2,800	\$2,352.00	16%	\$162	\$17	\$0	\$0
DI8B	Belt Stacker with install to height stand	\$3,295	\$2,767.80	16%	\$162	\$17	\$0	\$0
DI8C	Tandem Belt Stacker no stand	\$4,500	\$3,780.00	16%	\$162	\$17	\$0	\$0
DI8D	Tandem Belt Stacker with install to height stand, in line	\$5,000	\$4,200.00	16%	\$162	\$17	\$0	\$0
DI8P	Optiflow power stacker	\$1,495	\$1,255.80	16%	\$120	\$12	\$0	\$0
DI8V	Install & Training for Stackers	\$195	\$163.80	16%	\$0	\$0	\$0	\$0
DI900/DI950 FastPac Scanning Options								
F7TB	Tower Beam Barcode Scanners w/Basic Integrity OMR Software	\$2,500	\$2,100.00	16%	\$271	\$27	\$0	\$0
F7S1	Enhanced Integrity OMR Software	\$1,500	\$1,260.00	16%	\$0	\$0	\$0	\$0
F7S2	Selective Operations OMR	\$1,500	\$1,260.00	16%	\$0	\$0	\$0	\$0
F7SB	Ladder Barcode Software	\$3,000	\$2,520.00	16%	\$0	\$0	\$0	\$0
F7FS	Fixed Beam Barcode Scanner with Basic Integrity OMR Software for High Capacity Sheet Feeder	\$2,500	\$2,100.00	16%	\$162	\$17	\$0	\$0
F7MS	Moving Beam Barcode Scanner for High Capacity Sheet Feeder	\$3,500	\$2,940.00	16%	\$162	\$17	\$0	\$0
DIIS	Scanning Installation and Operator Training	\$495	\$415.80	16%	\$0	\$0	\$0	\$0
DI900/DI950 Integrated Document Printing								
F7DP	DI950 Doc Printer B&W with PC	\$19,000	\$15,960.00	16%	\$2,724	\$270	\$0	\$0
F7DR	DI950 Doc Printer Color with PC	\$26,000	\$21,840.00	16%	\$3,086	\$305	\$0	\$0
F7DS	DI950 Integrated Document Black and White printing solution without PC	\$18,000	\$15,120.00	16%	\$2,335	\$231	\$0	\$0
F7DT	DI950 Integrated Document Color Printing Solution without PC	\$25,000	\$21,000.00	16%	\$2,697	\$267	\$0	\$0
Folding Machines/Accessories								

WSCA Pricebook - Effective 10/23/08

ITEM	Description	2009 Com'l List Price	2009 WSCA Price	2009 Discount %	2009 Annual EMA Yr 2-5	2009 Leased EMA Monthly Yr 2-5	2009 Annual SMA Yr 2-5	2009 Leased SMA Monthly Yr 2-5
DF40	DF400 OfficeRight Folder (Includes Training and Installation)	\$2,735	\$2,297.40	16%	\$586	\$58	\$0	\$0
DF50	DF500 Electronic Folder	\$4,855	\$4,079.00	16%	\$812	\$81	\$0	\$0
SP6R	DF500 Folder and FD78 Extended Power Stacker	\$5,795	\$4,867.80	16%	\$899	\$89	\$0	\$0
Accessories								
SP6Z	FD48 Power Stacker for FD40 when purchased separately	\$1,245	\$1,045.80	16%	\$87	\$9	\$0	\$0
OfficeRight Folder								
DF10	DF100 OfficeRight Folder	\$340	\$238.00	30%	\$56	\$6	\$0	\$0
Web Base PE TMS Software Options								
Computers								
V3PC	2.5 Ghz Pentium IV PC package For Windows XP Compaq 512 MB Ram 40 GB Hared Drive CDR0M, 17" Monitor, Keyboard, 56k Modem, Compaq 10/100 Lan Card, External USB Adapter, Mouse	\$2,995	\$2,515.80	16%	\$342	\$34	\$0	\$0
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	\$2,683.80	16%	\$342	\$34	\$0	\$0
Printers								
V316	J676 Forms Printer (Airbill, COD Hazmat Bill of Lading, etc)	\$1,195	\$1,003.80	16%	\$163	\$17	\$0	\$0
V319	J693 High Speed Label Printer - Includes 4" continous labels	\$2,195	\$1,843.80	16%	\$278	\$28	\$0	\$0
V321	1E05 Laser Printer	\$695	\$583.80	16%	\$118	\$12	\$0	\$0
V322	1E03 4 in Adhesive Label Printer	\$995	\$835.80	16%	\$162	\$16	\$0	\$0
TS14	J693 Continuous Labels Supply - Case	\$250	\$218.40	16%	\$0	\$0	\$0	\$0
TS02	J692/J69D Continuous Label Supply - Case	\$290	\$243.60	16%	\$0	\$0	\$0	\$0
Scales								
V310	JB75 100lb. Tabletop Scale	\$1,195	\$1,003.80	16%	\$162	\$16	\$0	\$0
V312	JB64 150lb. Rollertop Scale	\$1,695	\$1,423.80	16%	\$226	\$23	\$0	\$0
V313	JB67 149lb. Rollertop Scale (California)	\$1,695	\$1,423.80	16%	\$230	\$23	\$0	\$0
JN96002	Base Mount Display Kit for JB75 Scale	\$160	\$134.40	16%	\$0	\$0	\$0	\$0
Scanners								
V320	J776 Noncontact Programmable Wedge Scanner	\$1,495	\$1,255.80	16%	\$219	\$22	\$0	\$0
V339	J779 Cordless Wedge Scanner	\$2,295	\$1,927.80	16%	\$291	\$29	\$0	\$0
TS34	Spare Battery for J779 Cordless Wedge Scanner	\$113	\$94.92	16%	\$0	\$0	\$0	\$0
J796025	Scanner Stand	\$144	\$120.96	16%	\$0	\$0	\$0	\$0
Miscellaneous								
T896006	128M DIMM Memory Upgrade Kit	\$175	\$147.00	16%	\$0	\$0	\$0	\$0
SendSuite Solutions								
VBMM	Basic Multiple Sites Multiple Users: Must Activate Carries, Add Features, and PC	\$15,995	\$13,435.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VBSM	Basic Single Site Multiple User: Must Activate Carries, Add Features, and PC	\$6,995	\$5,875.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VBSS	Basic Single Site Single User: Must Activate Carries, Add Features, and PC	\$2,995	\$2,375.00	21%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VEMM	Extended Multiple Sites Multiple Users: Must Activate Carries, Add Features, and PC	\$26,995	\$22,675.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VESM	Extended Single Site Multiple Users: Must Activate Carries, Add Features, and PC	\$13,995	\$11,755.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VESS	Extended Single Site Single User: Must Activate Carries, Add Features, and PC	\$10,495	\$8,815.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VP13	Install Software on Customer's PC	\$145	\$121.80	16%	\$0	\$0	\$0	\$0
VP1T	1 Day Travel and Accommodations Package	\$1,500	\$1,260.00	16%	\$0	\$0	\$0	\$0
VP27	Consulting Services	\$1,000	\$255.00	75%	\$0	\$0	\$0	\$0
VP2T	2 Day Travel and Accommodations Package	\$1,800	\$1,512.00	16%	\$0	\$0	\$0	\$0
VP3T	3 Day Travel and Accommodations Package	\$2,000	\$1,680.00	16%	\$0	\$0	\$0	\$0
VP4T	4 Day Travel and Accommodations Package	\$2,200	\$1,848.00	16%	\$0	\$0	\$0	\$0
VP5T	5 Day Travel and Accommodations Package	\$2,400	\$2,016.00	16%	\$0	\$0	\$0	\$0
VPET	System Administrator Classroom Training - 3 Days	\$1,000	\$840.00	16%	\$0	\$0	\$0	\$0
VPM2	Project Management	\$2,800	\$2,125.00	24%	\$0	\$0	\$0	\$0
VPM3	Project Management	\$5,600	\$4,250.00	24%	\$0	\$0	\$0	\$0
VPM5	Project Management	\$11,200	\$8,500.00	24%	\$0	\$0	\$0	\$0
VPM6	Project Management	\$16,800	\$12,750.00	24%	\$0	\$0	\$0	\$0
VPM7	Project Management	\$22,400	\$17,000.00	24%	\$0	\$0	\$0	\$0
VPP1	Installation Project - Up to one day	\$1,400	\$1,020.00	27%	\$0	\$0	\$0	\$0
VPP2	Installation Project - Up to 2 days	\$2,800	\$2,125.00	24%	\$0	\$0	\$0	\$0
VPP3	Installation Project - Up to 4 days	\$5,600	\$4,250.00	24%	\$0	\$0	\$0	\$0
VPP4	Installation Project - Up to 6 days	\$8,400	\$6,375.00	24%	\$0	\$0	\$0	\$0
VPP5	Installation Project - Up to 8 days	\$11,200	\$8,500.00	24%	\$0	\$0	\$0	\$0
VPP6	Installation Project - Up to 12 days	\$16,800	\$12,750.00	24%	\$0	\$0	\$0	\$0
VPP7	Installation Project - Up to 16 days	\$22,400	\$17,000.00	24%	\$0	\$0	\$0	\$0
VPP8	Installation Project - Up to 28 days	\$39,200	\$29,750.00	24%	\$0	\$0	\$0	\$0
VPP9	Installation Project - Up to 40 days	\$56,000	\$42,500.00	24%	\$0	\$0	\$0	\$0
VPYT	Shipping Operator On-Site Training - 1 Day	\$1,800	\$1,512.00	16%	\$0	\$0	\$0	\$0

WCSA Pricebook - Effective 10/23/08

ITEM	Description	2009 Com'l List Price	2009 WCSA Price	2009 Discount %	2009 Annual EMA Yr 2-5	2009 Leased EMA Monthly Yr 2-5	2009 Annual SMA Yr 2-5	2009 Leased SMA Monthly Yr 2-5
VSUS	UPS Activation	\$995	\$835.80	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VS10	OnTrac Activation	\$495	\$415.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VS11	OnTrac Activation	\$995	\$835.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VS13	Golden State Activation	\$495	\$415.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VS12	OnTrac Activation	\$2,995	\$2,515.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VS16	OnTract Activation	\$0	\$0.00	0%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VS17	Golden State Express	\$0	\$0.00	0%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VTA0	AAA COOPER	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTA1	ABF FREIGHT SYSTEM	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTAD	AVERITT EXPRESS	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTB0	BULLET FREIGHT SYSTEMS	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTG4	CENTRAL FREIGHT LINES	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTCA	CON-WAY CENTRAL	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTGB	CON-WAY SOUTHERN	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTCC	CON-WAY WESTERN	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTCH	CUSTOM TRANSPORT COMPANIES	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTD0	DAWES TRANSPORT	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTD2	DAYLIGHT	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTD3	DAYTON FREIGHT	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTE0	ESTES EXPRESS	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTF1	FEDEX FREIGHT EAST	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTF2	FRAMES MOTOR EXPRESS	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTH4	HOWARDS EXPRESS	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTHM	INTERSTATE CARRIER EXPRESS	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTJ0	JEVIC TRANSPORTATION	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTLO	LAKEVILLE MOTOR EXPRESS	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTM0	MILAN EXPRESS	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTM1	MOTOR CARGO	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTN1	NEW ENGLAND MOTOR FREIGHT	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTN2	NEW PENN	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTNM	OAK HARBOR	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTNP	OLD DOMINION	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTNS	OVERNITE	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTPO	PITT OHIO	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTTP1	PJAX	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTR1	ROADRUNNER FREIGHT SYSTEMS	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTR2	ROADWAY	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTR3	ROADWAY TO CANADA	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTSS0	SAIA MOTOR FREIGHT	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTSS3	SOUTHEASTERN FREIGHT	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTSS5	SOUTHWESTERN MOTOR TRANSPORT	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTSS7	SUPER VAN	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTU0	USF BESTWAY	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTU2	USF HOLLAND	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTU4	USF REDDAWAY	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTV2	VOLUNTEER EXPRESS	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTV3	VITRAN EXPRESS	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTW0	WARD TRUCKING	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTW1	WATKINS MOTOR LINES	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTW2	WILSON	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTY0	YELLOW FREIGHT	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTY1	YELLOW FREIGHT TO CANADA	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTZ1	Custom LTL Rates	\$1,500	\$1,260.00	16%	\$0	\$0	\$0	\$0
VTZ2	Custom Truckload (TL) Rates	\$750	\$630.00	16%	\$0	\$0	\$0	\$0
VTZX	Custom Routes (per carrier) - Used with VTZ2 Czar LITE	\$300	\$252.00	16%	\$0	\$0	\$0	\$0
VTZZ	Czar LITE	\$1,500	\$1,260.00	16%	\$0	\$0	\$0	\$0
VUA0	AAA COOPER	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUA1	ABF FREIGHT SYSTEM	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUAD	AVERITT EXPRESS	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUB0	BULLET FREIGHT SYSTEMS	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUCA	CENTRAL FREIGHT LINES	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUCA	CON-WAY CENTRAL	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUCB	CON-WAY SOUTHERN	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUCC	CON-WAY WESTERN	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUCH	CUSTOM TRANSPORT COMPANIES	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUD0	DAWES TRANSPORT	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUD2	DAYLIGHT	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUD3	DAYTON FREIGHT	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUE0	ESTES EXPRESS	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUF1	FEDEX FREIGHT WEST	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUF2	FRAMES MOTOR EXPRESS	\$250	\$210.00	16%	\$0	\$0	\$0	\$0

WSCA Pricebook - Effective 10/23/08

ITEM	Description	2009 Com'l List Price	2009 WSCA Price	2009 Discount %	2009 Annual EMA Yr 2-5	2009 Leased EMA Monthly Yr 2-5	2009 Annual SMA Yr 2-5	2009 Leased SMA Monthly Yr 2-5
VUH4	HOWARDS EXPRESS	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUHM	INTERSTATE CARRIER EXPRESS	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUJ0	JEVIC TRANSPORTATION	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUL0	LAKEVILLE MOTOR EXPRESS	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUM0	MILAN EXPRESS	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUM1	MOTOR CARGO	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUN1	NEW ENGLAND MOTOR FREIGHT	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUN2	NEW PENN	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUNM	OAK HARBOR	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUNP	OLD DOMINION	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUNS	OVERNITE	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUP0	PITT OHIO	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUP1	PJAX	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUR1	ROADRUNNER FREIGHT SYSTEMS	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUR2	ROADWAY	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUR3	ROADWAY TO CANADA	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUS0	SAIA MOTOR FREIGHT	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUS3	SOUTHEASTERN FREIGHT	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUS5	SOUTHWESTERN MOTOR TRANSPORT	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUS7	SUPER VAN	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUU0	USF BESTWAY	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUU2	USF HOLLAND	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUU4	USF REDDAWAY	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUV2	VOLUNTEER EXPRESS	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUV3	VITRAN EXPRESS	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUV0	WARD TRUCKING	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUW1	WATKINS MOTOR LINES	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUW2	WILSON	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUY0	YELLOW FREIGHT	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
VUY1	YELLOW FREIGHT TO CANADA	\$250	\$210.00	16%	\$0	\$0	\$0	\$0
PBDS Hosting								
VBH1	HBSS MU SITE LIC	\$6,995	\$5,875.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VBH2	HBMS MU Site Lic	\$15,995	\$13,435.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VBH3	HESS MU SITE LIC	\$13,995	\$11,755.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VBH4	HEMS MU Site Lic	\$26,995	\$22,675.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSDH	Hosted SendSuite Shipping Desktop Software	\$4,995	\$4,195.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VPH1	PB Hosting Services (YEARLY COST)	\$39,000	\$32,760.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
SendSuite Usage Band								
VS1U	SendSuite Usage Band 1 Annual Cost (Maximum Band Level - 500,000 Transactions)	\$80,000	\$67,200.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VS2U	SendSuite Usage Band 2 Annual Cost (Maximum Band Level - 1,000,000 Transactions)	\$125,000	\$105,000.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VS3U	SendSuite Usage Band 3 Annual Cost (Maximum Band Level - 2,000,000 Transactions)	\$200,000	\$168,000.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VS7U	SendSuite Usage Band 4 Annual Cost (Maximum Band Level - 3,000,000 Transactions)	\$290,000	\$244,600.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
SendSuite Shipping								
VSA1	SendSuite Shipping PM300	\$3,995	\$3,355.00	33%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSA2	SendSuite Shipping PM400	\$4,995	\$3,355.00	33%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSA3	SendSuiteShipping PackageManager	\$5,895	\$4,951.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSA4	SendSuite Shipping Post Manager	\$3,195	\$2,683.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSA5	SendSuite Shipping Post Manager	\$9,250	\$7,770.00	16%	\$460	\$46	CUSTOM QUOTE	CUSTOM QUOTE
VSA6	SendSuite Shipping Post Manager 1	\$7,950	\$6,678.00	16%	\$504	\$50	CUSTOM QUOTE	CUSTOM QUOTE
VSA7	SendSuite Shipping Post Manager 2	\$9,250	\$7,770.00	16%	\$784	\$78	CUSTOM QUOTE	CUSTOM QUOTE
VS31	SendSuite Shipping Warehouse 101	\$39,749	\$33,389.00	16%	\$1,001	\$99	CUSTOM QUOTE	CUSTOM QUOTE
VS32	SendSuite Shipping Warehouse 102	\$65,625	\$55,125.00	16%	\$1,001	\$99	CUSTOM QUOTE	CUSTOM QUOTE
Additional Services								
T5AU	SendSuite Shipping Desktop Upgrade on PC	\$800	\$672.00	16%	\$0	\$0	\$0	\$0
VPA1	SendSuite Shipping Upgrade on PC	\$800	\$672.00	16%	\$0	\$0	\$0	\$0
VPA2	Custom Report - 2 Days	\$2,800	\$2,352.00	16%	\$0	\$0	\$0	\$0
VPA3	Custom Screens - 2 Hours	\$350	\$294.00	16%	\$0	\$0	\$0	\$0
VPA5	Custom Quick Cards	\$1,400	\$1,176.00	16%	\$0	\$0	\$0	\$0
T5AG	Peripheral Addition 2 HRS	\$350	\$294.00	16%	\$0	\$0	\$0	\$0
T5AH	Peripheral Addition 4 HRS	\$700	\$588.00	16%	\$0	\$0	\$0	\$0

WSCA Pricebook - Effective 10/23/08

ITEM	Description	2009 Com'l List Price	2009 WSCA Price	2009 Discount %	2009 Annual EMA Yr 2-5	2009 Leased EMA Monthly Yr 2-5	2009 Annual SMA Yr 2-5	2009 Leased SMA Monthly Yr 2-5
T5AJ	Peripheral Addition 8 HRS	\$1,400	\$1,176.00	16%	\$0	\$0	\$0	\$0
T5AK	Custom Label 2 HRS	\$350	\$294.00	16%	\$0	\$0	\$0	\$0
T5Z0	Custom Label 4 HRS	\$700	\$588.00	16%	\$0	\$0	\$0	\$0
T5AM	Custom Screen 2 HRS	\$350	\$294.00	16%	\$0	\$0	\$0	\$0
T5AN	Custom Screen 4	\$700	\$588.00	16%	\$0	\$0	\$0	\$0
T5AP	Custom Report 2 HRS	\$350	\$294.00	16%	\$0	\$0	\$0	\$0
T5AR	Custom Report 4 HRS	\$700	\$588.00	16%	\$0	\$0	\$0	\$0
T5AV	Custom Report 8 HRS	\$1,400	\$1,176.00	16%	\$0	\$0	\$0	\$0
T5AS	Network/Work Station 2 HR	\$350	\$294.00	16%	\$0	\$0	\$0	\$0
T5AW	Network/Work Station 4 HR	\$700	\$588.00	16%	\$0	\$0	\$0	\$0
T5AY	Network/Work Station 8 HR	\$1,400	\$1,176.00	16%	\$0	\$0	\$0	\$0
T4A2	Screen Customization 2HR	\$350	\$294.00	16%	\$0	\$0	\$0	\$0
T4A3	Reports - 4 HRS	\$700	\$588.00	16%	\$0	\$0	\$0	\$0
T4A4	Integration 4 HRS	\$700	\$588.00	16%	\$0	\$0	\$0	\$0
BMH4	BM V2 or V3 to New	\$525	\$441.00	16%	\$0	\$0	\$0	\$0
Postal Kiosk								
KGML	KIOSK LEASE PACKAGE	\$26,500	\$22,260.00	16%	\$2,964	\$279	\$0	\$0
High Volume Mailing Systems for Production Inserters								
R751	DM16K (Non-PB System Upgrade)	\$18,495	\$15,789	0%	\$0	\$0	\$0	\$0
R752	DM16K (PB System Upgrade)	\$18,495	\$15,789	0%	\$0	\$0	\$0	\$0
R761	DM16K (New System Placements)	\$18,495	\$15,789	0%	\$0	\$0	\$0	\$0
R763	DM22KR Reset-on-the-Fly™ (New PB System)	\$31,995	\$30,795	0%	\$0	\$0	\$0	\$0
R76X	B&H Modular Output Kit	\$500	\$451	0%	\$0	\$0	\$0	\$0
R770	DM Infinity Non-PB System Installation	\$500	\$451	0%	\$0	\$0	\$0	\$0
R77H	Seal Only Head	\$1,160	\$1,016	2%	\$0	\$0	\$0	\$0
R77W	B&H Integrated Output Kit	\$1,250	\$1,129	0%	\$0	\$0	\$0	\$0
R77Y	DM Infinity Series Roll-Up Module	\$95,000	\$96,838	0%	\$0	\$0	\$0	\$0
R77Z	DM Infinity Stand - Non PB Systems	\$500	\$451	0%	\$0	\$0	\$0	\$0



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
 1

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	
11/06/2008		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

