



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

# Purchase Order

PURCHASE ORDER NO.  
 PBKPBOWES

PAGE  
 1

BLANKET RELEASE  
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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  
 2

SEE REVERSE SIDE FOR  
 TERMS AND CONDITIONS

INVOICE TO

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

VENDOR RECORD

\*709001550      304-744-1067  
 PITNEY BOWES INC  
 527 SECOND AVE  
  
 SOUTH CHARLESTON WV 25303

SHIP TO

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

DATE PRINTED		TERMS OF SALE		FEIN/SSN		FUND	
01/21/2009		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 #02							
TO PROVIDE UPDATED PRODUCT OFFERING AND PRICE LIST.							
EFFECTIVE DATE: JANUARY 2, 2009							
***** NO ADDITIONAL CHANGES *****							
						PURCHASING DIVISION CERTIFIED ENCUMBERED JAN 29 2009 <i>Beverly Toler</i>	
						PREVIOUS PO TOTAL==>      OPEN    END PO NET CHANGE (+)==>	

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

*J* 1/21/09

OPEN END  
 TOTAL

*Samuel 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."

ITEM	Description	2009 Com'l List Price	2009 WSCA Price	2009 Discount %	2009 Annual SLA Yr 2-5	2009 Leased SLA Monthly Yr 2-5	2009 Annual SMA Yr 2-5	2009 Leased SMA Monthly Yr 2-5
<b>Stand-Alone Mailing Machines</b>								
<b>Stand-Alone Meters</b>								
<b>MailStation</b>								
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
<b>DM1 - DM2 Low Volume Mailing Systems</b>								
<b>Low volume, Manual Mailing Machine</b>								
<b>DM100 Systems</b>								
SBBF	DM100 Mailing Machine with Moistener	\$1,195	\$478.00	60%	\$0	\$0	\$0	\$0
<b>DM200L Systems</b>								
SBLJ	DM200 Mailing Machine	\$1,365	\$819.00	40%	\$139	\$14	\$0	\$0
<b>DM3 - DM45 Medium Volume Mailing Systems</b>								
<b>DM300C Systems</b>								
SBYV	DM300C Digital Mailing System w/Enhanced Accounting, 100 Dept. Accts.	\$2,492	\$1,495.10	40%	\$251	\$25	\$0	\$0
<b>DM400C Systems</b>								
SHTA	DM400C Mailing System	\$3,995	\$1,881.00	53%	\$312	\$31	\$0	\$0
SHTF	DM400C Digital Mailing System w/Enhanced Accounting, 100 Dept. Accts. - GOV'T ONLY	---	\$2,454.73	0%	\$312	\$31	\$0	\$0
<b>DM450C Systems</b>								
SBLD	DM450C Mailing System	\$4,795	\$2,747.00	43%	\$411	\$41	\$0	\$0
<b>Medium-High Volume Systems</b>								
<b>DM525 Systems</b>								
SVAA	DM525 Digital Mailing System	\$5,995.00	\$3,555.00	41%	\$270	\$28	\$0	\$0
SBYD	DM575 WOW Module	\$4,995	\$3,030.11	39%	\$200	\$20	\$0	\$0
<b>DM575 Systems</b>								
SVAB	DM575 Digital Mailing System	\$7,995.00	\$4,850.00	39%	\$331	\$34	\$0	\$0
SBYD	DM575 WOW Module	\$4,995	\$3,030.11	39%	\$200	\$20	\$0	\$0
<b>DM825 Systems</b>								
SVAC	DM825 Digital Mailing System	\$10,995.00	\$5,794.84	47%	\$711	\$71	\$0	\$0
SBSY	DM8 Series WOW Module	\$4,995.00	\$2,632.58	47%	\$191	\$19	\$0	\$0
<b>DM875 Systems</b>								
SVAD	DM875 Digital Mailing System	\$12,995.00	\$8,794.66	32%	\$774	\$77	\$0	\$0
SBSY	DM8 Series WOW Module	\$4,995.00	\$2,632.58	47%	\$191	\$19	\$0	\$0
<b>High Volume, Auto Mailing Systems</b>								
<b>DM925 Non-WOW Systems</b>								
SVAM	DM925 non-WOW Digital Mailing System	\$15,995.00	\$10,995.46	31%	\$960	\$95	\$0	\$0
<b>DM925 WOW Systems</b>								
SVAN	DM925 WOW Digital Mailing System	\$20,995.00	\$14,054.97	33%	\$994	\$99	\$0	\$0
<b>DM1100 non-WOW Systems</b>								
SVAE	DM1100 non-WOW Digital Mailing System	\$18,495.00	\$11,621.02	37%	\$1,132	\$113	\$0	\$0
<b>DM1100 WOW Systems</b>								
SVAF	DM1100 WOW Digital Mailing System	\$24,995.00	\$16,993.90	32%	\$1,317	\$131	\$0	\$0
<b>Integrated Postal Scales</b>								
1GP2/MP1A	2 lb Integrated Platform for DM200L	\$745	\$497.00	33%	\$55	\$6	\$0	\$0
1GP5/MP1A	5 lb Integrated Platform for DM200L	\$1,045	\$685.00	34%	\$55	\$6	\$0	\$0
1GP9/MP1A	10 lb Integrated Platform for DM200L	\$1,345	\$877.00	35%	\$55	\$6	\$0	\$0
1GW2/MP06	2 lb Interfaced Weighing Platform for DM300/DM400L	\$745	\$497.00	33%	\$57	\$6	\$0	\$0
1GWS/MP06	5 lb Interfaced Weighing Platform for DM300/DM400L	\$1,045	\$685.00	34%	\$57	\$6	\$0	\$0
1GW9/MP06	10 lb Interfaced Weighing Platform for DM300/DM400L	\$1,345	\$877.00	35%	\$57	\$6	\$0	\$0
1FW4	5lb Integrated Weighing for DM525 Series	\$1,595.00	\$1,036.55	35%	\$0	\$0	\$0	\$0
P7W2/MP04	2 lb Integrated Weighing	\$500	\$176.00	65%	\$0	\$0	\$0	\$0
P7W5/MP04	5 lb Integrated Weighing	\$1,000	\$244.00	76%	\$0	\$0	\$0	\$0
P7W3/JB77	30 lb Weighing Option for DM200L	\$2,595	\$2,076.00	20%	\$136	\$14	\$0	\$0
P7W7/JB77	70 lb Weighing Option for DM200L	\$2,895	\$2,316.00	20%	\$136	\$14	\$0	\$0
1FW6	30lb Interfaced Platform	\$2,595.00	\$2,024.00	22%	\$114	\$12	\$0	\$0
1FW7/MP49	70 lb Interfaced Platform (DM300-DM1100)	\$2,895	\$2,316.00	20%	\$148	\$15	\$0	\$0
1FW7/JB7W	70lb Weights & Measures Approved Option	\$3,995	\$3,196	20%	\$148	\$15	\$0	\$0
1FW8/MP49	149 lb Interfaced Platform (DM525-DM1100)	\$3,995	\$3,196	20%	\$148	\$15	\$0	\$0
MPOX/1FW1	DIFF WEIGHING 2-10LB	\$195	\$126.00	35%	\$0	\$0	\$0	\$0
MP3X/1FW1	DIFF WEIGHING 15-30LB	\$395	\$256.00	35%	\$0	\$0	\$0	\$0
MP4X/1FW1	DIFF WEIGHING 70LB	\$895	\$581.00	35%	\$0	\$0	\$0	\$0
MP5X/1FW1	DIFF WEIGHING 149LB	\$1,195	\$776.00	35%	\$0	\$0	\$0	\$0
1FW5	15lb Interfaced Platform	\$2,295.00	\$1,836.00	20%	\$114	\$12	\$0	\$0
1FWG	15 lb Integrated Weighing Platform	\$2,295.00	\$1,784.00	22%	\$0	\$0	\$0	\$0
1FWF	10lb Integrated Weighing for DM525 Series	\$1,995.00	\$1,596.00	20%	\$0	\$0	\$0	\$0
<b>Accounting Options</b>								
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

ITEM	Description	2009 Com'l List Price	2009 WSCA Price	2009 Discount %	2009 Annual SLA Yr 2-5	2009 Leased SLA Monthly Yr 2-5	2009 Annual SMA Yr 2-5	2009 Leased SMA Monthly Yr 2-5
1FAN	INVIEW 300 Accounts	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
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	32%	\$0	\$0	\$0	\$0
SVAS	INVIEW 300 DEPT ACCT UPGR	\$1,495	\$1,288.00	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
<b>Rates/Features</b>								
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
<b>Options Upgrade</b>								
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%	\$200	\$20	\$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
<b>Stands/Consoles</b>								
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%	\$74	\$8	\$0	\$0
<b>Options/Attachments</b>								
SPY8	1E05 Laser Printer	\$795	\$668.00	16%	\$89	\$9	\$0	\$0
SBZA	DM800 WOW Module (Aftermarket)	\$7,835	\$5,814.00	26%	\$191	\$19	\$0	\$0
SBDS	Dm Series Scanner for Confirmation Services (DM525-DM1100)	\$795	\$668.00	16%	\$218	\$22	\$0	\$0
U7PS	Power Stacker for DM825/925	\$1,630	\$1,369.00	16%	\$237	\$24	\$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%	\$200	\$20	\$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	16%	\$0	\$0	\$0	\$0
<b>DM Series Options</b>								
SBDS	DM Series Scanner for Confirmation Services (DM525-DM1100)	\$795	\$668.00	16%	\$218	\$22	\$0	\$0
ERCM	E-Return Receipt Reference Number (base package)	\$1,495	\$1,256.00	16%	\$218	\$22	\$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%	\$218	\$22	\$0	\$0
ERCR	e-Receipt Reference Number Package (without Scanner)	\$695	\$584.00	16%	\$0	\$0	\$0	\$0
UXDL	PC Interface for DM200L-DM450C	\$795	\$668.00	16%	\$0	\$0	\$0	\$0
UXDM	PC Interface for DM525 and up	\$795	\$668.00	16%	\$0	\$0	\$0	\$0
UXDN	PC INTERFACE DATA EXCHANG	\$375	\$315.00	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 3677 (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
<b>Confirmation Services Installation &amp; Training</b>								
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**

<b>DM100 Mailing System</b>								
F9A1	Upgrading to 50 Dept Accts on P700/P7L1	\$395	\$332.00	16%	\$0	\$0	\$0	\$0

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F9P5	Upgrading from 2 LB to 5LB Weighing Feature on DM100I (P700)	\$245	\$205.80	16%	\$0	\$0	\$0	\$0
F9P6	Adding 5 LB Integrated Weighing Platform to DM100I (P700)	\$525	\$441.00	16%	\$15	\$2	\$0	\$0
<b>DM200L Mailing System</b>								
F9A1	Upgrading to 50 Dept Accts on P700/P7L1	\$395	\$332.00	16%	\$0	\$0	\$0	\$0
F9L5	Upgrading from 2 LB to 5 LB 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
<b>DM300L/DM400L Mailing Systems</b>								
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%	\$57	\$6	\$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
<b>DM200I DM300I &amp; DM400L Mailing Systems</b>								
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%	\$57	\$6	\$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
<b>Non-IBI DM200&amp;DM300</b>								
F90M	Adding 100 Dept Accts w/PC Interface to Existing DM200, DM300 Non-IBI (F800/F900)	\$795	\$667.80	16%	\$0	\$0	\$0	\$0
<b>DM525-DM-DM1100 Mailing Systems</b>								
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	\$1,255.80	16%	\$0	\$0	\$0	\$0
F9B1	Upgrade to 5LB to 15 LB Weighing (DM525/DM575)	\$1,135	\$953.40	16%	\$114	\$12	\$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%	\$114	\$12	\$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%	\$148	\$15	\$0	\$0
F9B5	Upgrade to 149 LB Weighing (DM525-1100)	\$2,905	\$2,440.20	16%	\$148	\$15	\$0	\$0
F9XS	Adding SmartClass to DM925	\$795	\$667.80	16%	\$0	\$0	\$0	\$0

**Postage Meter Rentals and Intellilink Subscription**

<b>P-Postage Meter Rental-rates monthly</b>								
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
<b>Q-Postage Meter Ultra Low Vol - Monthly</b>								
K7M0	MailStation Meter (Requires K7TT but no confirmation services are available)	\$25	\$17.00	32%	\$0	\$0	\$0	\$0
<b>Value Based Services</b>								
ATR1	Postage Pass	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
ERR1	e-Return Receipt - 1M00	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
ERR2	e-RR Reference# Feature - 1M00	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
ERR3	e-Return Receipt Feature - G900	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
ERR4	e-RR Reference Number Feature -G900	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
1FER	e-Return Receipt Rates	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
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
<b>Postage by Phone + Option - Monthly, Intellilink Subscription</b>								
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
<b>Confirmation Services - Monthly and Intellilink Subscription</b>								
7P00								
7PL1	DM100-DM400 Series	\$7	\$7.00	0%	\$0	\$0	\$0	\$0
G800								
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
<b>Permit Printing-Monthlyand Intellilink Subscription</b>								

ITEM	Description	2009 Com'l List Price	2009 WSCA Price	2009 Discount %	2009 Annual SLA Yr 2-5	2009 Leased SLA Monthly Yr 2-5	2009 Annual SMA Yr 2-5	2009 Leased SMA Monthly Yr 2-5
1M04/ 1D04	Permit Printing Option DM525,DM575,DM925,DM1100	95/month	95/month	0%	\$0	\$0	\$0	\$0
PSL1	EPP SUBSCRIPTION LEVEL 1	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
PSL2	EPP SUBSCRIPTION LEVEL 2	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
PSL3	EPP SUBSCRIPTION LEVEL 3	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
<b>Special Meter-Monthly and Intelliink Subscription</b>								
1M07/1A07	Intelliink interface/PSD for DM Infinity Series	\$84	\$84.00	0%	\$0	\$0	\$0	\$0
<b>Electronic Return Receipt (requires addition of confirmation services)-Monthly Intelliink Subscription</b>								
1D00	DM525-DM575 Series	\$25	\$25.00	0%	\$0	\$0	\$0	\$0
1D00	DM825-DM1100 Series	\$45	\$45.00	0%	\$0	\$0	\$0	\$0
<b>Mail Openers</b>								
1225	Mail Opener	\$2,715	\$1,629.00	40%	\$122	\$12	\$0	\$0
<b>Arrival</b>								
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 Micorsoft 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%	\$257	\$26	\$305	\$29
T5P7	LobbyTrac Workstation - 2 Ghz Celeron PC Package for Windows XP	\$4,595	\$3,859.80	16%	\$463	\$46	\$0	\$0
<b>Computers</b>								
T5P3	1.8Ghz Celeron PC Package for Windows 2000	\$2,195	\$1,843.80	16%	\$257	\$26	\$0	\$0
T5P4	2.26Ghz Pentium 4 PC Package for Windows 2000	\$2,795	\$2,347.80	16%	\$257	\$26	\$0	\$0
<b>Monitor</b>								
T885022	Compaq 15" Flap Panel Display	\$199	\$167.00	16%	\$0	\$0	\$0	\$0
T885035	Compaq 17 inch Flat Panel Display	\$699	\$587.16	16%	\$0	\$0	\$0	\$0
<b>Arrival Law Enforcement Options</b>								
T5LE	Arrival Law Enforcement - Software Only Arrival Law Enforcement Peripheral Package. Incl Software, J781 Scanner, J620 Graphis Printer, Counter Signature Pad	\$3,450	\$2,899.00	16%	\$0	\$0	\$305	\$29
T5LP	Arrival Law Enforcement turnKey Package Incl. Software, T5P3 Celeron PC, 15" Flat Panel Monitor, J781 Scanner, J620 Graphics Printer, Counter Signature Pad	\$6,495	\$5,455.80	16%	\$226	\$23	\$305	\$29
T5LX	Arrival Law Enforcement Client Server Edition - 5 Users Software, T5P3 Celeron PC, 15" Flat Panel Monitor, J781 Scanner, J620 Graphics Printer, Counter Signature Pad	\$8,495	\$7,138.00	16%	\$482	\$48	\$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
<b>Lobbytrac Software</b>								
T5L1	LobbyTrac Turnkey Package	\$7,395	\$6,211.80	16%	\$463	\$46	\$412	\$38
T5L3	LobbyTrac Software Only	\$2,825	\$2,373.00	16%	\$0	\$0	\$412	\$38
<b>Software only systems</b>								
T52P	Special: Arrival client Server 5 Client System	\$10,400	\$8,736.00	16%	\$0	\$0	\$1,133	\$104
<b>Remote Site &amp; Upgrade Options</b>								
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 connected 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

WSCA EPS050076-A2-2 Pricebook

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ITEM	Description	2009 Com'l List Price	2009 WSCA Price	2009 Discount %	2009 Annual SLA Yr 2-5	2009 Leased SLA Monthly Yr 2-5	2009 Annual SMA Yr 2-5	2009 Leased SMA Monthly Yr 2-5
<b>Optional Software Features</b>								
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
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 functionally 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
<b>Network Options</b>								
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
<b>Printers</b>								
T531	J683 High Speed Thermal 4" Laser Printer	\$2,195	\$1,843.80	16%	\$0	\$0	\$0	\$0
T534	J624 Laser Printer	\$695	\$583.80	16%	\$99	\$9	\$0	\$0
T536	J644 4" Label Printer	\$995	\$835.80	16%	\$122	\$12	\$0	\$0
T544	2" Graphis Printer	\$395	\$331.80	16%	\$42	\$5	\$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
<b>Scales</b>								
T310	JN75 100 lb. TableTop Scale	\$1,195	\$1,003.80	16%	\$122	\$12	\$0	\$0
T312	JN64 150 lb. RollerTop Scale	\$1,695	\$1,423.80	16%	\$170	\$17	\$0	\$0
T313	JN67 149 lb. RollerTop Scale (California Only)	\$1,695	\$1,423.80	16%	\$173	\$17	\$0	\$0
<b>Portable Data Terminals</b>								
T538	Arrival Belt Printer	\$1,385	\$1,088.00	21%	\$93	\$10	\$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
<b>Tracking Assistants</b>								
J594	Tracking Assistant Plus WinCE5.0 Device	\$2,495	\$1,695.00	32%	\$254	\$26	\$0	\$0
T741	Tracking Assistant Plus Win Mobile	\$3,495	\$2,545.00	27%	\$254	\$26	\$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%	\$164	\$17	\$0	\$0
T539	Arrival Cordless Scanner	\$2,295	\$1,927.80	16%	\$218	\$22	\$0	\$0
T542	J774 Scanner	\$2,400	\$2,016.00	16%	\$164	\$17	\$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
<b>System Accessories</b>								
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

WSCA EPS050076-A2-2 Pricebook

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ITEM	Description	2009 Com'l List Price	2009 WSCA Price	2009 Discount %	2009 Annual SLA Yr 2-5	2009 Leased SLA Monthly Yr 2-5	2009 Annual SMA Yr 2-5	2009 Leased SMA Monthly Yr 2-5
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
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
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
<b>Installation Projects</b>								
T6P0	INSTALLATION PROJECT	\$700	\$588.00	16%	\$0	\$0	\$0	\$0
	Install. Project Incls basic install and config of software system and hardware plus integration and configuration as defined in the Statement of Work. Up to One Day							
T6P1	Same as T6P0 but Up to 2 Days	\$1,400	\$1,176.00	16%	\$0	\$0	\$0	\$0
T6P2	Same as T6P1 but Up to 4 Days	\$2,800	\$2,352.00	16%	\$0	\$0	\$0	\$0
T6P3	Same as T6P1 but Up to 6 Days	\$5,600	\$4,704.00	16%	\$0	\$0	\$0	\$0
T6P4	Same as T6P1 but Up to 8 Days	\$8,400	\$7,056.00	16%	\$0	\$0	\$0	\$0
T6P5	Same as T6P1 but Up to 12 Days	\$11,200	\$9,408.00	16%	\$0	\$0	\$0	\$0
T6P6	Same as T6P1 but Up to 16 Days	\$16,800	\$14,112.00	16%	\$0	\$0	\$0	\$0
T6P7	Same as T6P1 but Up to 28 Days	\$22,400	\$18,816.00	16%	\$0	\$0	\$0	\$0
T6P8	Same as T6P1 but Up to 40 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
<b>Professional Services</b>								
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
<b>Project Management</b>								
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
<b>Express Software Option</b>								
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 minnum professional services	\$4,995	\$4,195.80	16%	\$254	\$26	\$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%	\$675	\$67	\$0	\$0
T54D	Arrival Express Plus Basics w/ J583 Tracking Assistant and J782	\$6,295	\$1,865.00	70%	\$419	\$42	\$0	\$0
T540	Arrival Express Software	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
<b>Express Peripheral Options</b>								
T534	J624 Laser printer	\$695	\$583.80	16%	\$89	\$9	\$0	\$0
T536	J645 4" Label Printer	\$995	\$835.80	16%	\$122	\$12	\$0	\$0
J540	Counter Signature Pad (direct computer serial attachment)	\$1,995	\$1,675.80	16%	\$0	\$0	\$0	\$0
<b>Express Optional Software Features</b>								
T5EN	EmailNotification	\$750	\$630.00	16%	\$0	\$0	\$0	\$0

ITEM	Description	2009 Com'l List Price	2009 WSCA Price	2009 Discount %	2009 Annual SLA Yr 2-5	2009 Leased SLA Monthly Yr 2-5	2009 Annual SMA Yr 2-5	2009 Leased SMA Monthly Yr 2-5
<b>Express Billing Services</b>								
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
<b>Ascent</b>								
T2SL	Site license for Desktop Express Plus	\$1,650	\$1,402.00	15%	\$0	\$0	\$0	\$0
<b>Ascent Software Only Systems</b>								
T2B3	PM300 STARTER PKG	\$5,995	\$4,028.00	33%	\$243	\$24	\$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 Soltuin & 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 WPC/PRTR	\$10,295	\$6,930.00	33%	\$345	\$34	\$275	\$25
T2R0	Ascent PM300 - Customer Loyalty License	\$4,995	\$3,395.00	32%	\$257	\$26	\$680	\$64
T2R1	Ascent PM400 - Customer Loyalty License	\$6,195	\$4,196.00	32%	\$257	\$26	\$680	\$64
T2R2	Ascent PM500 - Customer Loyalty License	\$8,695	\$5,876.00	32%	\$257	\$26	\$1,004	\$94
T2R3	Ascent PM1000 - Customer Loyalty License	\$12,395	\$8,396.00	32%	\$257	\$26	\$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%	\$378	\$38	\$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%	\$588	\$58	\$680	\$64
<b>Carriers</b>								
<b>USPS</b>								
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
T290	USPS Manifesting Drop Shipment Points (Manifest Customer)-Charge for each point. Include origin ZIP Code for each point with order, maximum of 28	\$250	\$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
<b>FED-EX</b>								
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
<b>UPS</b>								
T210	UPS Standard Rates	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
T211	UPS Hundredweight Rate Bundle	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
T212	UPS Non-Manifested Rates	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
T246	UPS Online Plus for PLD Electronic Manifesting	\$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
<b>DHL</b>								
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
<b>DHL/AIRBORNE Combined</b>								
T2DH	DHL/Airborne Legacy module	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
<b>Ascent Multi-Workstation Network License</b>								

WSCA EPS050076-A2-2 Pricebook

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ITEM	Description	2009 Com'l List Price	2009 WSCA Price	2009 Discount %	2009 Annual SLA Yr 2-5	2009 Leased SLA Monthly Yr 2-5	2009 Annual SMA Yr 2-5	2009 Leased SMA Monthly Yr 2-5
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
<b>Software Upgrade Options</b>								
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
<b>Software Integration Options</b>								
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
<b>Optional Software Features</b>								
T2CM	Certified Mail Label Feature - Sale Only - Requires Dedicated 1E03 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
T2ER	E-RR SUBSCRIPTION	\$91	\$77.00	15%	\$0	\$0	\$0	\$0
T2EU	E-RETURN RECEIPT	\$1,895	\$1,591.80	16%	\$0	\$0	\$0	\$0
T2SA	SECURE ARCHIVE SUBSCRIPTN	\$27	\$22.00	19%	\$0	\$0	\$0	\$0
<b>Installation Projects</b>								
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
T4P5	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
<b>Project Management</b>								
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
<b>Professional Services</b>								
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

ITEM	Description	2009 Com'l List Price	2009 WSCA Price	2009 Discount %	2009 Annual SLA Yr 2-5	2009 Leased SLA Monthly Yr 2-5	2009 Annual SMA Yr 2-5	2009 Leased SMA Monthly Yr 2-5
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
<b>Computers</b>								
T124	2.26Ghz Pentium 4 PC Package for Windows 2000	\$2,795	\$2,347.80	16%	\$257	\$26	\$0	\$0
T125	1.8Ghz Celeron PC Package for Windows 2000	\$2,195	\$1,843.80	16%	\$257	\$26	\$0	\$0
<b>Monitors</b>								
T885022	Compaq 15" Flap Panel Display	\$199	\$167.00	16%	\$0	\$0	\$0	\$0
T885035	Compaq 17 inch Flat Panel Display	\$699	\$587.16	16%	\$0	\$0	\$0	\$0
<b>Scales</b>								
T310	JN75 100 lb. TableTop Scale	\$1,195	\$1,003.80	16%	\$122	\$12	\$0	\$0
T312	JN64 150 lb. RollerTop Scale	\$1,695	\$1,423.80	16%	\$170	\$17	\$0	\$0
T313	JN67 149 lb. RollerTop Scale (California Only)	\$1,695	\$1,423.80	16%	\$173	\$17	\$0	\$0
<b>Printers</b>								
T316	J676 Forms Printer (Airbill, COD, HazMat)	\$1,195	\$1,003.80	16%	\$122	\$12	\$0	\$0
T319	J692 4" Adhesive Label Printer	\$2,195	\$1,843.80	16%	\$209	\$21	\$0	\$0
T321	J624 Laser Printer	\$695	\$583.80	16%	\$89	\$9	\$0	\$0
T322	J645 4" Label Printer	\$995	\$835.80	16%	\$122	\$12	\$0	\$0
<b>Bar Code Scanners</b>								
T320	J776 Non-Contact Programmable Wedge Scanner	\$1,495	\$1,255.80	16%	\$164	\$17	\$0	\$0
T330	ShipRequest Software, Two Dimensional Scanner & Scan Link	\$1,750	\$1,470.00	16%	\$183	\$18	\$0	\$0
T331	ShipRequest Software, Two Dimensional Scanner	\$1,750	\$1,470.00	16%	\$183	\$18	\$0	\$0
T332	J775 Two Dimensional Scanner	\$2,400	\$2,016.00	16%	\$183	\$18	\$0	\$0
T339	Ascent Cordless Scanner	\$2,295	\$1,927.80	16%	\$218	\$22	\$0	\$0
T196003	ShipRequest Multi-Pack (5 CD's)	\$125	\$105.00	16%	\$0	\$0	\$0	\$0
<b>Printer Supplies</b>								
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
<b>Accessories</b>								
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
<b>Miscellaneous</b>								
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 Upgrae 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
<b>Accounting System</b>								
<b>DM Series Interface</b>								
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
<b>Budget Manager</b>								
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
<b>Business Manager</b>								
<b>Core Solution</b>								
BM50	Business Manager Host Workstation	\$17,395	\$14,611.80	16%	\$270	\$27	\$1,100	\$172
BM5G	Government Package - Includes Host Package and High Volume Report Printer	\$18,520	\$15,556.80	16%	\$270	\$27	\$1,100	\$172
<b>Site Options</b>								
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
<b>Administrative Options</b>								
BM52	Business Manager Remote Workstation	\$5,895	\$4,951.80	16%	\$270	\$27	\$700	\$133
BM60	Business Manager Administrative Workstation	\$3,250	\$2,730.00	16%	\$270	\$27	\$190	\$18
<b>General Options</b>								
BM43	High Volume Laser Printer	\$1,360	\$1,142.40	16%	\$143	\$15	\$0	\$0
BM42	Barcode Scanner for PC Data Collector	\$1,495	\$1,255.80	16%	\$268	\$27	\$0	\$0
BM44	Barcode Scanner for Budget Manager and Business Manager	\$1,495	\$1,255.80	16%	\$218	\$22	\$0	\$0

ITEM	Description	2009 Com'l List Price	2009 WSCA Price	2009 Discount %	2009 Annual SLA Yr 2-5	2009 Leased SLA Monthly Yr 2-5	2009 Annual SMA Yr 2-5	2009 Leased SMA Monthly Yr 2-5
BM41	Receipt Printer	\$1,045	\$877.80	16%	\$122	\$12	\$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
<b>Funds Management</b>								
Z6FM	Funds Mgmt Feature Enabled (Master and Client Host)	\$1,195	\$1,003.00	16%	\$0	\$0	\$0	\$0
<b>Other Options</b>								
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
<b>New Business Manage to DM Infinity</b>								
BM48	Infinity Interface Includes Data Collector	\$4,995	\$4,195.80	16%	\$270	\$20	\$190	\$18
<b>Current Business Managers to DM Infinity</b>								
BM47	New Infinity and Data Collection	\$4,995	\$4,195.80	16%	\$561	\$56	\$0	\$0
BM65	6500 Upgrade to Infinity	\$895	\$751.80	16%	\$0	\$0	\$0	\$0
<b>SIP/SOW Required Options</b>								
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 (Echoplex)	\$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
<b>Professional Services</b>								
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
<b>PC Upgrade Options</b>								
Z6C1	Host/Remote Host Upgrade to Windows XP/Ver 4.0	\$1,195	\$1,003.00	16%	\$0	\$0	\$0	\$0
Z6C2	Admin/Reporting/Data Collector Upgrade to Windows XP/Ver 4.0	\$795	\$667.00	16%	\$0	\$0	\$0	\$0
Z6C3	Host / Client Host Upgrade to Windows XP / 5.5	\$1,195	\$1,003.00	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
<b>VeriMove Net for SmartMailer 7, SmartMailer 7 Premium Edition</b>								
WMP1	VeriMove Net for 36,000 Records Processed	\$324	\$259.00	20%	\$0	\$0	\$0	\$0
WMP2	VeriMove Net for 360,000 Records Processed	\$1,800	\$1,512.00	16%	\$0	\$0	\$0	\$0
WMP3	VeriMove Net for 900,000 Records Processed	\$3,600	\$3,024.00	16%	\$0	\$0	\$0	\$0
WMP4	VeriMove Net for 10,000 Records Processed	\$100	\$84.00	16%	\$0	\$0	\$0	\$0
WMPU	VeriMove Net Unlimited Subscription	\$200	\$168.00	16%	\$0	\$0	\$0	\$0
<b>Smartmailer 7 Software Options</b>								
WSEL	Enhanced Line of Travel (ELOT)	\$99	\$83.16	16%	\$0	\$0	\$0	\$0
TMM1	TrackMyMail Subscription	\$700	\$588.00	16%	\$0	\$0	\$2,660	\$250
<b>Professional Services - SmartMailer 7 Training for Windows</b>								
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

WSCA EPS050076-A2-2 Pricebook

Effective 12/4/08

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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
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
<b>AddressRight Pro Software</b>								
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
<b>Additional Licenses</b>								
WSL1	1 User License for SmartMailer	\$995	\$835.00	16%	\$0	\$0	\$0	\$0
WSLL	50 User Licenses for SmartMailer	\$7,495	\$6,295.00	16%	\$0	\$0	\$0	\$0
WSLX	10 User Licenses for SmartMailer	\$4,995	\$4,195.00	16%	\$0	\$0	\$0	\$0
<b>Data Mapping &amp; Integrated Services</b>								
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
<b>PB First Document Processing Software</b>								
WPB5	PB First Base License (Includes first 5 applications)	\$300	\$252.00	16%	\$0	\$0	\$65	\$6
<b>PB First for Preformatted Documents</b>								
WPD1	Preformatted Document Option	\$1,200	\$1,008.00	16%	\$0	\$0	\$260	\$24
<b>PB First for Document Formatting</b>								
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
<b>PB First Software Options</b>								
WPSM	SmartMailer interface Option	\$1,000	\$840.00	16%	\$0	\$0	\$225	\$21
WPPA	Additional Applications	\$275	\$231.00	16%	\$0	\$0	\$55	\$5
<b>PB First Professional Integration Services</b>								
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
<b>PB First Project Management Services</b>								
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
<b>PlanetPress</b>								
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
<b>PlanetPress Options</b>								
WPP5	PlanetPress Image	\$4,625	\$3,885.00	16%	\$0	\$0	\$0	\$0
<b>New Addressright Printers &amp; Hardware</b>								
DA30	DA300 Envelope Printer	\$4,995	\$3,496.50	30%	\$789	\$78	\$0	\$0
WP5A	High Speed Laser Printer	\$7,700	\$6,468.00	16%	\$1,129	\$112	\$0	\$0
WP5H	High Capacity High Speed Laser Printers	\$9,995	\$8,395.80	16%	\$1,129	\$112	\$0	\$0
DA5C	DA50S Envelope Address Printer Black & White	\$7,270	\$5,089.00	30%	\$1,314	\$130	\$0	\$0
DA5S	D55S Envelope Address Printer: Color	\$9,090	\$6,363.00	30%	\$1,387	\$137	\$0	\$0
DA7C	DA70S High Speed Envelope Address Printer Black & White	\$13,905	\$11,680.20	16%	\$1,483	\$147	\$0	\$0
DA7S	DA75S High Speed Envelope Address Printer Color	\$16,045	\$11,231.50	30%	\$1,609	\$159	\$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%	\$677	\$67	\$0	\$0
DA9K	DA95F High Performance Fixed Head Printer with Feed Right Feeder	\$20,325	\$15,955.80	21%	\$1,899	\$188	\$0	\$0
DA9L	DA95F High Performance Fixed Head Printer with Feed Right Feeder, Stack, Dryer and Stand	\$25,959	\$20,386.80	21%	\$2,167	\$215	\$0	\$0

ITEM	Description	2009 Com'l List Price	2009 WSCA Price	2009 Discount %	2009 Annual SLA Yr 2-5	2009 Leased SLA Monthly Yr 2-5	2009 Annual SMA Yr 2-5	2009 Leased SMA Monthly Yr 2-5
DA9M	DA95F High Performance Fixed Head Printer with Integrated Stacker	\$23,829	\$20,016.00	16%	\$1,583	\$157	\$0	\$0
DA9N	DA95F High Performance Fixed Head Printer	\$18,185	\$11,896.50	35%	\$1,315	\$130	\$0	\$0
<b>New DA Series Options</b>								
DASC	Integrated Stacker w/Dryer and Stand	\$5,275	\$4,431.00	16%	\$696	\$69	\$0	\$0
W823	FeedRight Feeder for DA950	\$5,995	\$5,035.80	16%	\$584	\$58	\$0	\$0
DA86	High Output Dryer	\$1,725	\$1,449.00	16%	\$104	\$11	\$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%	\$164	\$17	\$0	\$0
DA8A	High Speed Conveyor Stacker for DA80F	\$3,425	\$2,877.00	16%	\$164	\$17	\$0	\$0
<b>Addressright Options &amp; Peripherals</b>								
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%	\$441	\$44	\$0	\$0
W764	W760 Stacker and Dryer for W700 and W890	\$2,690	\$1,883.00	30%	\$175	\$18	\$0	\$0
W763	W760 Stacker for W700, W770 (Includes printer Interface)	\$1,830	\$1,537.00	16%	\$175	\$18	\$0	\$0
W760	Stacker for Tabber	\$1,775	\$1,242.50	30%	\$175	\$18	\$0	\$0
W853	Ink Dryer sold with W763 Stacker	\$860	\$602.00	30%	\$63	\$7	\$0	\$0
W824	Laser Tray Tag / Label and Report Printer	\$695	\$583.80	16%	\$89	\$9	\$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
<b>AddressRight PC's</b>								
W406	Compaq 15" Flat Panel	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
<b>Print Services</b>								
F91A	2 User Account	\$500	\$420.00	16%	\$0	\$0	\$530	\$50
<b>Documatch</b>								
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
<b>Folders &amp; Inserters</b>								
<b>DI200 OfficeRight Inserting System</b>								
DI23	OfficeRight DI23 3 Station (includes installation and training)	\$5,145	\$4,321.80	16%	\$487	\$48	\$0	\$0
DI22	OfficeRight DI22 2 Station (includes installation and training)	\$3,600	\$3,024.00	16%	\$487	\$48	\$0	\$0
DP19	OfficeRight Second Sheet Feeder	\$1,195	\$1,003.80	16%	\$0	\$0	\$0	\$0
<b>DI380-DI425</b>								
DI4F	3 Station DI425 with OMR	\$16,495	\$13,855.80	16%	\$1,106	\$110	\$0	\$0
DI4G	3 Station DI425 without OMR	\$15,395	\$10,776.50	30%	\$1,106	\$110	\$0	\$0
DI3C	3 Station DI380 with OMR	\$14,845	\$12,469.80	16%	\$1,073	\$106	\$0	\$0
DI3F	1 Station DI380 without OMR	\$7,345	\$6,172.00	16%	\$1,073	\$106	\$0	\$0
DI3G	2 Station DI380 without OMR	\$10,995	\$7,696.50	30%	\$1,073	\$106	\$0	\$0
DI3H	3 Station DI380 without OMR	\$12,620	\$8,834.00	30%	\$1,073	\$106	\$0	\$0
F37S	Enhanced OMR Option for DI380/DI425	\$1,500	\$1,280.00	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
<b>DI500/DI600 FastPac Inserters</b>								
DI64	DI600 4 Station, 2 Sheet Feeders, 2 Insert Feeders	\$19,995	\$16,795.80	16%	\$1,590	\$158	\$0	\$0
DI65	DI600 5 Station, 4 Sheet Feeders, 1 Insert Feeder	\$22,495	\$18,895.80	16%	\$1,590	\$158	\$0	\$0
DI6A	DI600 4 Station, 2 Sheet Feeders, 2 Insert Feeders, 60" Table with Lock	\$20,495	\$17,215.80	16%	\$1,590	\$158	\$0	\$0
DI6B	DI600 4 Station, 2 Sheet Feeders, 2 Insert Feeders, 72" Table with Lock	\$25,495	\$21,415.80	16%	\$1,590	\$158	\$0	\$0
DI5A	DI500 3 Station, 2 Sheet Feeders, 1 Insert Feeder, 60" Adjustable Table with Lock	\$19,590	\$13,713.00	30%	\$1,590	\$158	\$0	\$0
DI6C	DI600 3 Station, 2 Sheet Feeders, 2 Insert Feeders, 80" Adjustable Table with Lock	\$21,420	\$14,994.00	30%	\$1,590	\$158	\$0	\$0
DI6G	DI600 6 Station, w/60" Table (DI72)	\$25,920	\$18,144.00	30%	\$1,590	\$158	\$0	\$0
<b>DI500/DI600 Options</b>								
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%	\$90	\$9	\$0	\$0
DIT0	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%	\$122	\$12	\$0	\$0
DIBF	Belt Stacker with install to height stand	\$3,295	\$2,767.80	16%	\$122	\$12	\$0	\$0
DIPS	OPTIFLOW POWER STACKER	\$1,495	\$1,255.80	16%	\$90	\$9	\$0	\$0
DIVS	OptiFlow Power Stacker	\$1,495	\$1,255.80	16%	\$90	\$9	\$0	\$0

ITEM	Description	2009 Com'l List Price	2009 WSCA Price	2009 Discount %	2009 Annual SLA Yr 2-5	2009 Leased SLA Monthly Yr 2-5	2009 Annual SMA Yr 2-5	2009 Leased SMA Monthly Yr 2-5
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
<b>DI500/DI600 OMR Options</b>								
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	\$583.00	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
<b>DI900/DI950 FastPac Inserting System</b>								
DI90	DI900 Inserting System: 2 Drop Stackers and 4 Feeder Tower	\$35,500	\$24,850.00	30%	\$2,178	\$216	\$0	\$0
DI91	DI900 Inserting System: 2 Drop Stackers, 2 Feeder Tower and High Capacity Sheet Feeder	\$39,500	\$27,650.00	30%	\$2,664	\$264	\$0	\$0
DI95	DI950 Inserting System: 2 Drop Stackers, 4 Feeder Tower and High Capacity Envelop Feeder	\$41,500	\$29,050.00	30%	\$2,668	\$264	\$0	\$0
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%	\$3,154	\$312	\$0	\$0
DI9A	DI900 Base Inserting System	\$30,000	\$21,000.00	30%	\$2,178	\$216	\$0	\$0
DI9B	DI905 Base Inserting System	\$36,000	\$25,200.00	30%	\$2,668	\$264	\$0	\$0
DI9G	DI900: 4 feeder tower, 60" table	\$37,950	\$26,565.00	30%	\$2,178	\$216	\$0	\$0
DI9H	DI900: 4 feeder tower, high capacity sheet feeder, 90" table	\$44,700	\$31,290.00	30%	\$2,664	\$264	\$0	\$0
DI9J	DI950: feeder tower, high capacity sheet feeder, 90" table	\$50,700	\$35,490.00	30%	\$3,154	\$312	\$0	\$0
DI9K	DI900 Standard Package - 4 feeder tower, 60" table, Optiflow Powerstacker and training	\$40,840	\$28,588.00	30%	\$2,268	\$225	\$0	\$0
DI9L	DI950 Premium package: 4 feeder tower, high capacity sheet feeder, 90" table w/ extension, Optiflow Belt stacker, scanning software and training	\$64,115	\$44,880.50	30%	\$3,601	\$356	\$0	\$0
DI9C	DI950: Enhanced Base System	\$60,000	\$50,400.00	16%	\$6,750	\$668	\$0	\$0
DI9M	DI950: 2 feeder tower w/Pro Feeder	\$77,000	\$64,680.00	16%	\$8,810	\$871	\$0	\$0
DI9N	DI950: 4 feeder tower w/Pro Feeder	\$84,000	\$70,560.00	16%	\$8,810	\$871	\$0	\$0
<b>DI900/DI950 FastPac Options</b>								
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%	\$487	\$48	\$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	\$2,520.00	16%	\$0	\$0	\$0	\$0
F7DI	Bottom Address Inverter Kit	\$695	\$583.80	16%	\$0	\$0	\$0	\$0
F7FT	Fiat Sealer	\$3,750	\$3,150.00	16%	\$0	\$0	\$0	\$0
DITT	Operator Training for DI900/DI950	\$1,200	\$1,008.00	16%	\$0	\$0	\$0	\$0
DITU	Installation & Training for High Capacity Sheet Feeder	\$380	\$319.20	16%	\$0	\$0	\$0	\$0
DITW	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%	\$173	\$17	\$0	\$0
DIVX	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 Fiat Sealer	\$300	\$252.00	16%	\$0	\$0	\$0	\$0
F7HS	High Capacity Loader for Universal Feeder	\$13,150	\$11,046.00	16%	\$1,480	\$147	\$0	\$0
F736	Standard OMR Top/Bottom Scanner Kit	\$8,500	\$7,140.00	16%	\$956	\$95	\$0	\$0
F737	Standard Barcode Reader Kit (Picket Only)	\$5,000	\$4,200.00	16%	\$563	\$56	\$0	\$0
F739	Custom Scanning Software for Universal Feeder	\$15,200	\$12,768.00	16%	\$1,710	\$169	\$0	\$0
F738	Moving Beam Barcode Scanner for Universal Feeder (Picket & Ladder)	\$12,500	\$10,500.00	16%	\$1,406	\$139	\$0	\$0
DITR	3rd Leg Table Extension	\$1,640	\$1,377.60	16%	\$0	\$0	\$0	\$0
<b>DI900/DI950 FastPac Furniture and Stacker Options</b>								
DITM	Height Adjustable Table, 60" w/Locking Doors	\$2,700	\$2,286.00	16%	\$0	\$0	\$0	\$0
DIT8	Height Adjustable Table, 60" w/o Doors	\$2,450	\$2,058.00	16%	\$0	\$0	\$0	\$0
DIT9	Height Adjustable Table, 90"	\$2,700	\$2,286.00	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
DIBA	Belt Stacker no stand, in line	\$2,800	\$2,352.00	16%	\$122	\$12	\$0	\$0
DIBB	Belt Stacker with install to height stand	\$3,295	\$2,767.80	16%	\$122	\$12	\$0	\$0
DIBC	Tandem Belt Stacker no stand	\$4,500	\$3,780.00	16%	\$122	\$12	\$0	\$0
DIBD	Tandem Belt Stacker with install to height stand, in line	\$5,000	\$4,200.00	16%	\$122	\$12	\$0	\$0
DIVP	Optiflow power stacker	\$1,495	\$1,255.80	16%	\$90	\$9	\$0	\$0
DITV	Install & Training for Stackers	\$195	\$163.80	16%	\$0	\$0	\$0	\$0

ITEM	Description	2009 Com'l List Price	2009 WSCA Price	2009 Discount %	2009 Annual SLA Yr 2-5	2009 Leased SLA Monthly Yr 2-5	2009 Annual SMA Yr 2-5	2009 Leased SMA Monthly Yr 2-5
<b>DI900/DI950 FastPac Scanning Options</b>								
F7TB	Tower Beam Barcode Scanners w/Basic Integrity OMR Software	\$2,500	\$2,100.00	16%	\$203	\$20	\$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%	\$122	\$12	\$0	\$0
F7MS	Moving Beam Barcode Scanner for High Capacity Sheet Feeder	\$3,500	\$2,940.00	16%	\$122	\$12	\$0	\$0
DITS	Scanning Installation and Operator Training	\$495	\$415.80	16%	\$0	\$0	\$0	\$0
<b>DI900/DI950 Integrated Document Printing</b>								
F7DP	DI950 Doc Printer B&W with PC	\$19,000	\$15,960.00	16%	\$2,043	\$202	\$0	\$0
F7DR	DI950 Doc Printer Color with PC	\$26,000	\$21,840.00	16%	\$2,315	\$229	\$0	\$0
F7DS	DI950 Integrated Document Black and White printing solution without PC	\$18,000	\$15,120.00	16%	\$1,751	\$173	\$0	\$0
F7DT	DI950 Integrated Document Color Printing Solution without PC	\$25,000	\$21,000.00	16%	\$2,023	\$200	\$0	\$0
<b>Folding Machines/Accessories</b>								
DF40	DF400 OfficeRight Folder (Includes Training and Installation)	\$2,735	\$2,297.40	16%	\$440	\$44	\$0	\$0
DF50	DF500 Electronic Folder	\$4,855	\$4,079.00	16%	\$609	\$61	\$0	\$0
SP6R	DF500 Folder and FD78 Extended Power Stacker	\$5,795	\$4,867.80	16%	\$674	\$67	\$0	\$0
<b>Accessories</b>								
SP6Z	FD48 Power Stacker for FD40 when purchased separately	\$1,245	\$1,045.80	16%	\$65	\$7	\$0	\$0
<b>OfficeRight Folder</b>								
DF1D	DF100 OfficeRight Folder	\$340	\$238.00	30%	\$42	\$5	\$0	\$0
<b>Web Base PB TMS Software Options</b>								
<b>Computers</b>								
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%	\$257	\$26	\$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%	\$257	\$26	\$0	\$0
V3PE	ASCENT TO SENDSUITE LOYALTY PC	\$0	\$0.00	0%	\$257	\$26	\$0	\$0
<b>Printers</b>								
V316	J676 Forms Printer ( Airbill, COD Hazmat Bill of Lading, etc)	\$1,195	\$1,003.80	16%	\$122	\$12	\$0	\$0
V319	J693 High Speed Label Printer - Includes 4" continous labels	\$2,195	\$1,843.80	16%	\$209	\$21	\$0	\$0
V321	1E05 Laser Printer	\$695	\$583.80	16%	\$89	\$9	\$0	\$0
V322	1E03 4 in Adhesive Label Printer	\$995	\$835.80	16%	\$122	\$12	\$0	\$0
TS14	J693 Continuous Labels Supply - Case	\$260	\$218.40	16%	\$0	\$0	\$0	\$0
TS02	J692/J69D Continuous Label Supply - Case	\$290	\$243.60	16%	\$0	\$0	\$0	\$0
<b>Scales</b>								
V310	JB75 100lb. Tabletop Scale	\$1,195	\$1,003.80	16%	\$122	\$12	\$0	\$0
V312	JB64 150lb. Rollertop Scale	\$1,695	\$1,423.80	16%	\$170	\$17	\$0	\$0
V313	JB67 149lb. Rollertop Scale (California)	\$1,695	\$1,423.80	16%	\$173	\$17	\$0	\$0
JN96002	Base Mount Display Kit for JB75 Scale	\$160	\$134.40	16%	\$0	\$0	\$0	\$0
<b>Scanners</b>								
V320	J776 Noncontact Programmable Wedge Scanner	\$1,495	\$1,255.80	16%	\$164	\$17	\$0	\$0
V339	J779 Cordless Wedge Scanner	\$2,295	\$1,927.80	16%	\$218	\$22	\$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
<b>Miscellaneous</b>								
T896006	128M DIMM Memory Upgrade Kit	\$175	\$147.00	16%	\$0	\$0	\$0	\$0
<b>SendSuite Solutions</b>								
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

**WSCA EPS050076-A2-2 Pricebook**

Effective 12/4/08

ITEM	Description	2009 Com'l List Price	2009 WSCA Price	2009 Discount %	2009 Annual SLA Yr 2-5	2009 Leased SLA Monthly Yr 2-5	2009 Annual SMA Yr 2-5	2009 Leased SMA Monthly Yr 2-5
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
VS1A	EasyShip Platinum Web Server Software - 1 to 5 Users	\$800	\$672.00	16%	\$0	\$0	\$2,800	\$263
VS1B	EasyShip Platinum Web Server Software - 6 to 15 Users	\$950	\$798.00	16%	\$0	\$0	\$3,400	\$319
VS1C	EasyShip Platinum Web Server Software - 16+ Users	\$1,150	\$966.00	16%	\$0	\$0	\$4,200	\$394
VS1L	EasyShip Platinum Web Client License - per User	\$500	\$420.00	16%	\$0	\$0	\$550	\$52
VSCC	Custom Carrier Enable	\$250	\$210.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSCP	PB Built Custom Carrier	\$1,250	\$1,050.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSDB	DHL Activation	\$495	\$415.80	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSDF	DHL Activation 1st Origin	\$0	\$0.00	0%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSDM	DHL Activation	\$2,995	\$2,515.80	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSDS	DHL Activation	\$995	\$835.80	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSEM	Email Notification	\$0	\$0.00	0%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSFB	FedEx Activation	\$495	\$415.80	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSFF	FedEx Activation 1 Origin	\$0	\$0.00	0%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSFM	FedEx Activation	\$2,995	\$2,515.80	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSFS	FedEx Activation	\$995	\$835.80	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSLL	L.T.L LOCATION LICENSE	\$0	\$840.00	0%	\$0	\$0	\$0	\$0
VSM1	Add 1 Multiple User Location License	\$3,495	\$675.00	81%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSMC	Add 100 Multiple User Location License	\$219,000	\$42,075.00	81%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSML	Add 50 Multiple User Location License	\$132,000	\$25,287.00	81%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSMT	Software Meter Interface	\$295	\$248.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSMX	Add 10 Multiple User Location License	\$30,750	\$5,907.00	81%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSPB	USPS Activation	\$495	\$415.80	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSPF	USPS Activation	\$0	\$0.00	0%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSPPP	USPS Internet Postage	\$1,495	\$1,255.80	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSPS	USPS Activation	\$995	\$835.80	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSR1	Singe Site RDI Feature	\$795	\$667.80	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSR2	Multiple Site RDI Feature	\$1,495	\$1,255.80	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSS1	Add 1 Single User Location License	\$795	\$667.80	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSSC	Add 100 Single User Location License	\$49,500	\$41,580.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSSL	Add 50 Single User Location License	\$29,750	\$24,990.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSSX	Add 10 Singe User Location License	\$6,950	\$5,838.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE

WSCA EPS050076-A2-2 Pricebook

Effective 12/4/08

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VSDP	Send suite Desktop Base System License	\$4,995	\$4,195.80	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSDE	SendSuite Desktop Software	\$8,295	\$6,967.80	16%	\$0	\$0	\$0	\$0
VSDL	Site License for Send suite Desktop Software	\$1,650	\$1,386.00	16%	\$0	\$0	\$0	\$0
VPCT	Send suite Desktop On-Site Training -Full Day	\$1,000	\$840.00	16%	\$0	\$0	\$0	\$0
VSCM	SENDSUITE ECERTIFIED MAIL	\$695	\$583	16%	\$0	\$0	\$0	\$0
VSER	SENDSUITE ERETURN RECEIPT	\$795	\$667.50	16%	\$0	\$0	\$0	\$0
VSAS	SENDSUITE SECURE ARCHIVE	\$400	\$336	16%	\$0	\$0	\$0	\$0
<b>Site Licenses for Limited Users Item Codes</b>								
VSK1	1 Site License for Limited Users (up to 20 per License)	\$200	\$168.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
<b>Site Licenses for Unlimited Users</b>								
VSN1	1 Site License for Unlimited Users	\$2,500	\$2,100.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSNX	10 Site License for Unlimited Users	\$22,000	\$18,480.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSNL	50 Site License for Unlimited Users	\$94,000	\$78,960.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSNL	50 Site License for Unlimited Users	\$94,000	\$78,960.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSNL	50 Site License for Unlimited Users	\$94,000	\$78,960.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSNL	100 Site License for Unlimited Users	\$156,000	\$131,040.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
VSUF	UPS Activation	\$0	\$0.00	0%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
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
VTC4	CENTRAL FREIGHT LINES	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTCA	CON-WAY CENTRAL	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTCB	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
VTL0	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
VTP0	PITT OHIO	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTP1	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
VTS0	SAIA MOTOR FREIGHT	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTS3	SOUTHEASTERN FREIGHT	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTS5	SOUTHWESTERN MOTOR TRANSPORT	\$400	\$336.00	16%	\$0	\$0	\$0	\$0
VTS7	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

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Effective 12/4/08

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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 VT22 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
VUC4	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
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
VUW0	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
<b>PBDS Hosting</b>								
VBH1	HBSS MU SITE LIC	\$8,995	\$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
<b>SendSuite Usage Band</b>								
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	\$243,600.00	16%	\$0	\$0	CUSTOM QUOTE	CUSTOM QUOTE
<b>SendSuite Shipping</b>								
VSA1	SendSuite Shipping PM300	\$3,995	\$3,355.00	16%	\$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

**WSCA EPS050076-A2-2 Pricebook**

Effective 12/4/08

ITEM	Description	2009 Com'l List Price	2009 WSCA Price	2009 Discount %	2009 Annual SLA Yr 2-5	2009 Leased SLA Monthly Yr 2-5	2009 Annual SMA Yr 2-5	2009 Leased SMA Monthly Yr 2-5
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%	\$345	\$34	CUSTOM QUOTE	CUSTOM QUOTE
VSA6	SendSuite Shipping Post Manager 1	\$7,950	\$6,678.00	16%	\$378	\$38	CUSTOM QUOTE	CUSTOM QUOTE
VSA7	SendSuite Shipping Post Manager 2	\$9,250	\$7,770.00	16%	\$588	\$58	CUSTOM QUOTE	CUSTOM QUOTE
VS31	SendSuite Shipping Warehouse 101	\$39,749	\$33,389.00	16%	\$751	\$75	CUSTOM QUOTE	CUSTOM QUOTE
VS32	SendSuite Shipping Warehouse 102	\$65,625	\$55,125.00	16%	\$751	\$75	CUSTOM QUOTE	CUSTOM QUOTE
<b>Additional Services</b>								
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
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
<b>Postal Kiosk</b>								
KGML	KIOSK LEASE PACKAGE	\$26,500	\$22,260.00	16%	\$2,223	\$209	\$0	\$0
<b>High Volume Mailing Systems for Production Inserters</b>								
R751	DM16K (Non-PB System Upgrade)	\$18,495	\$15,789	15%	\$1,574	\$148	\$0	\$0
R752	DM16K (PB System Upgrade)	\$18,495	\$15,789	15%	\$1,574	\$148	\$0	\$0
R761	DM16K (New System Placements)	\$18,495	\$15,789	15%	\$1,574	\$148	\$0	\$0
R763	DM22KR Reset-on-the-Fly™ (New PB System)	\$31,995	\$30,795	4%	\$2,777	\$261	\$0	\$0
R76X	B&H Modular Output Kit	\$500	\$451	10%	\$0	\$0	\$0	\$0
R770	DM Infinity Non-PB System Installation	\$500	\$451	10%	\$0	\$0	\$0	\$0
R77H	Seal Only Head	\$1,160	\$1,016	12%	\$0	\$0	\$0	\$0
R77W	B&H Integrated Output Kit	\$1,250	\$1,129	10%	\$0	\$0	\$0	\$0
R77Y	DM Infinity Series Roll-Up Module	\$95,000	\$86,838	9%	\$12,093	\$1,136	\$0	\$0
R77Z	DM Infinity Stand - Non PB Systems	\$500	\$451	10%	\$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  
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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  
 2

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 INC  
 527 SECOND AVE  
 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		
01/21/2009		NET 30		060495050				
SHIP VIA		F.O.B.		FREIGHT TERMS		ACCOUNT NUMBER		
BEST WAY		DESTINATION		PREPAID		MIL.-MIL.		
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