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|---|--------------------------|--|
| <b>Postage Meter Rental (Reference Part 3.19)</b>   |                          |  |
| All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.<br><b>NO VOLUME OR TERM DISCOUNTS INCLUDED</b> | <b>Offerors Response</b> | DUE TO 2019 GAAP CHANGES, THE PRICING ON THIS PAGE IS FOR LEGACY POSTAGE METER RENTALS ONLY, WITH THE EXCEPTION OF INFINITY PRINTING DEVICE. FOR NEW ORDERS, REFER TO THE METER SUBSCRIPTION PRICE ON THE SOFTWARE LICENSE AND SUBSCRIPTION TAB OF PRICE BOOK.   |
| <b>Required</b>   |                          |  |
| Percent (%) Discount from MSRP off Base Category Equipment  | 17%                      |  |
| <b>Maintenance Included in Rental Price</b>   |                          | ** In no event shall the term for a DM Infinity meter agreement go beyond June 30, 2026. In addition, in no event shall a new DM Infinity meter be placed (installed) after June 30, 2024. The metering function as well as support for the DM Infinity meter will end on June 30, 2026 due to USPS regulations. This means that the metering device will stop functioning on June 30, 2026 and you will not be able to meter your mail. Mail processed on a DM Infinity meter after June 30, 2026 will not be accepted by the USPS. |

| Item    | Category              | Description  | Monthly Meter MSRP | Monthly Contract Price | % Off MSRP |
|---------|-----------------------|--|--------------------|------------------------|------------|
| 1RPT    | POSTAGE METER RENTALS | PSD, US DM INFINITY PERMIT METER                         | \$137.00/MONTH     | \$113.71/MONTH         | 17%        |
| 1W00-MH | POSTAGE METER RENTALS | METER FOR CONNECT+3000                                   | \$104.00/MONTH     | \$86.32/MONTH          | 17%        |
| 1W00-ML | POSTAGE METER RENTALS | METER FOR CONNECT+500                                    | \$104.00/MONTH     | \$86.32/MONTH          | 17%        |
| 1W00-MM | POSTAGE METER RENTALS | METER FOR CONNECT+1000/2000                              | \$104.00/MONTH     | \$86.32/MONTH          | 17%        |
| 4W00-MH | POSTAGE METER RENTALS | METER FOR CONNECT GREEN+3000 & SENDPRO P3000             | \$100.00/MONTH     | \$83.00/MONTH          | 17%        |
| 4W00-ML | POSTAGE METER RENTALS | METER FOR GREEN CONNECT+500 /SENDPRO P SERIES METER1500C | \$66.00/MONTH      | \$54.78/MONTH          | 17%        |
| 4W00-MM | POSTAGE METER RENTALS | METER FOR CONNECT GREEN+1000/2000 & SENDPRO P1000/200C   | \$76.00/MONTH      | \$63.08/MONTH          | 17%        |

| Mailing Systems, Ultra Low Volume (Reference Part 3.19)   |                          |
|---|--------------------------|
| All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.<br><b>NO VOLUME OR TERM DISCOUNTS INCLUDED</b> | <b>Offerors Response</b> |
| <b>Required</b>   |                          |
| Percent (%) Discount from MSRP off Base Category Equipment  | 41%                      |
| <b>Optional</b>   |                          |
| Percentage (%) Discount from MSRP off Associated Accessories  | 35%                      |
| Percentage (%) Discount from MSRP off Supplies and Consumables (does not include paper)   | 17%                      |
| Percentage (%) Discount from MSRP off Associated Mailing Furniture  | 25%                      |
| <b>Maintenance</b>  |                          |
| Percentage (%) Discount from MSRP off full service maintenance contracts  | 20%                      |
| <b>If end user is utilizing Time and Materials Maintenance</b>  |                          |
| Hourly rate for Time and Materials - regular business hours   | \$218.00                 |
| Hourly rate for Time and Materials - outside business hours, weekends, and holidays   | \$436.00                 |
| Percentage (%) discount off Parts for Time and Materials maintenance  | 5%                       |

| Item      | Category                                     | Description                             | Equipment MSRP | Contract Equipment Price | % Off MSRP | MSRP Equipment Maintenance | Contract Annual Equipment Maintenance Years 2-5 | % Off MSRP | Contract Monthly Equipment Maintenance | MSRP Software Maintenance | Contract Annual Software Maintenance Years 2-5 | % Off MSRP | Contract Monthly Software Maintenance |
|-----------|--|---|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| COVER-SPM | ULTRA LOW VOLUME MAILING SYSTEMS ACCESSORIES | PROTECTIVE DUST COVER - SPM/MAILSTATION | \$41.00        | \$26.65                  | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| H200      | ULTRA LOW VOLUME MAILING SYSTEMS             | SENDPRO MAILSTATION WITH 5LB SCALE      | \$1,261.00     | \$706.16                 | 44%        | \$13.50                    | \$10.80   | 20%        | \$1.00                                 | n/a                       | n/a  | n/a        | n/a                                   |



| Mailing Systems, Medium Volume (Reference Part 3.19)  |          |
|---|----------|
| All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.<br><b>NO VOLUME OR TERM DISCOUNTS INCLUDED</b> |          |
| <b>Offerors Response</b>  |          |
| <b>Required</b>   |          |
| Percent (%) Discount from MSRP off Base Category Equipment  | 27%      |
| <b>Optional</b>   |          |
| Percentage (%) Discount from MSRP off Associated Accessories  | 31%      |
| Percentage (%) Discount from MSRP off Supplies and Consumables (does not include paper)   | 17%      |
| Percentage (%) Discount from MSRP off Associated Mailing Furniture  | 25%      |
| <b>Maintenance</b>  |          |
| Percentage (%) Discount from MSRP off full service maintenance contracts  | 20%      |
| <b>If end user is utilizing Time and Materials Maintenance</b>  |          |
| Hourly rate for Time and Materials - regular business hours   | \$218.00 |
| Hourly rate for Time and Materials - outside business hours, weekends, and holidays   | \$436.00 |
| Percentage (%) discount off Parts for Time and Materials maintenance  | 5%       |

| Item       | Category                                  | Description  | Equipment MSRP | Contract Equipment Price | % Off MSRP | MSRP Equipment Maintenance | Contract Annual Equipment Maintenance Years 2-5 | % Off MSRP | Contract Monthly Equipment Maintenance | MSRP Software Maintenance | Contract Annual Software Maintenance Years 2-5 | % Off MSRP | Contract Monthly Software Maintenance |
|------------|---|--|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| ZHC5       | MEDIUM VOLUME MAILING SYSTEMS             | SENDPRO C500 BASE SYSTEM IDENTIFIER                  | \$0.00         | \$0.00                   | 0%/n/a     | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZHC4       | MEDIUM VOLUME MAILING SYSTEMS             | SENDPRO C400 BASE                                    | \$0.00         | \$0.00                   | 0%/n/a     | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZHE2       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | P8 PRESORT XTRA RATES                                | \$0.00         | \$0.00                   | 0%/n/a     | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZHE1       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | FIRST CLASS COMMERCIAL PRESORT RATES                 | \$0.00         | \$0.00                   | 0%/n/a     | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZH29       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | 95 LPM SPEED   | \$0.00         | \$0.00                   | 0%/n/a     | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZH27       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | ZH00 65 LPM  | \$0.00         | \$0.00                   | 0%/n/a     | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MSF5       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | CONNECT+2000/SENDPRO2000 DLA PRELOADED FEEDER        | \$0.00         | \$0.00                   | 0%         | \$612.54                   | \$490.03  | 20%        | \$45.52                                | n/a                       | n/a  | n/a        | n/a                                   |
| MSF4       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | CONNECT+1000/SENDPRO1000 DLA PRELOADED FEEDER        | \$0.00         | \$0.00                   | 0%         | \$253.63                   | \$202.90  | 20%        | \$18.85                                | n/a                       | n/a  | n/a        | n/a                                   |
| MSF2       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | CONNECT+ BASIC WOV FEEDER                            | \$0.00         | \$0.00                   | 0%         | \$612.54                   | \$490.03  | 20%        | \$45.52                                | n/a                       | n/a  | n/a        | n/a                                   |
| MSF1       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | MAILSTREAM BASIC FEEDER-HT                           | \$0.00         | \$0.00                   | 0%         | \$253.63                   | \$202.90  | 20%        | \$18.85                                | n/a                       | n/a  | n/a        | n/a                                   |
| MP96001    | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | MP96001 - REMOTE DISPLAY SALES KIT                   | \$0.00         | \$0.00                   | 0%/n/a     | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MP8115     | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | 15 LB UPGRADE  | \$0.00         | \$0.00                   | 0%         | \$23.00                    | \$18.40   | 20%        | \$1.71                                 | n/a                       | n/a  | n/a        | n/a                                   |
| MP8110     | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | 10 LB UPGRADE  | \$0.00         | \$0.00                   | 0%         | \$12.00                    | \$9.60  | 20%        | \$0.89                                 | n/a                       | n/a  | n/a        | n/a                                   |
| HZ8001     | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | DROP STACKER   | \$0.00         | \$0.00                   | 0%/n/a     | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| APSD       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | 130/70 LPM SPEED                                     | \$0.00         | \$0.00                   | 0%/n/a     | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| APSA       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | 130 LPM SPEED  | \$0.00         | \$0.00                   | 0%/n/a     | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| APFM       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | LASER PRINTER ENABLED                                | \$0.00         | \$0.00                   | 0%/n/a     | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| APAL       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | 50 SHEET ANALYTICS                                   | \$0.00         | \$0.00                   | 0%/n/a     | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| IFZ0       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | DIFFERENTIAL WEIGHING                                | \$0.00         | \$0.00                   | 0%/n/a     | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| IFER       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | ERR RATES  | \$0.00         | \$0.00                   | 0%/n/a     | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1E9002     | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | ACCOUNTING USB HUB                                   | \$0.00         | \$0.00                   | 0%/n/a     | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| APAYL      | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | COST ACCTG ACCOUNTS LEVEL (50)                       | \$0.00         | \$0.00                   | 0%/n/a     | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| APAXL      | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | COST ACCTG ACCOUNTS LEVEL (100)                      | \$0.00         | \$0.00                   | 0%/n/a     | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| APAYL      | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | COST ACCTG ACCOUNTS LEVEL (500)                      | \$0.00         | \$0.00                   | 0%/n/a     | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| APAZL      | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | COST ACCTG ACCOUNTS LEVEL (1000)                     | \$0.00         | \$0.00                   | 0%/n/a     | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| APXML      | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | COST ACCTG ACCOUNTS LEVEL (100000)                   | \$0.00         | \$0.00                   | 0%/n/a     | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 9H02       | MEDIUM VOLUME MAILING SYSTEMS             | SENDPRO C AUTO USA LIVE FEDRAMP BASE                 | \$0.00         | \$0.00                   | 0%         | \$420.00                   | \$336.00  | 20%        | \$31.21                                | n/a                       | n/a  | n/a        | n/a                                   |
| ZHC425     | MEDIUM VOLUME MAILING SYSTEMS             | SENDPRO C425 BASE SYSTEM IDENTIFIER                  | \$0.00         | \$0.00                   | 0%/n/a     | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| HVIP       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | MAILCENTER PRINTER                                   | \$0.00         | \$0.00                   | 0%         | \$498.00                   | \$398.40  | 20%        | \$37.01                                | n/a                       | n/a  | n/a        | n/a                                   |
| COVER-SPC  | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | PROTECTIVE DUST COVER - SENDPRO C                    | \$64.00        | \$44.16                  | 31%/n/a    | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| COVER-SPCA | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | PROTECTIVE DUST COVER - SENDPRO C AUTO               | \$75.50        | \$52.10                  | 31%/n/a    | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| EQ44162    | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | DISPLAY TABLE STAND                                  | \$120.00       | \$82.80                  | 31%/n/a    | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| IMPX       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | DIFFERENTIAL WEIGHING FOR 2 LB, 5 LB, OR 10 LB SCALE | \$222.00       | \$153.18                 | 31%/n/a    | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZH22       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | DIFFERENTIAL WEIGH 5 OR 10LB                         | \$222.00       | \$153.18                 | 31%/n/a    | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MP3X       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | DIFFERENTIAL WEIGHING FOR 15 LB OR 30 LB SCALE       | \$449.00       | \$309.81                 | 31%/n/a    | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZH23       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | DIFFERENTIAL WEIGH 15 OR 30LB                        | \$449.00       | \$309.81                 | 31%/n/a    | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1E48       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | SP100 LABEL PRINTER                                  | \$619.00       | \$427.11                 | 31%        | \$38.00                    | \$30.40   | 20%        | \$2.82                                 | n/a                       | n/a  | n/a        | n/a                                   |
| 1E44       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | DESKTOP THERMAL ROLL PRINTER                         | \$619.00       | \$427.11                 | 31%        | \$69.00                    | \$55.20   | 20%        | \$5.13                                 | n/a                       | n/a  | n/a        | n/a                                   |
| AP5B       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | 160 LPM SPEED  | \$835.00       | \$559.45                 | 33%/n/a    | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ME1C       | MEDIUM VOLUME MAILING SYSTEMS             | METER HARDWARE - P SERIES, LV                        | \$909.00       | \$664.00                 | 27%/n/a    | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MP4X       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | DIFFERENTIAL WEIGHING FOR 70 LB SCALE                | \$1,005.00     | \$693.45                 | 31%/n/a    | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZH24       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | DIFFERENTIAL WEIGH 70LB                              | \$1,005.00     | \$693.45                 | 31%/n/a    | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZH30       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | UPGRADE TO 120 LPM SPEED                             | \$1,145.00     | \$790.05                 | 31%/n/a    | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| C425       | MEDIUM VOLUME MAILING SYSTEMS             | SENDPRO C425   | \$1,576.00     | \$819.52                 | 48%/n/a    | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MP5X       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | DIFFERENTIAL WEIGHING FOR 149 LB SCALE               | \$1,358.00     | \$935.64                 | 31%/n/a    | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| AP5E       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | 160/95 LPM SPEED                                     | \$1,835.00     | \$1,266.15               | 31%/n/a    | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| C2C1       | MEDIUM VOLUME MAILING SYSTEMS             | SENDPRO C425 - SENDPRO BUNDLE                        | \$2,749.00     | \$1,347.01               | 51%        | \$30.00                    | \$24.00   | 20%        | \$2.23                                 | n/a                       | n/a  | n/a        | n/a                                   |
| AP5C       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | 180 LPM SPEED  | \$2,770.00     | \$1,855.90               | 33%/n/a    | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| C2C2       | MEDIUM VOLUME MAILING SYSTEMS             | SENDPRO C425 - SENDPRO PLUS BUNDLE                   | \$5,368.00     | \$2,458.64               | 27%        | \$30.00                    | \$24.00   | 20%        | \$2.23                                 | n/a                       | n/a  | n/a        | n/a                                   |
| C5C        | MEDIUM VOLUME MAILING SYSTEMS             | SENDPRO C AUTO 95                                    | \$3,601.00     | \$2,628.73               | 27%        | \$389.00                   | \$311.20  | 20%        | \$28.91                                | n/a                       | n/a  | n/a        | n/a                                   |
| AP5F       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | 180/115 LPM SPEED                                    | \$4,195.00     | \$2,894.55               | 31%/n/a    | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| C5C1       | MEDIUM VOLUME MAILING SYSTEMS             | SENDPRO C AUTO 120                                   | \$6,052.00     | \$4,417.96               | 27%        | \$419.00                   | \$335.20  | 20%        | \$31.14                                | n/a                       | n/a  | n/a        | n/a                                   |
| C5C3       | MEDIUM VOLUME MAILING SYSTEMS             | SENDPRO AUTOFEED PRO SHIPPING                        | \$6,681.00     | \$4,877.13               | 27%        | \$456.00                   | \$364.80  | 20%        | \$33.89                                | n/a                       | n/a  | n/a        | n/a                                   |
| C5C2       | MEDIUM VOLUME MAILING SYSTEMS             | SENDPRO C AUTO PRO MAILING                           | \$7,058.00     | \$5,152.34               | 27%        | \$637.00                   | \$509.60  | 20%        | \$47.34                                | n/a                       | n/a  | n/a        | n/a                                   |
| AP5L       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | 2000 160/95LPM                                       | \$8,335.00     | \$5,751.15               | 31%/n/a    | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| HVBA       | MEDIUM VOLUME MAILING SYSTEMS             | MAILCENTER 1000                                      | \$8,365.00     | \$6,106.45               | 27%        | \$274.00                   | \$219.20  | 20%        | \$20.36                                | n/a                       | n/a  | n/a        | n/a                                   |
| HVBB       | MEDIUM VOLUME MAILING SYSTEMS             | MAILCENTER 2000                                      | \$9,265.00     | \$6,763.45               | 27%        | \$662.00                   | \$529.60  | 20%        | \$49.20                                | n/a                       | n/a  | n/a        | n/a                                   |
| AP5M       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | 180/115 LPM  | \$10,835.00    | \$7,476.15               | 31%/n/a    | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CA4E1      | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | UNLIMITED COST ACCOUNTING FOR PSERIES                | \$0.00/MONTH   | \$0.00/MONTH             | 0%/n/a     | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CAAD1      | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | ENTERPRISE COST ACCOUNTING FOR PSERIES               | \$0.00/MONTH   | \$0.00/MONTH             | 0%/n/a     | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CAAC1      | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | PREMIUM COST ACCOUNTING FOR PSERIES                  | \$0.00/MONTH   | \$0.00/MONTH             | 0%/n/a     | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CAAB1      | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | BASIC COST ACCOUNTING FOR PSERIES                    | \$0.00/MONTH   | \$0.00/MONTH             | 0%/n/a     | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CAAA1      | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | BRONZE COST ACCOUNTING FOR PSERIES                   | \$0.00/MONTH   | \$0.00/MONTH             | 0%/n/a     | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |

| Mailing Systems, High Volume (Reference Part 3.19)   |                          |
|--|--------------------------|
| All products offered for this category of equipment shall meet or exceed the listed specifications with this solicitation Scope of Work. |                          |
| <b>NO VOLUME OR TERM DISCOUNTS INCLUDED</b>  | <b>Offerors Response</b> |
| <b>Required</b>  |                          |
| Percent (%) Discount from MSRP off Base Category Equipment   | 38%                      |
| <b>Optional</b>  |                          |
| Percentage (%) Discount from MSRP off Associated Accessories   | 35%                      |
| Percentage (%) Discount from MSRP off Supplies and Consumables (does not include paper)  | 17%                      |
| Percentage (%) Discount from MSRP off Associated Mailing Furniture   | 25%                      |
| <b>Maintenance</b>   |                          |
| Percentage (%) Discount from MSRP off full service maintenance contracts   | 20%                      |
| <b>If end user is utilizing Time and Materials Maintenance</b>   |                          |
| Hourly rate for Time and Materials - regular business hours  | \$218.00                 |
| Hourly rate for Time and Materials - outside business hours, weekends, and holidays  | \$436.00                 |
| Percentage (%) discount off Parts for Time and Materials maintenance   | 5%                       |

| Item    | Category                                | Description   | Equipment MSRP | Contract Equipment Price | % Off MSRP | MSRP Equipment Maintenance | Contract Annual Equipment Maintenance Years 2-5 | % Off MSRP | Contract Monthly Equipment Maintenance | MSRP Software Maintenance | Contract Annual Software Maintenance Years 2-5 | % Off MSRP | Contract Monthly Software Maintenance |
|---------|---|---|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| MSD1    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | 10" COLOR TOUCH DISPLAY                             | \$0.00         | \$0.00                   | 0%         | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| MW9007  | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | SENDPRO P/CONNECT+ SERIES DROP STACKER              | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| IFXA    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | METER INVIEW DASHBOARD INTERFACE (ONE PER METER)    | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| IF51    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | USPS SPECIAL SERVICES SOFTWARE                      | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| IFWV    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | INVIEW STARTUP KIT FOR DM125/225                    | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| IFAW    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | SENDPRO P SERIES D/FWORKS INTERFACE                 | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| IFAN    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | INVIEW 300 DEPT ACCOUNTING                          | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| IFAM    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | INVIEW 100 DEPT ACCOUNTING                          | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| IFAL    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | INVIEW 50 DEPT ACCOUNTING                           | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| IFAB    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | DEPARTMENT ACCOUNTING ENABLER                       | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| AZBK    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | ENERGY STAR ENABLED                                 | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| APFD    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | ENERGY STAR ENABLED                                 | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MSF3    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | CONNECT+ ENHANCED W/OW FEEDER                       | \$0.00         | \$0.00                   | 0%         | \$1,707.24                 | \$1,365.79                                      | 20%        | \$126.88                               | n/a                       | n/a  | n/a        | n/a                                   |
| AP9B    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | COLOR GRAPHICS PRINTING                             | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| AP5G    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | 165/105 LPM SPEED                                   | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| BMZ1    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | SENDPRO P SERIES BUSINESS MANAGER INTERFACE         | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MW90650 | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | ROLL TAPE KIT                                       | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MSF6    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | CONNECT+ 3000/SENDPRO3000 DLA PRELOADED FEEDER      | \$0.00         | \$0.00                   | 0%         | \$1,707.24                 | \$1,365.79                                      | 20%        | \$126.88                               | n/a                       | n/a  | n/a        | n/a                                   |
| MP4W    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | 70 LB WEIGHTS & MEASURES APPROVED OPTION            | \$0.00         | \$0.00                   | 0%         | \$272.00                   | \$217.60  | 20%        | \$20.22                                | n/a                       | n/a  | n/a        | n/a                                   |
| MP3W    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | 15/30 LB WEIGHTS & MEASURES APPROVED OPTION         | \$0.00         | \$0.00                   | 0%         | \$211.00                   | \$168.80  | 20%        | \$15.68                                | n/a                       | n/a  | n/a        | n/a                                   |
| APKM    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | SENDPRO - UNLIMITED ACCOUNTING                      | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MW92705 | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | 15" DISPLAY   | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MW9067  | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | SENDPRO P SERIES POWER DISTRIBUTION KIT             | \$100.00       | \$65.00                  | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| N199    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | SCALE STAND (MP30)                                  | \$115.00       | \$74.75                  | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MW97182 | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | WIRELESS LAN ADAPTER                                | \$155.00       | \$101.00                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| APF8    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | CONNECT+ /SENDPRO P SERIES VERTICAL MARKET FONTS    | \$165.00       | \$107.25                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| APF9    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | CONNECT+ /SENDPRO P CREATIVE FONTS                  | \$165.00       | \$107.25                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MW90705 | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | CONNECT+ /SENDPRO P SERIES PC SYSTEM CONNECT        | \$165.00       | \$107.25                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| HV97500 | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | WIRELESS LAN CLIENT                                 | \$170.00       | \$110.50                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MW90701 | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | 100' LAN CABLE                                      | \$215.00       | \$139.75                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MW90147 | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | WIRELESS KEYBOARD                                   | \$215.00       | \$139.75                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MW90702 | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | WIRELESS 4-PORT ROUTER                              | \$315.00       | \$204.75                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SWVD    | HIGH VOLUME MAILING SYSTEMS FURNITURE   | ADDITIONAL SCALE STAND FOR SENDPRO P SERIES CONSOLE | \$276.00       | \$207.00                 | 25%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| IFA2    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | BASIC ACCOUNTING (100 DEPT)                         | \$390.00       | \$253.50                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| IFR4    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | USPS BRM RATES                                      | \$510.00       | \$332.00                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MW90020 | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | SIDE GUIDE - SENDPRO P3000/CONNECT+ 3000            | \$540.00       | \$351.00                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SVWB    | HIGH VOLUME MAILING SYSTEMS FURNITURE   | BRIDGE FOR SENDPRO P SERIES CONSOLE                 | \$550.00       | \$357.00                 | 25%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| APA2    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | 100 DEPT ANALYTICS                                  | \$625.00       | \$406.00                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| AZBG    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | BLACK GRAPHICS UPGRADE                              | \$765.00       | \$497.25                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MW90806 | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | POWER STACKER EXTENSION                             | \$765.00       | \$497.25                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ME1D    | HIGH VOLUME MAILING SYSTEMS             | METER HARDWARE - P SERIES, HV                       | \$800.00       | \$563.58                 | 38%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SD95    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | BARCODE SCANNER                                     | \$902.00       | \$586.30                 | 35%        | \$210.00                   | \$168.00  | 20%        | \$15.61                                | n/a                       | n/a  | n/a        | n/a                                   |
| MSD2    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | 15" COLOR TOUCH DISPLAY                             | \$930.00       | \$605.00                 | 35%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| SPY8    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | LASER PRINTER                                       | \$957.00       | \$622.05                 | 35%        | \$182.00                   | \$145.60  | 20%        | \$13.53                                | n/a                       | n/a  | n/a        | n/a                                   |
| MW90024 | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | BLACK GRAPHICS UPGRADE KIT                          | \$1,165.00     | \$757.25                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MSPR    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | GREEN CONNECT+ POWER STACKER                        | \$1,255.00     | \$816.00                 | 35%        | \$347.00                   | \$277.60  | 20%        | \$25.79                                | n/a                       | n/a  | n/a        | n/a                                   |
| APA4    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | 500 DEPT ANALYTICS                                  | \$1,350.00     | \$878.00                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| AP5H    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | 220/135 LPM SPEED                                   | \$1,655.00     | \$883.70                 | 46%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| APAS    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | 1000 DEPT ANALYTICS                                 | \$1,612.00     | \$1,048.00               | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| APA7    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | 2000 DEPT ANALYTICS                                 | \$1,946.00     | \$1,265.00               | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MSPS    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | SENDPRO P SERIES POWER STACKER                      | \$2,305.00     | \$1,498.00               | 35%        | \$347.00                   | \$277.60  | 20%        | \$25.79                                | n/a                       | n/a  | n/a        | n/a                                   |
| APA9    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | 3000 DEPT ANALYTICS                                 | \$2,360.00     | \$1,534.00               | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SVWA    | HIGH VOLUME MAILING SYSTEMS FURNITURE   | SENDPRO P SERIES CONSOLE WITH SCALE STAND           | \$2,258.00     | \$1,603.18               | 29%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| HVPS    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | MAILCENTER POWER STACKER                            | \$2,550.00     | \$1,657.50               | 35%        | \$275.00                   | \$220.00  | 20%        | \$20.44                                | n/a                       | n/a  | n/a        | n/a                                   |
| SVWE    | HIGH VOLUME MAILING SYSTEMS FURNITURE   | CONSOLE   | \$2,374.92     | \$1,662.44               | 30%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| AP5I    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | 270/170 LPM SPEED                                   | \$6,675.00     | \$3,604.50               | 46%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| APKM1   | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | UNLIMITED ACCOUNTING FOR P SERIES                   | \$6,480.00     | \$4,212.00               | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| AP5K    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | 310/205 LPM SPEED                                   | \$14,565.00    | \$7,865.10               | 46%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| HVBD    | HIGH VOLUME MAILING SYSTEMS             | MAILCENTER 3000                                     | \$21,800.00    | \$13,516.00              | 38%        | \$1,844.00                 | \$1,475.20                                      | 20%        | \$137.05                               | n/a                       | n/a  | n/a        | n/a                                   |

| Mailing Systems, Production (Reference Part 3.19)   |          |
|---|----------|
| All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.<br><b>NO VOLUME OR TERM DISCOUNTS INCLUDED</b> |          |
| <b>Offerors Response</b>  |          |
| <b>Required</b>   |          |
| Percent (%) Discount from MSRP off Base Category Equipment  | 38%      |
| <b>Optional</b>   |          |
| Percentage (%) Discount from MSRP off Associated Accessories  | 35%      |
| Percentage (%) Discount from MSRP off Supplies and Consumables (does not include paper)   | 17%      |
| Percentage (%) Discount from MSRP off Associated Mailing Furniture  | 25%      |
| <b>Maintenance</b>  |          |
| Percentage (%) Discount from MSRP off full service maintenance contracts  | 20%      |
| <b>If end user is utilizing Time and Materials Maintenance</b>  |          |
| Hourly rate for Time and Materials - regular business hours   | \$218.00 |
| Hourly rate for Time and Materials - outside business hours, weekends, and holidays   | \$436.00 |
| Percentage (%) discount off Parts for Time and Materials maintenance  | 5%       |

| Item    | Category                               | Description   | Equipment MSRP | Contract Equipment Price | % Off MSRP | MSRP Equipment Maintenance | Contract Annual Equipment Maintenance Years 2-5 | % Off MSRP | Contract Monthly Equipment Maintenance | MSRP Software | Contract Annual Software Maintenance Years 2-5 | % Off MSRP | Contract Monthly Software Maintenance |
|---------|--|---|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------|--|------------|---------------------------------------|
| MSD1    | PRODUCTION MAILING SYSTEMS ACCESSORIES | 10" COLOR TOUCH DISPLAY                             | \$0.00         | \$0.00                   | 0%         | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a           | n/a  | n/a        | n/a                                   |
| MW90007 | PRODUCTION MAILING SYSTEMS ACCESSORIES | SENDPRO P/CONNECT+ SERIES DROP STACKER              | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| IFPA    | PRODUCTION MAILING SYSTEMS ACCESSORIES | METER INVIEW DASHBOARD INTERFACE (ONE PER METER)    | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| IFSA    | PRODUCTION MAILING SYSTEMS ACCESSORIES | USPS SPECIAL SERVICES SOFTWARE                      | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| IFNV    | PRODUCTION MAILING SYSTEMS ACCESSORIES | INVIEW STARTUP KIT FOR DM125/225                    | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| IFAW    | PRODUCTION MAILING SYSTEMS ACCESSORIES | SENDPRO P SERIES DWORKS INTERFACE                   | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| IFAN    | PRODUCTION MAILING SYSTEMS ACCESSORIES | INVIEW 300 DEPT ACCOUNTING                          | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| IFAM    | PRODUCTION MAILING SYSTEMS ACCESSORIES | INVIEW 100 DEPT ACCOUNTING                          | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| IFAL    | PRODUCTION MAILING SYSTEMS ACCESSORIES | INVIEW 50 DEPT ACCOUNTING                           | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| IFAB    | PRODUCTION MAILING SYSTEMS ACCESSORIES | DEPARTMENT ACCOUNTING ENABLER                       | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| AZBK    | PRODUCTION MAILING SYSTEMS ACCESSORIES | ENERGY STAR ENABLED                                 | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| APFD    | PRODUCTION MAILING SYSTEMS ACCESSORIES | ENERGY STAR ENABLED                                 | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| MSF3    | PRODUCTION MAILING SYSTEMS ACCESSORIES | CONNECT+ ENHANCED NOW FEEDER                        | \$0.00         | \$0.00                   | 0%         | \$1,707.24                 | \$1,365.79                                      | 20%        | \$126.88                               | n/a           | n/a  | n/a        | n/a                                   |
| APFB    | PRODUCTION MAILING SYSTEMS ACCESSORIES | COLOR GRAPHICS PRINTING                             | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| APSG    | PRODUCTION MAILING SYSTEMS ACCESSORIES | 165/105 LPM SPEED                                   | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| BMZ1    | PRODUCTION MAILING SYSTEMS ACCESSORIES | SENDPRO P SERIES BUSINESS MANAGER INTERFACE         | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| MW90650 | PRODUCTION MAILING SYSTEMS ACCESSORIES | ROLL TAPE KIT                                       | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| MSFE    | PRODUCTION MAILING SYSTEMS ACCESSORIES | CONNECT+ 3000/SENDPRO3000 DLA PRELOADED FEEDER      | \$0.00         | \$0.00                   | 0%         | \$1,707.24                 | \$1,365.79                                      | 20%        | \$126.88                               | n/a           | n/a  | n/a        | n/a                                   |
| MP4W    | PRODUCTION MAILING SYSTEMS ACCESSORIES | 70 LB WEIGHTS & MEASURES APPROVED OPTION            | \$0.00         | \$0.00                   | 0%         | \$272.00                   | \$217.60  | 20%        | \$20.22                                | n/a           | n/a  | n/a        | n/a                                   |
| MP3W    | PRODUCTION MAILING SYSTEMS ACCESSORIES | 15/30 LB WEIGHTS & MEASURES APPROVED OPTION         | \$0.00         | \$0.00                   | 0%         | \$211.00                   | \$168.80  | 20%        | \$15.68                                | n/a           | n/a  | n/a        | n/a                                   |
| APKM    | PRODUCTION MAILING SYSTEMS ACCESSORIES | SENDPRO - UNLIMITED ACCOUNTING                      | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| MW92705 | PRODUCTION MAILING SYSTEMS ACCESSORIES | 15" DISPLAY   | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| MW90667 | PRODUCTION MAILING SYSTEMS ACCESSORIES | SENDPRO P SERIES POWER DISTRIBUTION KIT             | \$100.00       | \$65.00                  | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| N199    | PRODUCTION MAILING SYSTEMS ACCESSORIES | SCALE STAND (MP30)                                  | \$115.00       | \$74.75                  | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| MW97182 | PRODUCTION MAILING SYSTEMS ACCESSORIES | WIRELESS LAN ADAPTER                                | \$155.00       | \$101.00                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| APF8    | PRODUCTION MAILING SYSTEMS ACCESSORIES | CONNECT+ /SENDPRO P SERIES VERTICAL MARKET FONTS    | \$165.00       | \$107.25                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| APF9    | PRODUCTION MAILING SYSTEMS ACCESSORIES | CONNECT+ /SENDPRO P CREATIVE FONTS                  | \$165.00       | \$107.25                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| MW90705 | PRODUCTION MAILING SYSTEMS ACCESSORIES | CONNECT+/SENDPRO P SERIES PC SYSTEM CONNECT         | \$165.00       | \$107.25                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| HV97500 | PRODUCTION MAILING SYSTEMS ACCESSORIES | WIRELESS LAN CLIENT                                 | \$170.00       | \$110.50                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| MW90701 | PRODUCTION MAILING SYSTEMS ACCESSORIES | 100' LAN CABLE                                      | \$215.00       | \$139.75                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| MW90147 | PRODUCTION MAILING SYSTEMS ACCESSORIES | WIRELESS KEYBOARD                                   | \$215.00       | \$139.75                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| MW90702 | PRODUCTION MAILING SYSTEMS ACCESSORIES | WIRELESS 4-PORT ROUTER                              | \$315.00       | \$204.75                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| SVWD    | PRODUCTION MAILING SYSTEMS FURNITURE   | ADDITIONAL SCALE STAND FOR SENDPRO P SERIES CONSOLE | \$276.00       | \$207.00                 | 25%        | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| IFA2    | PRODUCTION MAILING SYSTEMS ACCESSORIES | BASIC ACCOUNTING (100 DEPT)                         | \$390.00       | \$253.50                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| IFR4    | PRODUCTION MAILING SYSTEMS ACCESSORIES | USPS BRM RATES                                      | \$510.00       | \$332.00                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| MW90920 | PRODUCTION MAILING SYSTEMS ACCESSORIES | SIDE GUIDE - SENDPRO P3000/CONNECT+ 3000            | \$540.00       | \$351.00                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| SVWB    | PRODUCTION MAILING SYSTEMS FURNITURE   | BRIDGE FOR SENDPRO P SERIES CONSOLE                 | \$504.00       | \$328.00                 | 25%        | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| APA2    | PRODUCTION MAILING SYSTEMS ACCESSORIES | 100 DEPT ANALYTICS                                  | \$625.00       | \$406.00                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| AZBG    | PRODUCTION MAILING SYSTEMS ACCESSORIES | BLACK GRAPHICS UPGRADE                              | \$765.00       | \$497.25                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| MW90806 | PRODUCTION MAILING SYSTEMS ACCESSORIES | POWER STACKER EXTENSION                             | \$765.00       | \$497.25                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| ME1D    | PRODUCTION MAILING SYSTEMS             | METER HARDWARE - P SERIES, HV                       | \$909.00       | \$586.58                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| SBDS    | PRODUCTION MAILING SYSTEMS ACCESSORIES | BARCODE SCANNER                                     | \$902.00       | \$586.30                 | 35%        | \$210.00                   | \$168.00  | 20%        | \$15.61                                | n/a           | n/a  | n/a        | n/a                                   |
| MSD2    | PRODUCTION MAILING SYSTEMS ACCESSORIES | 15" COLOR TOUCH DISPLAY                             | \$930.00       | \$604.50                 | 35%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a           | n/a  | n/a        | n/a                                   |
| SP7B    | PRODUCTION MAILING SYSTEMS ACCESSORIES | LASER PRINTER                                       | \$957.00       | \$622.05                 | 35%        | \$182.00                   | \$145.60  | 20%        | \$13.53                                | n/a           | n/a  | n/a        | n/a                                   |
| MW90924 | PRODUCTION MAILING SYSTEMS ACCESSORIES | BLACK GRAPHICS UPGRADE KIT                          | \$1,165.00     | \$757.25                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| MSPR    | PRODUCTION MAILING SYSTEMS ACCESSORIES | GREEN CONNECT+ POWER STACKER                        | \$1,255.00     | \$816.00                 | 35%        | \$347.00                   | \$277.60  | 20%        | \$25.79                                | n/a           | n/a  | n/a        | n/a                                   |
| APA4    | PRODUCTION MAILING SYSTEMS ACCESSORIES | 500 DEPT ANALYTICS                                  | \$1,350.00     | \$878.00                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| APSH    | PRODUCTION MAILING SYSTEMS ACCESSORIES | 220/135 LPM SPEED                                   | \$1,655.00     | \$899.70                 | 46%        | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| APAS    | PRODUCTION MAILING SYSTEMS ACCESSORIES | 1000 DEPT ANALYTICS                                 | \$1,612.00     | \$1,048.00               | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| APA7    | PRODUCTION MAILING SYSTEMS ACCESSORIES | 2000 DEPT ANALYTICS                                 | \$1,946.00     | \$1,265.00               | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| MSPS    | PRODUCTION MAILING SYSTEMS ACCESSORIES | SENDPRO P SERIES POWER STACKER                      | \$2,305.00     | \$1,498.00               | 35%        | \$347.00                   | \$277.60  | 20%        | \$25.79                                | n/a           | n/a  | n/a        | n/a                                   |
| APA9    | PRODUCTION MAILING SYSTEMS ACCESSORIES | 3000 DEPT ANALYTICS                                 | \$2,360.00     | \$1,534.00               | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| SVWA    | PRODUCTION MAILING SYSTEMS FURNITURE   | SENDPRO P SERIES CONSOLE WITH SCALE STAND           | \$2,258.00     | \$1,603.18               | 29%        | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| HVPS    | PRODUCTION MAILING SYSTEMS ACCESSORIES | MALCENTER POWER STACKER                             | \$2,550.00     | \$1,657.50               | 35%        | \$275.00                   | \$220.00  | 20%        | \$20.44                                | n/a           | n/a  | n/a        | n/a                                   |
| SVWE    | PRODUCTION MAILING SYSTEMS FURNITURE   | CONSOLE   | \$2,374.92     | \$1,662.44               | 30%        | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| APSI    | PRODUCTION MAILING SYSTEMS ACCESSORIES | 270/170 LPM SPEED                                   | \$6,675.00     | \$3,604.50               | 46%        | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| APKM1   | PRODUCTION MAILING SYSTEMS ACCESSORIES | UNLIMITED ACCOUNTING FOR P SERIES                   | \$6,480.00     | \$4,212.00               | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| APSK    | PRODUCTION MAILING SYSTEMS ACCESSORIES | 110/205 LPM SPEED                                   | \$14,565.00    | \$7,865.10               | 46%        | n/a                        | n/a   | n/a        | n/a                                    | n/a           | n/a  | n/a        | n/a                                   |
| HVRD    | PRODUCTION MAILING SYSTEMS             | MALCENTER 3000                                      | \$21,900.00    | \$13,516.00              | 38%        | \$1,844.00                 | \$1,475.20                                      | 20%        | \$137.05                               | n/a           | n/a  | n/a        | n/a                                   |

| Integrated Postal Scales (Reference Part 3.19)  |                          |
|---|--------------------------|
| All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.<br><b>NO VOLUME OR TERM DISCOUNTS INCLUDED</b> | <b>Offerors Response</b> |
| <b>Required</b>   |                          |
| Percent (%) Discount from MSRP off Base Category Equipment  | 44%                      |
| <b>Optional</b>   |                          |
| Percentage (%) Discount from MSRP off Associated Accessories  | 16%                      |
| Percentage (%) Discount from MSRP off Supplies and Consumables (does not include paper)   | 15%                      |
| Percentage (%) Discount from MSRP off Associated Mailing Furniture  | 25%                      |
| <b>Maintenance</b>  |                          |
| Percentage (%) Discount from MSRP off full service maintenance contracts<br><b>If end user is utilizing Time and Materials Maintenance</b>  | 20%                      |
| Hourly rate for Time and Materials - regular business hours   | \$218.00                 |
| Hourly rate for Time and Materials - outside business hours, weekends, and holidays   | \$436.00                 |
| Percentage (%) discount off Parts for Time and Materials maintenance  | 5%                       |

| Item    | Category                 | Description   | Equipment MSRP | Contract Equipment Price | % Off MSRP | MSRP Equipment Maintenance | Contract Annual Equipment Maintenance Years 2-5 | % Off MSRP | Contract Monthly Equipment Maintenance | MSRP Software Maintenance | Contract Annual Software Maintenance Years 2-5 | % Off MSRP | Contract Monthly Software Maintenance |
|---------|--------------------------|---|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| MPB1    | INTEGRATED POSTAL SCALES | SERIAL INTERFACE SCALE                                  | \$0.00         | \$0.00                   | 0%         | \$28.00                    | \$22.40   | 20%        | \$2.08                                 | n/a                       | n/a  | n/a        | n/a                                   |
| MPB2    | INTEGRATED POSTAL SCALES | HORIZON TYPE APPROVED SCALE                             | \$0.00         | \$0.00                   | 0%         | \$30.00                    | \$24.00   | 20%        | \$2.23                                 | n/a                       | n/a  | n/a        | n/a                                   |
| MT30    | INTEGRATED POSTAL SCALES | PLATFORM SCALE 30LB                                     | \$0.00         | \$0.00                   | 0%         | \$211.00                   | \$168.80  | 20%        | \$15.68                                | n/a                       | n/a  | n/a        | n/a                                   |
| MT49    | INTEGRATED POSTAL SCALES | SCALE, GLOBAL - 149 LB                                  | \$0.00         | \$0.00                   | 0%         | \$272.00                   | \$217.60  | 20%        | \$20.22                                | n/a                       | n/a  | n/a        | n/a                                   |
| MT70    | INTEGRATED POSTAL SCALES | PLATFORM SCALE 70 LB                                    | \$0.00         | \$0.00                   | 0%         | \$272.00                   | \$217.60  | 20%        | \$20.22                                | n/a                       | n/a  | n/a        | n/a                                   |
| MW96000 | INTEGRATED POSTAL SCALES | WEIGHING PLATFORM                                       | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MT7W    | INTEGRATED POSTAL SCALES | SCALE, W&M, GLOBAL - 70 LB                              | \$0.00         | \$0.00                   | 0%         | \$272.00                   | \$217.60  | 20%        | \$20.22                                | n/a                       | n/a  | n/a        | n/a                                   |
| MT3W    | INTEGRATED POSTAL SCALES | SCALE, W&M, US - 30 LB                                  | \$0.00         | \$0.00                   | 0%         | \$211.00                   | \$168.80  | 20%        | \$15.68                                | n/a                       | n/a  | n/a        | n/a                                   |
| MT4W    | INTEGRATED POSTAL SCALES | SCALE, W&M, GLOBAL - 149 LB                             | \$0.00         | \$0.00                   | 0%         | \$272.00                   | \$217.60  | 20%        | \$20.22                                | n/a                       | n/a  | n/a        | n/a                                   |
| MP49    | INTEGRATED POSTAL SCALES | 70/149 LB WEIGHING PLATFORM                             | \$0.00         | \$0.00                   | 0%         | \$272.00                   | \$217.60  | 20%        | \$20.22                                | n/a                       | n/a  | n/a        | n/a                                   |
| IFW1    | INTEGRATED POSTAL SCALES | DIFFERENTIAL WEIGHING FEATURE CODE                      | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MP9G    | INTEGRATED POSTAL SCALES | INTEGRATED WEIGHING PLATFORM                            | \$0.00         | \$0.00                   | 0%         | \$108.00                   | \$86.40   | 20%        | \$8.03                                 | n/a                       | n/a  | n/a        | n/a                                   |
| ZH45    | INTEGRATED POSTAL SCALES | LOBBY SCALE CAPABILITY                                  | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MT73    | INTEGRATED POSTAL SCALES | SCALE, W&M, POSTAL - 35 KG                              | \$0.00         | \$0.00                   | 0%         | \$272.00                   | \$217.60  | 20%        | \$20.22                                | n/a                       | n/a  | n/a        | n/a                                   |
| MPC1    | INTEGRATED POSTAL SCALES | INTEGRATED WEIGHING PLATFORM                            | \$0.00         | \$0.00                   | 0%         | \$66.00                    | \$52.80   | 20%        | \$4.91                                 | n/a                       | n/a  | n/a        | n/a                                   |
| MPB8    | INTEGRATED POSTAL SCALES | INTEGRATED WEIGHING PLATFORM                            | \$0.00         | \$0.00                   | 0%         | \$13.00                    | \$10.40   | 20%        | \$0.97                                 | n/a                       | n/a  | n/a        | n/a                                   |
| MP30    | INTEGRATED POSTAL SCALES | 15/30 LB WEIGHING PLATFORM                              | \$0.00         | \$0.00                   | 0%         | \$211.00                   | \$168.80  | 20%        | \$15.68                                | n/a                       | n/a  | n/a        | n/a                                   |
| HY96000 | INTEGRATED POSTAL SCALES | MAN. CENTER WEIGHING PLATFORM                           | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| IFW0    | INTEGRATED POSTAL SCALES | MANUAL WEIGHT ENTRY                                     | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZHWL    | INTEGRATED POSTAL SCALES | 5LB5/3KG WEIGHING OPTION FOR MPB1 SCALE                 | \$911.00       | \$482.83                 | 47%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZH01    | INTEGRATED POSTAL SCALES | 5LB WEIGHING OPTION FOR MPB2 SCALE                      | \$945.00       | \$529.20                 | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| IGW5    | INTEGRATED POSTAL SCALES | 5 LB INTERFACED WEIGHING (SCALE/STAND BEHIND UNIT)      | \$1,294.00     | \$774.64                 | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZHWM    | INTEGRATED POSTAL SCALES | 10LB/ 5KG WEIGHING OPTION FOR MPB1 SCALE                | \$1,483.00     | \$785.95                 | 47%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZH02    | INTEGRATED POSTAL SCALES | 10LB WEIGHING OPTION FOR MPB2 SCALE                     | \$1,518.00     | \$850.08                 | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| IGW9    | INTEGRATED POSTAL SCALES | 10 LB INTERFACED WEIGHING (SCALE/STAND BEHIND UNIT)     | \$1,655.00     | \$926.80                 | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| IFWV    | INTEGRATED POSTAL SCALES | 5 LB INTERFACED WEIGHING (SCALE/STAND BEHIND UNIT)      | \$1,835.00     | \$1,027.60               | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZH07    | INTEGRATED POSTAL SCALES | 15 LB WEIGHING OPTION FOR MP30 SCALE                    | \$1,935.00     | \$1,084.00               | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZH03    | INTEGRATED POSTAL SCALES | 15LB WEIGHING OPTION FOR MPB2 SCALE                     | \$2,056.00     | \$1,151.36               | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZHWH    | INTEGRATED POSTAL SCALES | 15LB5/7KG WEIGHING OPTION FOR MPB1 SCALE                | \$2,056.00     | \$1,151.36               | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| IFWW    | INTEGRATED POSTAL SCALES | 10 LB INTERFACED WEIGHING (SCALE/STAND BEHIND UNIT)     | \$2,280.00     | \$1,276.80               | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| IFW5    | INTEGRATED POSTAL SCALES | 15 LB INTERFACED WEIGHING (SCALE LEFT OR RIGHT OF UNIT) | \$2,615.00     | \$1,468.40               | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| IFWX    | INTEGRATED POSTAL SCALES | 15 LB INTERFACED WEIGHING (SCALE/STAND BEHIND UNIT)     | \$2,615.00     | \$1,464.40               | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZHA8    | INTEGRATED POSTAL SCALES | 30LB WEIGHING OPTION FOR MT30 SCALE                     | \$2,989.00     | \$1,673.84               | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZH13    | INTEGRATED POSTAL SCALES | 30 LB WEIGHING OPTION FOR MP30 SCALE                    | \$2,989.00     | \$1,674.00               | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| IFW6    | INTEGRATED POSTAL SCALES | 30 LB INTERFACED WEIGHING (SCALE LEFT OR RIGHT OF UNIT) | \$2,990.00     | \$1,674.40               | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZHA3    | INTEGRATED POSTAL SCALES | 30 LB WEIGHING OPTION FOR MT30 SCALE                    | \$3,230.00     | \$1,808.80               | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZH15    | INTEGRATED POSTAL SCALES | 70 LB WEIGHING OPTION FOR MP49 SCALE                    | \$3,334.00     | \$1,867.00               | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZHA5    | INTEGRATED POSTAL SCALES | 70LB WEIGHING OPTION FOR MT7W SCALE                     | \$3,334.00     | \$1,867.04               | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| IFW7    | INTEGRATED POSTAL SCALES | 70 LB INTERFACED WEIGHING                               | \$3,335.00     | \$1,867.60               | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZH85    | INTEGRATED POSTAL SCALES | 70 LB WEIGHING OPTION FOR MT70 SCALE                    | \$3,601.00     | \$2,016.56               | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| IFW8    | INTEGRATED POSTAL SCALES | 149 LB INTERFACED WEIGHING                              | \$4,615.00     | \$2,584.40               | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |

| Letter Openers, Low Volume (Reference Part 3.19)  |                          |
|---|--------------------------|
| All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.<br><b>NO VOLUME OR TERM DISCOUNTS INCLUDED</b> | <b>Offerors Response</b> |
| <b>Required</b>   |                          |
| Percent (%) Discount from MSRP off Base Category Equipment  | 34%                      |
| <b>Optional</b>   |                          |
| Percentage (%) Discount from MSRP off Associated Accessories  | 15%                      |
| Percentage (%) Discount from MSRP off Supplies and Consumables (does not include paper)   | 15%                      |
| Percentage (%) Discount from MSRP off Associated Mailing Furniture  | 25%                      |
| <b>Maintenance</b>  |                          |
| Percentage (%) Discount from MSRP off full service maintenance contracts  | 20%                      |
| <b>If end user is utilizing Time and Materials Maintenance</b>  |                          |
| Hourly rate for Time and Materials - regular business hours   | \$218.00                 |
| Hourly rate for Time and Materials - outside business hours, weekends, and holidays   | \$436.00                 |
| Percentage (%) discount off Parts for Time and Materials maintenance  | 5%                       |

| Item | Category                   | Description                                    | Equipment MSRP | Contract Equipment Price | % Off MSRP | MSRP Equipment Maintenance | Contract Annual Equipment Maintenance Years 2-5 | % Off MSRP | Contract Monthly Equipment Maintenance | MSRP Software Maintenance | Contract Annual Software Maintenance Years 2-5 | % Off MSRP | Contract Monthly Software Maintenance |
|------|----------------------------|--|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| DLA2 | LETTER OPENERS, LOW VOLUME | DL200™ LETTER OPENER W/INSTALLATION & TRAINING | \$4,141.15     | \$2,401.87               | 42%        | \$286.00                   | \$228.80  | 20%        | \$21.26                                | n/a                       | n/a  | n/a        | n/a                                   |



| Letter Openers, High Volume (Reference Part 3.19)   |                          |
|---|--------------------------|
| All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.<br><b>NO VOLUME OR TERM DISCOUNTS INCLUDED</b> | <b>Offerors Response</b> |
| <b>Required</b>   |                          |
| Percent (%) Discount from MSRP off Base Category Equipment  | 20%                      |
| <b>Optional</b>   |                          |
| Percentage (%) Discount from MSRP off Associated Accessories  | 15%                      |
| Percentage (%) Discount from MSRP off Supplies and Consumables (does not include paper)   | 15%                      |
| Percentage (%) Discount from MSRP off Associated Mailing Furniture  | 25%                      |
| <b>Maintenance</b>  |                          |
| Percentage (%) Discount from MSRP off full service maintenance contracts  | 20%                      |
| <b>If end user is utilizing Time and Materials Maintenance</b>  |                          |
| Hourly rate for Time and Materials - regular business hours   | \$218.00                 |
| Hourly rate for Time and Materials - outside business hours, weekends, and holidays   | \$436.00                 |
| Percentage (%) discount off Parts for Time and Materials maintenance  | 5%                       |

| Item    | Category                                 | Description                            | Equipment MSRP | Contract Equipment Price | % Off MSRP | MSRP Equipment Maintenance | Contract Annual Equipment Maintenance Years 2-5 | % Off MSRP | Contract Monthly Equipment Maintenance | MSRP Software Maintenance | Contract Annual Software Maintenance Years 2-5 | % Off MSRP | Contract Monthly Software Maintenance |
|---------|--|--|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| OMBIN   | LETTER OPENERS, ACCESSORIES, HIGH VOLUME | 3065 SORT LETTER OPENER BIN            | \$866.16       | \$692.93                 | 20%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| OMBAT   | LETTER OPENERS, ACCESSORIES, HIGH VOLUME | 306 LETTER OPENER BATCHER              | \$1,731.24     | \$1,384.99               | 20%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| OMC0NV  | LETTER OPENERS, ACCESSORIES, HIGH VOLUME | 3065 SORT LETTER OPENER CONVEYOR       | \$2,350.08     | \$1,880.06               | 20%        | \$167.00                   | \$133.60  | 20%        | \$12.41                                | n/a                       | n/a  | n/a        | n/a                                   |
| OMPRINT | LETTER OPENERS, ACCESSORIES, HIGH VOLUME | 306 AND 3065 HIGH SPEED INKJET PRINTER | \$3,709.80     | \$2,967.84               | 20%        | \$234.00                   | \$187.20  | 20%        | \$17.39                                | n/a                       | n/a  | n/a        | n/a                                   |
| DLA3    | LETTER OPENERS, HIGH VOLUME              | OMATION 210 W/INSTALL & TRAINING 120V  | \$6,671.70     | \$4,803.62               | 28%        | \$645.00                   | \$516.00  | 20%        | \$47.94                                | n/a                       | n/a  | n/a        | n/a                                   |
| DLA4    | LETTER OPENERS, HIGH VOLUME              | OMATION 410 W/INSTALL & TRAINING 120V  | \$11,870.10    | \$8,783.87               | 26%        | \$1,151.00                 | \$920.80  | 20%        | \$85.54                                | n/a                       | n/a  | n/a        | n/a                                   |
| OM306   | LETTER OPENERS, HIGH VOLUME              | 306 LETTER OPENER                      | \$19,567.44    | \$14,675.58              | 25%        | \$1,560.00                 | \$1,248.00                                      | 20%        | \$115.94                               | n/a                       | n/a  | n/a        | n/a                                   |
| OM306S  | LETTER OPENERS, HIGH VOLUME              | 306S LETTER OPENER W/SORT              | \$23,276.16    | \$17,457.12              | 25%        | \$1,872.00                 | \$1,497.60                                      | 20%        | \$139.13                               | n/a                       | n/a  | n/a        | n/a                                   |

| Letter Folders, Low Volume (Reference Part 3.19)  |                          |
|---|--------------------------|
| All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.<br><b>NO VOLUME OR TERM DISCOUNTS INCLUDED</b> | <b>Offerors Response</b> |
| <b>Required</b>   |                          |
| Percent (%) Discount from MSRP off Base Category Equipment  | 18%                      |
| <b>Optional</b>   |                          |
| Percentage (%) Discount from MSRP off Associated Accessories  | 18%                      |
| Percentage (%) Discount from MSRP off Supplies and Consumables (does not include paper)   | 15%                      |
| Percentage (%) Discount from MSRP off Associated Mailing Furniture  | 25%                      |
| <b>Maintenance</b>  |                          |
| Percentage (%) Discount from MSRP off full service maintenance contracts  | 20%                      |
| <b>If end user is utilizing Time and Materials Maintenance</b>  |                          |
| Hourly rate for Time and Materials - regular business hours   | \$218.00                 |
| Hourly rate for Time and Materials - outside business hours, weekends, and holidays   | \$436.00                 |
| Percentage (%) discount off Parts for Time and Materials maintenance  | 5%                       |

| Item    | Category                              | Description                | Equipment MSRP | Contract Equipment Price | % Off MSRP | MSRP Equipment Maintenance | Contract Annual Equipment Maintenance Years 2-5 | % Off MSRP | Contract Monthly Equipment Maintenance | MSRP Software Maintenance | Contract Annual Software Maintenance Years 2-5 | % Off MSRP | Contract Monthly Software Maintenance |
|---------|---------------------------------------|----------------------------|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| TB70064 | LOW VOLUME LETTER FOLDERS ACCESSORIES | FOLDER LOCALIZATION KIT US | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| DFHC    | LOW VOLUME LETTER FOLDERS ACCESSORIES | HIGH CAPACITY EXTENSION    | \$378.00       | \$291.06                 | 23%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| DF9C    | LOW VOLUME LETTER FOLDERS ACCESSORIES | CROSS FOLD KIT             | \$761.40       | \$586.28                 | 23%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| DFCS    | LOW VOLUME LETTER FOLDERS ACCESSORIES | CONVEYOR STACKER           | \$1,015.20     | \$781.70                 | 23%        | \$82.00                    | \$65.60   | 20%        | \$6.09                                 | n/a                       | n/a  | n/a        | n/a                                   |
| DF80    | LOW VOLUME LETTER FOLDERS             | OFFICERIGHT FOLDER         | \$5,782.32     | \$4,163.27               | 28%        | \$521.00                   | \$416.80  | 20%        | \$38.72                                | n/a                       | n/a  | n/a        | n/a                                   |

| Letter Folders, High Volume (Reference Part 3.19)   |                          |
|---|--------------------------|
| All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.<br><b>NO VOLUME OR TERM DISCOUNTS INCLUDED</b> | <b>Offerors Response</b> |
| <b>Required</b>   |                          |
| Percent (%) Discount from MSRP off Base Category Equipment  | 18%                      |
| <b>Optional</b>   |                          |
| Percentage (%) Discount from MSRP off Associated Accessories  | 16%                      |
| Percentage (%) Discount from MSRP off Supplies and Consumables (does not include paper)   | 15%                      |
| Percentage (%) Discount from MSRP off Associated Mailing Furniture  | 25%                      |
| <b>Maintenance</b>  |                          |
| Percentage (%) Discount from MSRP off full service maintenance contracts  | 20%                      |
| <b>If end user is utilizing Time and Materials Maintenance</b>  |                          |
| Hourly rate for Time and Materials - regular business hours   | \$218.00                 |
| Hourly rate for Time and Materials - outside business hours, weekends, and holidays   | \$436.00                 |
| Percentage (%) discount off Parts for Time and Materials maintenance  | 5%                       |

| Item | Category                   | Description        | Equipment MSRP | Contract Equipment Price | % Off MSRP | MSRP Equipment Maintenance | Contract Annual Equipment Maintenance Years 2-5 | % Off MSRP | Contract Monthly Equipment Maintenance | MSRP Software Maintenance | Contract Annual Software Maintenance Years 2-5 | % Off MSRP | Contract Monthly Software Maintenance |
|------|----------------------------|--------------------|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| DF90 | HIGH VOLUME LETTER FOLDERS | OFFICERIGHT FOLDER | \$7,297.56     | \$5,254.24               | 28%        | \$781.00                   | \$624.80  | 20%        | \$58.04                                | n/a                       | n/a  | n/a        | n/a                                   |

| Inserters, Production (Reference Part 3.19)   |                          |
|---|--------------------------|
| All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.<br><b>NO VOLUME OR TERM DISCOUNTS INCLUDED</b> | <b>Offerors Response</b> |
| <b>Required</b>   |                          |
| Percent (%) Discount from MSRP off Base Category Equipment  | 15%                      |
| <b>Optional</b>   |                          |
| Percentage (%) Discount from MSRP off Associated Accessories  | 13%                      |
| Percentage (%) Discount from MSRP off Supplies and Consumables (does not include paper)   | 17%                      |
| Percentage (%) Discount from MSRP off Associated Mailing Furniture  | 25%                      |
| <b>Maintenance</b>  |                          |
| Percentage (%) Discount from MSRP off full service maintenance contracts  | 5%                       |
| <b>If end user is utilizing Time and Materials Maintenance</b>  |                          |
| Hourly rate for Time and Materials - regular business hours   | \$218.00                 |
| Hourly rate for Time and Materials - outside business hours, weekends, and holidays   | \$436.00                 |
| Percentage (%) discount off Parts for Time and Materials maintenance  | 5%                       |

\* In no event shall the term for a DM Infinity meter agreement go beyond June 30, 2028. In addition, in no event shall a new DM Infinity meter be placed (installed) after June 30, 2024. The metering function as well as support for the DM Infinity meter will end on June 30, 2028 due to USPS regulations. This means that the metering device will stop functioning on June 30, 2028 and you will not be able to meter your mail processed on a DM Infinity meter after June 30, 2028 will not be accepted by the USPS.

| Item          | Category                        | Description   | Equipment MSRP    | Contract Equipment Price | % Off MSRP | MSRP Equipment Maintenance | Contract Annual Equipment Maintenance Years 2-5 | % Off MSRP | Contract Monthly Equipment Maintenance | MSRP Software Maintenance | Contract Annual Software Maintenance Years 2-5 | % Off MSRP | Contract Monthly Software Maintenance |
|---------------|---------------------------------|---|-------------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| D2K1          | PRODUCTION INSERTER ACCESSORIES | D2K1 - 1.5M ANNUALLY                                | \$0.00            | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| D2K2          | PRODUCTION INSERTER ACCESSORIES | D2K1 - 2.5M ANNUALLY                                | \$0.00            | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1F90          | PRODUCTION INSERTER ACCESSORIES | DATA CAPTURE UPLOAD                                 | \$0.00            | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1F98          | PRODUCTION INSERTER ACCESSORIES | EXTERNAL ACCOUNTING ENABLER                         | \$0.00            | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| D10C          | PRODUCTION INSERTER ACCESSORIES | D1000 SW UPDATE FOR FIELD RETROFIT                  | \$421.55          | \$366.75                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F890          | PRODUCTION INSERTER ACCESSORIES | BOTTOM EDGE ENVELOPE MARKER 728                     | \$1,461.90        | \$1,271.85               | 13%        | \$121.00                   | \$114.95  | 5%         | \$10.68                                | n/a                       | n/a  | n/a        | n/a                                   |
| F8MC          | PRODUCTION INSERTER ACCESSORIES | BUCKLE CHUTE FOR HIGH SHEET COUNT TRI FOLDED SETS   | \$1,975.00        | \$1,718.25               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| R05E          | PRODUCTION INSERTER ACCESSORIES | SYSTEMS ENGINEERING - FBP OR WIN10 SERVER INST&TRNG | \$2,245.10        | \$1,953.24               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F8AA          | PRODUCTION INSERTER ACCESSORIES | STANDARD FOLD PLATES                                | \$4,299.90        | \$3,740.91               | 13%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| F89D          | PRODUCTION INSERTER ACCESSORIES | FIXED BEAM OMR AND BARCODE SCANNER BOTTOM SCAN      | \$4,299.90        | \$3,740.91               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F89Z          | PRODUCTION INSERTER ACCESSORIES | FIXED BEAM OMR AND BARCODE SCANNER TOP SCAN         | \$4,299.90        | \$3,740.91               | 13%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| F89K          | PRODUCTION INSERTER ACCESSORIES | BOTTOM SCANNING FOR ENCLOSURE FEEDER/MOVING BEAM    | \$4,235.00        | \$3,645.45               | 13%        | \$366.00                   | \$347.70  | 5%         | \$32.30                                | n/a                       | n/a  | n/a        | n/a                                   |
| F89J          | PRODUCTION INSERTER ACCESSORIES | TOP SCANNING FOR ENCLOSURE FEEDER/MOVING BEAM       | \$4,665.90        | \$4,059.33               | 13%        | \$366.00                   | \$347.70  | 5%         | \$32.30                                | n/a                       | n/a  | n/a        | n/a                                   |
| D10E          | PRODUCTION INSERTER ACCESSORIES | EDGE MARKER FACE DOWN EXITS                         | \$4,704.85        | \$4,093.22               | 13%        | \$349.00                   | \$331.55  | 5%         | \$30.80                                | n/a                       | n/a  | n/a        | n/a                                   |
| D10R          | PRODUCTION INSERTER ACCESSORIES | ADDITIONAL DIVERT BIN FOR FACE DOWN PROCESSING      | \$8,654.30        | \$7,529.24               | 13%        | \$852.00                   | \$809.40  | 5%         | \$75.15                                | n/a                       | n/a  | n/a        | n/a                                   |
| F89C          | PRODUCTION INSERTER ACCESSORIES | LOW CAP DIVERT W/ SMART DEFLECT                     | \$9,090.00        | \$7,908.30               | 13%        | \$590.00                   | \$560.50  | 5%         | \$52.07                                | n/a                       | n/a  | n/a        | n/a                                   |
| D1WR          | PRODUCTION INSERTER ACCESSORIES | RETROFIT MAIN PC D1000                              | \$10,000.00       | \$8,700.00               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| D1D1          | PRODUCTION INSERTER ACCESSORIES | ADDITIONAL DIVERT BIN FACE UP EXITS                 | \$12,677.30       | \$11,029.25              | 13%        | \$1,153.00                 | \$1,095.35                                      | 5%         | \$101.76                               | n/a                       | n/a  | n/a        | n/a                                   |
| F89B          | PRODUCTION INSERTER ACCESSORIES | AUTOMATIC FOLD CAPABILITY                           | \$17,113.80       | \$14,889.01              | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F89F          | PRODUCTION INSERTER ACCESSORIES | 2D CAMERA SCANNER                                   | \$18,080.50       | \$15,730.04              | 13%        | \$1,124.00                 | \$1,067.80                                      | 5%         | \$99.20                                | n/a                       | n/a  | n/a        | n/a                                   |
| F89H          | PRODUCTION INSERTER ACCESSORIES | 2D TOP SCANNER FOR SHEET FEEDER                     | \$19,401.76       | \$16,879.53              | 13%        | \$2,078.76                 | \$1,974.82                                      | 5%         | \$183.46                               | n/a                       | n/a  | n/a        | n/a                                   |
| D1MS          | PRODUCTION INSERTER ACCESSORIES | D10000 FILE BASED MICROSERVER                       | \$20,487.30       | \$17,823.95              | 13%        | \$1,707.00                 | \$1,621.65                                      | 5%         | \$150.65                               | n/a                       | n/a  | n/a        | n/a                                   |
| D1DA          | PRODUCTION INSERTER ACCESSORIES | FACE DOWN EXIT ONE DIVERT                           | \$21,257.50       | \$18,694.03              | 13%        | \$2,278.00                 | \$2,164.10                                      | 5%         | \$201.05                               | n/a                       | n/a  | n/a        | n/a                                   |
| F89L          | PRODUCTION INSERTER ACCESSORIES | 2D TOP SCANNING FOR ENCLOSURE FEEDER                | \$23,334.10       | \$20,300.67              | 13%        | \$1,124.00                 | \$1,067.80                                      | 5%         | \$99.20                                | n/a                       | n/a  | n/a        | n/a                                   |
| D1ST          | PRODUCTION INSERTER ACCESSORIES | FILE BASED PROCESSING                               | \$31,589.20       | \$27,482.60              | 13%        | \$3,328.00                 | \$3,161.60                                      | 5%         | \$293.71                               | n/a                       | n/a  | n/a        | n/a                                   |
| F8AB          | PRODUCTION INSERTER ACCESSORIES | HCSF W/ STANDARD HOPPER                             | \$47,175.70       | \$41,042.86              | 13%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| D1DG          | PRODUCTION INSERTER ACCESSORIES | FACE UP EXIT ONE DIVERT UP TO 20 SHEETS             | \$48,262.40       | \$41,988.29              | 13%        | \$4,388.00                 | \$4,168.60                                      | 5%         | \$387.27                               | n/a                       | n/a  | n/a        | n/a                                   |
| D1DH          | PRODUCTION INSERTER ACCESSORIES | FACE UP EXIT ONE DIVERT UP TO 50 SHEETS             | \$49,657.10       | \$43,037.68              | 13%        | \$4,497.00                 | \$4,272.15                                      | 5%         | \$396.89                               | n/a                       | n/a  | n/a        | n/a                                   |
| F8BA          | PRODUCTION INSERTER ACCESSORIES | HCSF W/ EXTENDED HOPPER                             | \$50,476.80       | \$43,914.82              | 13%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| D1DX          | PRODUCTION INSERTER ACCESSORIES | FACE UP EXIT DM INFINITY UP TO 20 SHEETS            | \$79,016.00       | \$68,743.92              | 13%        | \$7,184.00                 | \$6,824.80                                      | 5%         | \$634.03                               | n/a                       | n/a  | n/a        | n/a                                   |
| D1DY          | PRODUCTION INSERTER ACCESSORIES | FACE UP EXIT DM INFINITY UP TO 50 SHEETS            | \$80,294.70       | \$69,856.39              | 13%        | \$7,300.00                 | \$6,935.00                                      | 5%         | \$644.27                               | n/a                       | n/a  | n/a        | n/a                                   |
| D1C0          | PRODUCTION INSERTER             | D10000 TWO ENCLOSURE FEEDER SYSTEM                  | \$200,889.70      | \$170,766.25             | 15%        | \$11,159.00                | \$10,601.05                                     | 5%         | \$989.84                               | n/a                       | n/a  | n/a        | n/a                                   |
| D1C1          | PRODUCTION INSERTER             | D10000 THREE ENCLOSURE FEEDER SYSTEM                | \$205,374.80      | \$174,568.58             | 15%        | \$11,606.00                | \$11,025.70                                     | 5%         | \$1,024.29                             | n/a                       | n/a  | n/a        | n/a                                   |
| D1C2          | PRODUCTION INSERTER             | D10000 FOUR ENCLOSURE FEEDER SYSTEM                 | \$229,424.60      | \$195,010.91             | 15%        | \$12,800.00                | \$12,160.00                                     | 5%         | \$1,129.67                             | n/a                       | n/a  | n/a        | n/a                                   |
| IT04          | PRODUCTION INSERTER ACCESSORIES | D1C US DM INFINITY PERMIT METER                     | \$0.00/MONTH      | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CYCLECOVERAGE | PRODUCTION INSERTER ACCESSORIES | CYCLE COVERAGE FEE                                  | \$0.005/PER CYCLE | \$0.005/PER CYCLE        | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |

| Folder-Inserters, Low Volume (Reference Part 3.19)  |                          |
|---|--------------------------|
| All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.<br><b>NO VOLUME OR TERM DISCOUNTS INCLUDED</b> | <b>Offerors Response</b> |
| <b>Required</b>   |                          |
| Percent (%) Discount from MSRP off Base Category Equipment  | 20%                      |
| <b>Optional</b>   |                          |
| Percentage (%) Discount from MSRP off Associated Accessories  | 16%                      |
| Percentage (%) Discount from MSRP off Supplies and Consumables (does not include paper)   | 17%                      |
| Percentage (%) Discount from MSRP off Associated Mailing Furniture  | 25%                      |
| <b>Maintenance</b>  |                          |
| Percentage (%) Discount from MSRP off full service maintenance contracts  | 20%                      |
| <b>If end user is utilizing Time and Materials Maintenance</b>  |                          |
| Hourly rate for Time and Materials - regular business hours   | \$218.00                 |
| Hourly rate for Time and Materials - outside business hours, weekends, and holidays   | \$436.00                 |
| Percentage (%) discount off Parts for Time and Materials maintenance  | 5%                       |

| Item    | Category                               | Description                              | Equipment MSRP | Contract Equipment Price | % Off MSRP | MSRP Equipment Maintenance | Contract Annual Equipment Maintenance Years 2-5 | % Off MSRP | Contract Monthly Equipment Maintenance | MSRP Software Maintenance | Contract Annual Software Maintenance Years 2-5 | % Off MSRP | Contract Monthly Software Maintenance |
|---------|--|--|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| T1PP    | LOW VOLUME FOLDER-INSERTER ACCESSORIES | PERFED PAPER RELAY 2500-4500             | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T1NP    | LOW VOLUME FOLDER-INSERTER ACCESSORIES | NON PERF PAPER RELAY 2500-4500           | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F381076 | LOW VOLUME FOLDER-INSERTER ACCESSORIES | KIT, RELAY 2500-4500 PB LOGO             | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T1TC    | LOW VOLUME FOLDER-INSERTER FURNITURE   | OPTIONAL CASTERS FOR INSERTER TABLES     | \$659.44       | \$419.58                 | 25%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T1AT    | LOW VOLUME FOLDER-INSERTER ACCESSORIES | ADDITIONAL SHEET FEEDER                  | \$1,598.00     | \$1,342.32               | 16%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| T1TA    | LOW VOLUME FOLDER-INSERTER FURNITURE   | 3X3X3X29-36 STORAGE CABINET              | \$1,794.06     | \$1,346.22               | 25%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T1TB    | LOW VOLUME FOLDER-INSERTER FURNITURE   | 45.5X3X29-36 STORAGE CABINET             | \$1,899.72     | \$1,424.79               | 25%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T1B1    | LOW VOLUME FOLDER-INSERTER ACCESSORIES | DWR SCANNER W/INSTALL & TRG              | \$1,973.16     | \$1,558.80               | 21%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T1D0    | LOW VOLUME FOLDER-INSERTER ACCESSORIES | DWR SCANNER WITH INSTALL & TRG           | \$1,973.16     | \$1,558.80               | 21%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| T1R5    | LOW VOLUME FOLDER-INSERTER ACCESSORIES | VERTICAL STACKER W/INSTALL & TRG         | \$2,170.80     | \$1,562.98               | 28%        | \$174.00                   | \$139.20  | 20%        | \$12.93                                | n/a                       | n/a  | n/a        | n/a                                   |
| T1T4    | LOW VOLUME FOLDER-INSERTER ACCESSORIES | 2D TOP SCANNER W/INSTALL & TRAINING      | \$2,653.56     | \$2,096.31               | 21%        | \$487.00                   | \$389.60  | 20%        | \$36.19                                | n/a                       | n/a  | n/a        | n/a                                   |
| T1T3    | LOW VOLUME FOLDER-INSERTER ACCESSORIES | 2D BOTTOM SCANNER W/INSTALL & TRAINING   | \$2,653.56     | \$2,096.31               | 21%        | \$487.00                   | \$389.60  | 20%        | \$36.19                                | n/a                       | n/a  | n/a        | n/a                                   |
| T1B2    | LOW VOLUME FOLDER-INSERTER ACCESSORIES | 2D TOP W/ RIE/ INSTALL & TRG             | \$3,085.56     | \$2,437.59               | 21%        | \$487.00                   | \$389.60  | 20%        | \$36.19                                | n/a                       | n/a  | n/a        | n/a                                   |
| T1B3    | LOW VOLUME FOLDER-INSERTER ACCESSORIES | 2D BOTTOM W/RIE/ INSTALL & TRG           | \$3,085.56     | \$2,437.59               | 21%        | \$487.00                   | \$389.60  | 20%        | \$36.19                                | n/a                       | n/a  | n/a        | n/a                                   |
| T1B4    | LOW VOLUME FOLDER-INSERTER ACCESSORIES | 2D I&T C-DOUBLE FRONT /HALF- Z BACK /RIP | \$3,493.80     | \$2,934.79               | 16%        | \$505.00                   | \$404.00  | 20%        | \$37.53                                | n/a                       | n/a  | n/a        | n/a                                   |
| T1B5    | LOW VOLUME FOLDER-INSERTER ACCESSORIES | 2D I&T HALF- Z FRONT/C- DOUBLE BACK/RIP  | \$3,493.80     | \$2,934.79               | 16%        | \$505.00                   | \$404.00  | 20%        | \$37.53                                | n/a                       | n/a  | n/a        | n/a                                   |
| T1Z5    | LOW VOLUME FOLDER-INSERTER             | RELAY 2500 W/INSTALL & TRAINING          | \$30,632.60    | \$7,549.15               | 29%        | \$960.00                   | \$768.00  | 20%        | \$71.35                                | n/a                       | n/a  | n/a        | n/a                                   |

| Folder-Inserters, Medium Volume (Reference Part 3.19)   |                          |
|---|--------------------------|
| All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.<br><b>NO VOLUME OR TERM DISCOUNTS INCLUDED</b> | <b>Offerors Response</b> |
| <b>Required</b>   |                          |
| Percent (%) Discount from MSRP off Base Category Equipment  | 20%                      |
| <b>Optional</b>   |                          |
| Percentage (%) Discount from MSRP off Associated Accessories  | 17%                      |
| Percentage (%) Discount from MSRP off Supplies and Consumables (does not include paper)   | 17%                      |
| Percentage (%) Discount from MSRP off Associated Mailing Furniture  | 25%                      |
| <b>Maintenance</b>  |                          |
| Percentage (%) Discount from MSRP off full service maintenance contracts<br><b>if end user is utilizing Time and Materials Maintenance</b>  | 20%                      |
| Hourly rate for Time and Materials - regular business hours   | \$218.00                 |
| Hourly rate for Time and Materials - outside business hours, weekends, and holidays   | \$436.00                 |
| Percentage (%) discount off Parts for Time and Materials maintenance  | 5%                       |

| Item    | Category                                  | Description                                      | Equipment MSRP | Contract Equipment Price | % Off MSRP | MSRP Equipment Maintenance | Contract Annual Equipment Maintenance Years 2-5 | % Off MSRP | Contract Monthly Equipment Maintenance | MSRP Software Maintenance | Contract Annual Software Maintenance Years 2-5 | % Off MSRP | Contract Monthly Software Maintenance |
|---------|---|--|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| F9PG2   | MEDIUM VOLUME FOLDER-INSERTER ACCESSORIES | POWERGUARD SERVICE PACKAGE 2                     | \$113.50       | \$94.21                  | 17%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F9D0020 | MEDIUM VOLUME FOLDER-INSERTER ACCESSORIES | POWERGUARD2                                      | \$149.00       | \$95.36                  | 36%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F9PG    | MEDIUM VOLUME FOLDER-INSERTER ACCESSORIES | POWERGUARD                                       | \$339.00       | \$267.81                 | 21%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F790725 | MEDIUM VOLUME FOLDER-INSERTER ACCESSORIES | SALES KIT FEEDER INSERT SUPPORT                  | \$495.70       | \$406.47                 | 18%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T17E    | MEDIUM VOLUME FOLDER-INSERTER ACCESSORIES | SCANNER MOUNTING KIT HIGH CAP SHEET FDR          | \$1,224.72     | \$1,016.52               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T1VP    | MEDIUM VOLUME FOLDER-INSERTER ACCESSORIES | VERTICAL POWER STACKER                           | \$2,466.72     | \$1,924.04               | 22%        | \$181.00                   | \$144.80  | 20%        | \$13.45                                | n/a                       | n/a  | n/a        | n/a                                   |
| T1RY    | MEDIUM VOLUME FOLDER-INSERTER ACCESSORIES | 2D TOWER/INST& TRG/INTEGRITY EXPRESS             | \$3,561.84     | \$2,457.67               | 31%        | \$1,287.00                 | \$1,029.60                                      | 20%        | \$95.65                                | n/a                       | n/a  | n/a        | n/a                                   |
| T1RU    | MEDIUM VOLUME FOLDER-INSERTER ACCESSORIES | 2D TOWER/INST&TRG/RELAY INTEG PRO STD            | \$3,359.88     | \$2,620.71               | 22%        | \$1,237.00                 | \$989.60  | 20%        | \$91.93                                | \$370.00                  | \$456.00                                       | 20%        | \$42.36                               |
| T1RT    | MEDIUM VOLUME FOLDER-INSERTER ACCESSORIES | 2D HCF/INST&TRG/RELAY INTEG PRO STD              | \$3,056.56     | \$3,944.12               | 23%        | \$1,055.00                 | \$844.00  | 20%        | \$78.41                                | \$370.00                  | \$456.00                                       | 20%        | \$43.36                               |
| T1RW    | MEDIUM VOLUME FOLDER-INSERTER ACCESSORIES | 2D TOWER/INST&TRG/RELAY INTEG PRO ADV            | \$5,056.56     | \$3,944.12               | 22%        | \$1,237.00                 | \$989.60  | 20%        | \$91.93                                | \$950.00                  | \$760.00                                       | 20%        | \$70.60                               |
| T1RX    | MEDIUM VOLUME FOLDER-INSERTER ACCESSORIES | 2D SHEET FDR/INST&TRG/INTEGRITY EXPRESS          | \$5,361.12     | \$4,181.67               | 22%        | \$1,098.00                 | \$878.40  | 20%        | \$81.60                                | n/a                       | n/a  | n/a        | n/a                                   |
| T1TD    | MEDIUM VOLUME FOLDER-INSERTER ACCESSORIES | 2D CAMERA HIGH CAPACITY SHEET FEEDER             | \$5,295.24     | \$4,395.05               | 17%        | \$1,186.00                 | \$948.80  | 20%        | \$88.14                                | n/a                       | n/a  | n/a        | n/a                                   |
| T1RV    | MEDIUM VOLUME FOLDER-INSERTER ACCESSORIES | 2D HCF/INST&TRG/RELAY INTEG PRO ADV              | \$6,864.48     | \$5,354.29               | 22%        | \$1,055.00                 | \$844.00  | 20%        | \$78.41                                | \$950.00                  | \$760.00                                       | 20%        | \$70.60                               |
| T1SP    | MEDIUM VOLUME FOLDER-INSERTER ACCESSORIES | RELAY 5000/6000 FILE BASED PROCESSING WITHOUT PC | \$12,652.20    | \$8,730.02               | 31%        | \$362.00                   | \$289.60  | 20%        | \$26.90                                | \$375.00                  | \$300.00                                       | 20%        | \$27.87                               |
| T16P    | MEDIUM VOLUME FOLDER-INSERTER ACCESSORIES | RELAY 5000/6000 FILE BASED PROCESSING            | \$13,887.72    | \$9,582.53               | 31%        | \$863.00                   | \$690.40  | 20%        | \$64.14                                | \$375.00                  | \$300.00                                       | 20%        | \$27.87                               |
| T13S    | MEDIUM VOLUME FOLDER-INSERTER             | RELAY 3500 W/INSTALL & TRAINING                  | \$15,694.56    | \$11,143.14              | 29%        | \$1,320.00                 | \$1,056.00                                      | 20%        | \$98.10                                | n/a                       | n/a  | n/a        | n/a                                   |
| T14S    | MEDIUM VOLUME FOLDER-INSERTER             | RELAY 4500 W/INSTALL & TRAINING                  | \$16,785.52    | \$14,089.14              | 25%        | \$1,872.00                 | \$1,497.60                                      | 20%        | \$189.13                               | n/a                       | n/a  | n/a        | n/a                                   |
| T15D    | MEDIUM VOLUME FOLDER-INSERTER             | RELAY 5000 W/A FEEDER TOWER                      | \$26,534.52    | \$18,939.51              | 29%        | \$2,552.00                 | \$2,041.60                                      | 20%        | \$189.67                               | n/a                       | n/a  | n/a        | n/a                                   |
| T16D    | MEDIUM VOLUME FOLDER-INSERTER             | RELAY 6000 INSERTING SYSTEM                      | \$52,048.44    | \$39,036.33              | 25%        | \$3,617.00                 | \$2,893.60                                      | 20%        | \$268.82                               | n/a                       | n/a  | n/a        | n/a                                   |

| Folder-inserters, High Volume (Reference Part 3.19)  |                   |
|--|-------------------|
| All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work. | Offerors Response |
| <b>NO VOLUME OR TERM DISCOUNTS INCLUDED</b>  |                   |
| <b>Required</b>  |                   |
| Percent (%) Discount from MSRP off Base Category Equipment   | 28%               |
| <b>Optional</b>  |                   |
| Percentage (%) Discount from MSRP off Associated Accessories   | 28%               |
| Percentage (%) Discount from MSRP off Supplies and Consumables (does not include paper)  | 17%               |
| Percentage (%) Discount from MSRP off Associated Mailing Furniture   | 25%               |
| <b>Maintenance</b>   |                   |
| Percentage (%) Discount from MSRP off full service maintenance contracts   | 20%               |
| <b>If end user is utilizing Time and Materials Maintenance</b>   |                   |
| Hourly rate for Time and Materials - regular business hours  | \$218.00          |
| Hourly rate for Time and Materials - outside business hours, weekends, and holidays  | \$436.00          |
| Percentage (%) discount off Parts for Time and Materials maintenance   | 5%                |

| Item          | Category                                | Description  | Equipment MSRP | Contract Equipment Price | % Off MSRP | MSRP Equipment Maintenance | Contract Annual Equipment Maintenance Years 2-5 | % Off MSRP | Contract Monthly Equipment Maintenance | MSRP Software Maintenance | Contract Annual Software Maintenance Years 2-5 | % Off MSRP | Contract Monthly Software Maintenance |
|---------------|---|--|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| F79042-01     | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | POWER CORD   | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| D8X           | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | SECOND STACKER FOR TANDEM BELT STACKER                           | \$0.00         | \$0.00                   | 0%         | \$251.00                   | \$200.80  | 20%        | \$18.65                                | n/a                       | n/a  | n/a        | n/a                                   |
| F790135       | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | SALES-KIT-MATTE BOOKLET KIT FOR TOWER                            | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F790442       | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | SALES KIT-FLAT ENVELOPE KIT FOR TOWER                            | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F790034       | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | USB HUB  | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| D90012        | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | VERTICAL POWER LOCALIZATION KIT- US                              | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F790700-01-PB | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | LOCALIZATION KIT - U.S. - PB                                     | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F791700-01-PB | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | LOCALIZATION KIT, HCSP - U.S., PB                                | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F790726       | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | SALES KIT - ADJUSTABLE SHINGLE TRAY                              | \$155.52       | \$104.20                 | 33%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F780184       | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | INSERT TRAY  | \$254.88       | \$160.57                 | 37%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F780183       | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | SHEET/FLAT ENVELOPE TRAY   | \$254.88       | \$160.57                 | 37%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F700327       | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | SPECIAL TOWER FEEDER KIT   | \$322.92       | \$216.36                 | 33%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T8M           | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | RELAY 9000 PEDAL KIT FOR MANUAL FEED                             | \$411.84       | \$288.29                 | 30%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T8N           | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | STRAIGHT IN LINE POWER STACKER KIT                               | \$429.52       | \$300.66                 | 30%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F790018       | HIGH VOLUME FOLDER-INSERTER FURNITURE   | 18 IN. CONSOLE EXTENSION   | \$459.00       | \$321.30                 | 30%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F790019       | HIGH VOLUME FOLDER-INSERTER FURNITURE   | 30 IN. CONSOLE EXTENSION   | \$588.60       | \$412.02                 | 30%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F758          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | BARCODE SCANNING SOFTWARE  | \$927.72       | \$621.57                 | 33%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F7D1          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | BOTTOM ADDRESS INVERTER KIT                                      | \$1,399.68     | \$937.79                 | 33%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| T8K           | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | HIGH CAPACITY BIN FOR HIGH SHEET COUNT SETS (2 POSITIONS)        | \$1,465.36     | \$1,025.75               | 30%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T8R           | HIGH VOLUME FOLDER-INSERTER FURNITURE   | HEIGHT ADJUSTABLE TABLE, 60IN. W/ SHELF                          | \$2,327.40     | \$1,629.18               | 30%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T8T           | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | EXIT TRANSPORT   | \$2,467.80     | \$1,653.43               | 33%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T8R1          | HIGH VOLUME FOLDER-INSERTER FURNITURE   | HEIGHT ADJUSTABLE TABLE, 60IN. W/ SHELF AND LOCKING DOORS        | \$2,738.88     | \$1,917.22               | 30%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T8D           | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | 2D TOWER SCANNING  | \$3,000.96     | \$2,070.94               | 31%        | \$1,287.00                 | \$1,029.60                                      | 20%        | \$86.65                                | n/a                       | n/a  | n/a        | n/a                                   |
| WS93          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | FILE BASED PROCESSING WINDOWS 10 PC                              | \$3,355.88     | \$2,349.12               | 30%        | \$501.00                   | \$400.80  | 20%        | \$37.23                                | n/a                       | n/a  | n/a        | n/a                                   |
| T8M1          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | T8M - TOWER SCANNING HARDWARE                                    | \$3,931.20     | \$2,633.90               | 33%        | \$421.00                   | \$336.80  | 20%        | \$31.29                                | n/a                       | n/a  | n/a        | n/a                                   |
| F77B          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | TOWER OMR BARCODE SCANNING HARDWARE                              | \$3,931.20     | \$2,633.90               | 33%        | \$421.00                   | \$336.80  | 20%        | \$31.29                                | n/a                       | n/a  | n/a        | n/a                                   |
| F7F5          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | FIXED BEAM OMR AND BARCODE SCANNER FOR HIGH CAPACITY SHEET FEED  | \$3,931.20     | \$2,633.90               | 33%        | \$252.00                   | \$201.60  | 20%        | \$18.73                                | n/a                       | n/a  | n/a        | n/a                                   |
| F7M1          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | MAIL MACHINE INTERFACE FOR CONNECT+ 3000                         | \$4,069.44     | \$2,736.52               | 33%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F7M7          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | MAIL MACHINE INTERFACE FOR CONNECT+ 1000/2000                    | \$4,069.44     | \$2,736.52               | 33%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T8RC          | HIGH VOLUME FOLDER-INSERTER FURNITURE   | 60 IN. HEIGHT ADJUSTABLE TABLE, NO DOORS, SLIDING SHELF          | \$4,660.20     | \$3,262.14               | 30%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T8BB          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | BELT STACKER W/ INSTALLATION TO HEIGHT STAND                     | \$5,127.72     | \$3,425.52               | 33%        | \$251.00                   | \$200.80  | 20%        | \$18.65                                | n/a                       | n/a  | n/a        | n/a                                   |
| T8FS          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | FLAT SEALER  | \$5,342.76     | \$3,579.85               | 33%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T8D1          | HIGH VOLUME FOLDER-INSERTER FURNITURE   | 90 IN. HEIGHT ADJUSTABLE TABLE, NO DOORS, SLIDING SHELF          | \$5,670.00     | \$3,969.00               | 30%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T8BD          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | TANDEM BELT STACKER W/ INSTALLATION TO HEIGHT STAND, INLINE      | \$6,663.60     | \$4,464.61               | 33%        | \$251.00                   | \$200.80  | 20%        | \$18.65                                | n/a                       | n/a  | n/a        | n/a                                   |
| T8F           | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | RELAY 9000 BELT STACKER  | \$6,576.96     | \$4,603.87               | 30%        | \$690.00                   | \$552.00  | 20%        | \$51.28                                | n/a                       | n/a  | n/a        | n/a                                   |
| T8C           | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | BOOKLET FEEDER   | \$6,576.96     | \$4,603.87               | 30%        | \$690.00                   | \$552.00  | 20%        | \$51.28                                | n/a                       | n/a  | n/a        | n/a                                   |
| T8C1          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | RELAY 9000 2D / 1D SCANNER (2 POSITIONS-INCLUDES LARGE TRAY)     | \$8,167.72     | \$5,717.40               | 30%        | \$778.00                   | \$622.40  | 20%        | \$57.82                                | n/a                       | n/a  | n/a        | n/a                                   |
| T8HC          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | HIGH CAPACITY SHEET FEEDER                                       | \$9,100.08     | \$5,824.05               | 36%        | \$938.00                   | \$750.40  | 20%        | \$69.71                                | n/a                       | n/a  | n/a        | n/a                                   |
| T8J           | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | RELAY 9000 OMR/BARCODE SCANNER                                   | \$11,510.28    | \$8,057.20               | 30%        | \$1,129.00                 | \$903.20  | 20%        | \$83.91                                | n/a                       | n/a  | n/a        | n/a                                   |
| T8P           | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | RELAY 7000/8000 FILE BASED PROCESSING WITHOUT PC                 | \$18,834.12    | \$12,618.86              | 33%        | \$362.00                   | \$289.60  | 20%        | \$26.90                                | \$375.00                  | \$300.00                                       | 20%        | \$27.87                               |
| D90P          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | D90P FILE BASED PROCESSING                                       | \$20,069.64    | \$13,446.66              | 33%        | \$600.00                   | \$480.00  | 20%        | \$46.14                                | n/a                       | n/a  | n/a        | n/a                                   |
| T8E           | HIGH VOLUME FOLDER-INSERTER             | RELAY 9000 MULTIFUNCTION FOLDER                                  | \$32,184.16    | \$22,528.91              | 30%        | \$3,334.00                 | \$2,667.20                                      | 20%        | \$247.78                               | n/a                       | n/a  | n/a        | n/a                                   |
| T8B           | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | RELAY 9000 2ND TOWER   | \$36,087.28    | \$25,261.10              | 30%        | \$3,742.00                 | \$2,993.60                                      | 20%        | \$278.11                               | n/a                       | n/a  | n/a        | n/a                                   |
| T8D2          | HIGH VOLUME FOLDER-INSERTER             | RELAY 7000 INSERTING SYSTEM                                      | \$58,551.12    | \$37,472.72              | 36%        | \$4,334.00                 | \$3,467.20                                      | 20%        | \$322.10                               | n/a                       | n/a  | n/a        | n/a                                   |
| T8D1          | HIGH VOLUME FOLDER-INSERTER             | RELAY 8000 INSERTING SYSTEM                                      | \$85,096.44    | \$57,014.61              | 33%        | \$5,994.00                 | \$4,795.20                                      | 20%        | \$448.48                               | n/a                       | n/a  | n/a        | n/a                                   |
| T8P1          | HIGH VOLUME FOLDER-INSERTER             | RELAY 9000 INSERTER W/INST/TRG-500K MO W/ BASE, MAIL FEEDER, TOW | \$97,798.08    | \$68,458.66              | 30%        | \$9,862.00                 | \$7,889.60                                      | 20%        | \$732.95                               | n/a                       | n/a  | n/a        | n/a                                   |

**Folder-inserters, Production (Reference Part 3.19)**

All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.  
**NO VOLUME OR TERM DISCOUNTS INCLUDED**

**Offerors Response**

\*\* In no event shall the term for a DM Infinity meter agreement go beyond June 30, 2026. In addition, in no event shall a new DM Infinity meter be placed (installed) after June 30, 2024. The metering function as well as support for the DM Infinity meter will end on June 30, 2026 due to USPS regulations. This means that the metering device will stop functioning on June 30, 2026 and you will not be able to meter your mail. Mail processed on a DM Infinity meter after June 30, 2026 will not be accepted by the USPS

| Required  |          |
|---|----------|
| Percent (%) Discount from MSRP off Base Category Equipment                              | 15%      |
| Optional  |          |
| Percentage (%) Discount from MSRP off Associated Accessories                            | 13%      |
| Percentage (%) Discount from MSRP off Supplies and Consumables (does not include paper) | 17%      |
| Percentage (%) Discount from MSRP off Associated Mailing Furniture                      | 25%      |
| Maintenance   |          |
| Percentage (%) Discount from MSRP off full service maintenance contracts                | 5%       |
| If end user is utilizing Time and Materials Maintenance                                 |          |
| Hourly rate for Time and Materials - regular business hours                             | \$218.00 |
| Hourly rate for Time and Materials - outside business hours, weekends, and holidays     | \$436.00 |
| Percentage (%) discount off Parts for Time and Materials maintenance                    | 5%       |

| Item         | Category                               | Description  | Equipment MSRP    | Contract Equipment Price | % Off MSRP | MSRP Equipment Maintenance | Contract Annual Equipment Maintenance Years 2-5 | % Off MSRP | Contract Monthly Equipment Maintenance | MSRP Software Maintenance | Contract Annual Software Maintenance Years 2-5 | % Off MSRP | Contract Monthly Software Maintenance |
|--------------|--|--|-------------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| DZK1         | PRODUCTION FOLDER INSERTER ACCESSORIES | DZK1 - 1.5M ANNUALLY                               | \$0.00            | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| DZK2         | PRODUCTION FOLDER INSERTER ACCESSORIES | DZK1 - 2.5M ANNUALLY                               | \$0.00            | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1F90         | PRODUCTION FOLDER INSERTER ACCESSORIES | DATA CAPTURE UPLOAD                                | \$0.00            | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1FX8         | PRODUCTION FOLDER INSERTER ACCESSORIES | EXTERNAL ACCOUNTING ENABLER                        | \$0.00            | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| DZDC         | PRODUCTION FOLDER INSERTER ACCESSORIES | DZ2000 SW UPDATE FOR FIELD RETROFIT                | \$421.55          | \$366.75                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| RDSE         | PRODUCTION FOLDER INSERTER ACCESSORIES | SYSTEMS ENGINEERING - FIP OR WINDO SERVER INST/RTG | \$2,245.10        | \$1,953.24               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F89Q         | PRODUCTION FOLDER INSERTER ACCESSORIES | BOTTOM EDGE ENVELOPE MARKER 728                    | \$1,463.90        | \$1,271.85               | 13%        | \$121.00                   | \$114.95  | 5%         | \$10.68                                | \$10.68                   | n/a  | n/a        | n/a                                   |
| F8AA         | PRODUCTION FOLDER INSERTER ACCESSORIES | STANDARD FOLD PLATES                               | \$4,299.90        | \$3,740.91               | 13%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| F89D         | PRODUCTION FOLDER INSERTER ACCESSORIES | FIXED BEAM OMR AND BARCODE SCANNER BOTTOM SCAN     | \$4,299.90        | \$3,740.91               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F89Z         | PRODUCTION FOLDER INSERTER ACCESSORIES | FIXED BEAM OMR AND BARCODE SCANNER TOP SCAN        | \$4,299.90        | \$3,740.91               | 13%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| F89K         | PRODUCTION FOLDER INSERTER ACCESSORIES | BOTTOM SCANNING FOR ENCLOSURE FEEDER/MOVING BEAM   | \$4,535.00        | \$3,945.45               | 13%        | \$366.00                   | \$347.70  | 5%         | \$32.30                                | n/a                       | n/a  | n/a        | n/a                                   |
| F89J         | PRODUCTION FOLDER INSERTER ACCESSORIES | TOP SCANNING FOR ENCLOSURE FEEDER/MOVING BEAM      | \$4,665.90        | \$4,059.33               | 13%        | \$366.00                   | \$347.70  | 5%         | \$32.30                                | n/a                       | n/a  | n/a        | n/a                                   |
| F89C         | PRODUCTION FOLDER INSERTER ACCESSORIES | LOW CAP DIVERT W/ SMART DEFLECT                    | \$9,090.00        | \$7,908.30               | 13%        | \$590.00                   | \$560.50  | 5%         | \$52.07                                | n/a                       | n/a  | n/a        | n/a                                   |
| DZCB         | PRODUCTION FOLDER INSERTER ACCESSORIES | ADDITIONAL DIVERT BIN FOR FACE DOWN PROCESSING     | \$8,654.30        | \$7,529.24               | 13%        | \$852.00                   | \$809.40  | 5%         | \$75.19                                | n/a                       | n/a  | n/a        | n/a                                   |
| DZWR         | PRODUCTION FOLDER INSERTER ACCESSORIES | RETROFIT MAIN PC DZ2000                            | \$10,000.00       | \$8,700.00               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F89R         | PRODUCTION FOLDER INSERTER ACCESSORIES | AUTOMATIC FOLD CAPABILITY                          | \$27,113.90       | \$24,889.61              | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F89F         | PRODUCTION FOLDER INSERTER ACCESSORIES | 2D CAMERA SCANNER                                  | \$18,080.50       | \$15,730.04              | 13%        | \$1,124.00                 | \$1,067.80                                      | 5%         | \$99.20                                | n/a                       | n/a  | n/a        | n/a                                   |
| DZMS         | PRODUCTION FOLDER INSERTER ACCESSORIES | DZ2000 FILE BASED MICROSERVER                      | \$20,487.30       | \$17,823.95              | 13%        | \$1,707.00                 | \$1,621.65                                      | 5%         | \$150.65                               | n/a                       | n/a  | n/a        | n/a                                   |
| F89H         | PRODUCTION FOLDER INSERTER ACCESSORIES | 2D TOP SCANNER FOR SHEET FEEDER                    | \$19,401.76       | \$16,879.53              | 13%        | \$2,078.76                 | \$1,974.82                                      | 5%         | \$183.46                               | n/a                       | n/a  | n/a        | n/a                                   |
| F89L         | PRODUCTION FOLDER INSERTER ACCESSORIES | 2D TOP SCANNING FOR ENCLOSURE FEEDER               | \$23,334.10       | \$20,300.67              | 13%        | \$1,124.00                 | \$1,067.80                                      | 5%         | \$99.20                                | n/a                       | n/a  | n/a        | n/a                                   |
| DZST         | PRODUCTION FOLDER INSERTER ACCESSORIES | FILE BASED PROCESSING                              | \$31,589.20       | \$27,482.60              | 13%        | \$3,328.00                 | \$3,161.60                                      | 5%         | \$293.71                               | n/a                       | n/a  | n/a        | n/a                                   |
| F8AB         | PRODUCTION FOLDER INSERTER ACCESSORIES | HCSF W/ STANDARD HOPPER                            | \$47,175.70       | \$41,042.86              | 13%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| F8BA         | PRODUCTION FOLDER INSERTER ACCESSORIES | HCSF W/ EXTENDED HOPPER                            | \$50,476.80       | \$43,914.82              | 13%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| DZCD         | PRODUCTION FOLDER INSERTER             | DZ2000 TWO ENCLOSURE FEEDER SYSTEM                 | \$200,889.70      | \$170,756.25             | 15%        | \$11,159.00                | \$10,601.05                                     | 5%         | \$984.84                               | n/a                       | n/a  | n/a        | n/a                                   |
| DZCL         | PRODUCTION FOLDER INSERTER             | DZ2000 THREE ENCLOSURE FEEDER SYSTEM               | \$295,374.80      | \$254,568.58             | 15%        | \$11,605.00                | \$11,025.70                                     | 5%         | \$1,024.29                             | n/a                       | n/a  | n/a        | n/a                                   |
| DZCZ         | PRODUCTION FOLDER INSERTER             | DZ2000 FOUR ENCLOSURE FEEDER SYSTEM                | \$229,424.60      | \$195,010.91             | 15%        | \$12,800.00                | \$12,160.00                                     | 5%         | \$1,129.67                             | n/a                       | n/a  | n/a        | n/a                                   |
| 1T04         | PRODUCTION FOLDER INSERTER ACCESSORIES | UKC, US DM INFINITY PERMIT METER                   | \$0.00/MONTH      | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CYCLEOVERAGE | PRODUCTION FOLDER INSERTER ACCESSORIES | CYCLE OVERAGE FEE                                  | \$0.005/PER CYCLE | \$0.005/PER CYCLE        | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| DZDA         | PRODUCTION FOLDER INSERTER ACCESSORIES | FACE DOWN EXIT ONE DIVERT                          | \$21,257.50       | \$18,494.03              | 13%        | \$3,278.00                 | \$3,164.10                                      | 5%         | \$301.05                               | n/a                       | n/a  | n/a        | n/a                                   |
| DZDE         | PRODUCTION FOLDER INSERTER ACCESSORIES | EDGE MARKER, FACE DOWN EXITS                       | \$4,706.85        | \$4,093.22               | 13%        | \$349.00                   | \$331.55  | 5%         | \$30.80                                | n/a                       | n/a  | n/a        | n/a                                   |
| DZDX         | PRODUCTION FOLDER INSERTER ACCESSORIES | FACE UP EXIT DM INFINITY UP TO 20 SHEETS           | \$79,016.00       | \$68,743.92              | 13%        | \$7,184.00                 | \$6,824.80                                      | 5%         | \$643.03                               | n/a                       | n/a  | n/a        | n/a                                   |
| DZDY         | PRODUCTION FOLDER INSERTER ACCESSORIES | FACE UP EXIT DM INFINITY UP TO 50 SHEETS           | \$80,294.70       | \$69,856.39              | 13%        | \$7,300.00                 | \$6,935.00                                      | 5%         | \$644.27                               | n/a                       | n/a  | n/a        | n/a                                   |
| DZDG         | PRODUCTION FOLDER INSERTER ACCESSORIES | FACE UP EXIT ONE DIVERT UP TO 20 SHEETS            | \$48,762.40       | \$41,998.29              | 13%        | \$4,388.00                 | \$4,168.60                                      | 5%         | \$387.27                               | n/a                       | n/a  | n/a        | n/a                                   |
| DZDH         | PRODUCTION FOLDER INSERTER ACCESSORIES | FACE UP EXIT ONE DIVERT UP TO 50 SHEETS            | \$49,457.10       | \$43,027.68              | 13%        | \$4,497.00                 | \$4,272.15                                      | 5%         | \$396.89                               | n/a                       | n/a  | n/a        | n/a                                   |
| DZDI         | PRODUCTION FOLDER INSERTER ACCESSORIES | ADDITIONAL DIVERT BIN FACE UP EXITS                | \$12,677.30       | \$11,029.25              | 13%        | \$1,153.00                 | \$1,095.35                                      | 5%         | \$101.76                               | n/a                       | n/a  | n/a        | n/a                                   |
| F8MC         | PRODUCTION FOLDER INSERTER ACCESSORIES | BUCKLE CHUTE FOR HIGH SHEET COUNT TRI FOLDED SETS  | \$1,975.00        | \$1,718.25               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |



| Envelope Addressing System, Ink Jet, Low Volume (Reference Part 3.19)   |                          |
|---|--------------------------|
| All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.<br><b>NO VOLUME OR TERM DISCOUNTS INCLUDED</b> | <b>Offerors Response</b> |
| <b>Required</b>   |                          |
| Percent (%) Discount from MSRP off Base Category Equipment  | 18%                      |
| <b>Optional</b>   |                          |
| Percentage (%) Discount from MSRP off Associated Accessories  | 18%                      |
| Percentage (%) Discount from MSRP off Supplies and Consumables (does not include paper)   | 15%                      |
| Percentage (%) Discount from MSRP off Associated Mailing Furniture  | 25%                      |
| <b>Maintenance</b>  |                          |
| Percentage (%) Discount from MSRP off full service maintenance contracts  | 20%                      |
| <b>If end user is utilizing Time and Materials Maintenance</b>  |                          |
| Hourly rate for Time and Materials - regular business hours   | \$218.00                 |
| Hourly rate for Time and Materials - outside business hours, weekends, and holidays   | \$436.00                 |
| Percentage (%) discount off Parts for Time and Materials maintenance  | 5%                       |

| Item      | Category  | Description                                 | Equipment MSRP | Contract Equipment Price | % Off MSRP | MSRP Equipment Maintenance | Contract Annual Equipment Maintenance Years 2-5 | % Off MSRP | Contract Monthly Equipment Maintenance | MSRP Software Maintenance | Contract Annual Software Maintenance Years 2-5 | % Off MSRP | Contract Monthly Software Maintenance |
|-----------|---|---|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| PB-MAX3   | LOW VOLUME INK JET ENVELOPE ADDRESSING SYSTEM ACCESSORIES | ADDRESSRIGHT BLACK INK                      | \$47.99        | \$39.50                  | 18%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PB-RED    | LOW VOLUME INK JET ENVELOPE ADDRESSING SYSTEM ACCESSORIES | ADDRESSRIGHT RED INK                        | \$58.99        | \$48.50                  | 18%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PB-BLUE   | LOW VOLUME INK JET ENVELOPE ADDRESSING SYSTEM ACCESSORIES | ADDRESSRIGHT BLUE INK                       | \$58.99        | \$48.50                  | 18%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PB-GREEN  | LOW VOLUME INK JET ENVELOPE ADDRESSING SYSTEM ACCESSORIES | ADDRESSRIGHT GREEN INK                      | \$58.99        | \$48.50                  | 18%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| WH4PBMAX3 | LOW VOLUME INK JET ENVELOPE ADDRESSING SYSTEM ACCESSORIES | ADDRESSRIGHT 100 BLACK INK STARTER KIT      | \$221.00       | \$172.38                 | 22%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| AR100     | LOW VOLUME INK JET ENVELOPE ADDRESSING SYSTEM             | ADDRESSRIGHT 100 PRINTER (K 300K CYCLES/MO) | \$11,249.00    | \$8,774.22               | 22%        | \$1,023.00                 | \$818.40  | 20%        | \$76.03                                | n/a                       | n/a  | n/a        | n/a                                   |

| Envelope Addressing System, Ink Jet, Medium Volume (Reference Part 3.19)  |                          |
|---|--------------------------|
| All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.<br><b>NO VOLUME OR TERM DISCOUNTS INCLUDED</b> | <b>Offerors Response</b> |
| <b>Required</b>   |                          |
| Percent (%) Discount from MSRP off Base Category Equipment  | 18%                      |
| <b>Optional</b>   |                          |
| Percentage (%) Discount from MSRP off Associated Accessories  | 18%                      |
| Percentage (%) Discount from MSRP off Supplies and Consumables (does not include paper)   | 15%                      |
| Percentage (%) Discount from MSRP off Associated Mailing Furniture  | 25%                      |
| <b>Maintenance</b>  |                          |
| Percentage (%) Discount from MSRP off full service maintenance contracts  | 20%                      |
| <b>If end user is utilizing Time and Materials Maintenance</b>  |                          |
| Hourly rate for Time and Materials - regular business hours   | \$218.00                 |
| Hourly rate for Time and Materials - outside business hours, weekends, and holidays   | \$436.00                 |
| Percentage (%) discount off Parts for Time and Materials maintenance  | 5%                       |

| Item      | Category   | Description                                      | Equipment MSRP | Contract Equipment Price | % Off MSRP | MSRP Equipment Maintenance | Contract Annual Equipment Maintenance Years 2-5 | % Off MSRP | Contract Monthly Equipment Maintenance | MSRP Software Maintenance | Contract Annual Software Maintenance Years 2-5 | % Off MSRP | Contract Monthly Software Maintenance |
|-----------|--|--|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| WHBPBMAX3 | MEDIUM VOLUME INK JET ENVELOPE ADDRESSING SYSTEM ACCESSORIES | ADDRESSRIGHT 200 BLACK INK STARTER KIT           | \$331.00       | \$258.18                 | 22%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| W763      | MEDIUM VOLUME INK JET ENVELOPE ADDRESSING SYSTEM ACCESSORIES | W760 STACKER FOR ADDRESSRIGHT PRINTERS           | \$2,376.00     | \$1,948.32               | 18%        | \$229.00                   | \$183.20  | 20%        | \$17.02                                | n/a                       | n/a  | n/a        | n/a                                   |
| W764      | MEDIUM VOLUME INK JET ENVELOPE ADDRESSING SYSTEM ACCESSORIES | W760 STACKER AND DRYER FOR ADDRESSRIGHT PRINTERS | \$5,287.00     | \$4,335.34               | 18%        | \$357.00                   | \$285.60  | 20%        | \$26.53                                | n/a                       | n/a  | n/a        | n/a                                   |
| AR200     | MEDIUM VOLUME INK JET ENVELOPE ADDRESSING SYSTEM             | ADDRESSRIGHT 200 (< 600K CYCLES/MO)              | \$17,202.00    | \$13,417.56              | 22%        | \$1,740.00                 | \$1,392.00                                      | 20%        | \$129.32                               | n/a                       | n/a  | n/a        | n/a                                   |

| <b>Envelope Addressing System, Ink Jet, High Volume (Reference Part 3.19)</b>  |                          |
|--|--------------------------|
| All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work. | <b>Offerors Response</b> |
| <b>NO VOLUME OR TERM DISCOUNTS INCLUDED</b>  |                          |
| <b>Required</b>  |                          |
| Percent (%) Discount from MSRP off Base Category Equipment   | 13%                      |
| <b>Optional</b>  |                          |
| Percentage (%) Discount from MSRP off Associated Accessories   | 13%                      |
| Percentage (%) Discount from MSRP off Supplies and Consumables (does not include paper)  | 15%                      |
| Percentage (%) Discount from MSRP off Associated Mailing Furniture   | 25%                      |
| <b>Maintenance</b>   |                          |
| Percentage (%) Discount from MSRP off full service maintenance contracts   | 20%                      |
| <b>If end user is utilizing Time and Materials Maintenance</b>   |                          |
| Hourly rate for Time and Materials - regular business hours  | \$218.00                 |
| Hourly rate for Time and Materials - outside business hours, weekends, and holidays  | \$436.00                 |
| Percentage (%) discount off Parts for Time and Materials maintenance   | 5%                       |

| Item      | Category                                       | Description                                | Equipment MSRP | Contract Equipment Price | % Off MSRP | MSRP Equipment Maintenance | Contract Annual Equipment Maintenance Years 2-5 | % Off MSRP | Contract Monthly Equipment Maintenance | MSRP Software Maintenance | Contract Annual Software Maintenance Years 2-5 | % Off MSRP | Contract Monthly Software Maintenance |
|-----------|--|--|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| W429      | HIGH VOLUME INK JET ENVELOPE ADDRESSING SYSTEM | 17" FLAT PANEL DISPLAY                     | \$236.00       | \$205.32                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| WHBPBMAX3 | HIGH VOLUME INK JET ENVELOPE ADDRESSING SYSTEM | ADDRESSRIGHT 300 BLACK INK STARTER KIT     | \$441.00       | \$366.03                 | 17%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ARPF      | HIGH VOLUME INK JET ENVELOPE ADDRESSING SYSTEM | ADDRESSRIGHT 300 & FEEDER (c 1M CYCLES/MO) | \$26,933.00    | \$22,354.39              | 17%        | \$2,883.00                 | \$2,306.40                                      | 20%        | \$214.27                               | n/a                       | n/a  | n/a        | n/a                                   |

| <b>Tabbers, High Volume (Reference Part 3.19)</b>  |                          |
|--|--------------------------|
| All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work. | <b>Offerors Response</b> |
| <b>NO VOLUME OR TERM DISCOUNTS INCLUDED</b>  |                          |
| <b>Required</b>  |                          |
| Percent (%) Discount from MSRP off Base Category Equipment   | 28%                      |
| <b>Optional</b>  |                          |
| Percentage (%) Discount from MSRP off Associated Accessories   | 28%                      |
| Percentage (%) Discount from MSRP off Supplies and Consumables (does not include paper)  | 15%                      |
| Percentage (%) Discount from MSRP off Associated Mailing Furniture   | 25%                      |
| <b>Maintenance</b>   |                          |
| Percentage (%) Discount from MSRP off full service maintenance contracts   | 20%                      |
| <b>If end user is utilizing Time and Materials Maintenance</b>   |                          |
| Hourly rate for Time and Materials - regular business hours  | \$218.00                 |
| Hourly rate for Time and Materials - outside business hours, weekends, and holidays  | \$436.00                 |
| Percentage (%) discount off Parts for Time and Materials maintenance   | 5%                       |

| Item | Category                        | Description  | Equipment MSRP | Contract Equipment Price | % Off MSRP | MSRP Equipment Maintenance | Contract Annual Equipment Maintenance Years 2-5 | % Off MSRP | Contract Monthly Equipment Maintenance | MSRP Software Maintenance | Contract Annual Software Maintenance Years 2-5 | % Off MSRP | Contract Monthly Software Maintenance |
|------|---------------------------------|--|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| DT3T | HIGH VOLUME TABBERS ACCESSORIES | STAND FOR W985 CONVEYOR STACKER                            | \$963.00       | \$693.36                 | 28%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| W760 | HIGH VOLUME TABBERS ACCESSORIES | STACKER FOR W360 TABBER                                    | \$2,096.00     | \$1,446.24               | 31%        | \$220.00                   | \$176.00  | 20%        | \$16.35                                | n/a                       | n/a  | n/a        | n/a                                   |
| DT3S | HIGH VOLUME TABBERS ACCESSORIES | W985 CONVEYOR STACKER FOR W360 MULTIFUNCTION TABBER SYSTEM | \$4,042.00     | \$2,910.24               | 28%        | \$340.00                   | \$272.00  | 20%        | \$25.27                                | n/a                       | n/a  | n/a        | n/a                                   |
| DT3A | HIGH VOLUME TABBERS             | W360 MULTIFUNCTION TABBER SYSTEM                           | \$24,204.00    | \$16,700.76              | 31%        | \$2,369.00                 | \$1,895.20                                      | 20%        | \$176.07                               | n/a                       | n/a  | n/a        | n/a                                   |

| <b>Mailing Furniture (general) (Reference Part 3.19)</b>  |                          |
|---|--------------------------|
| All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.<br><b>NO VOLUME OR TERM DISCOUNTS INCLUDED</b> | <b>Offerors Response</b> |
| <b>Required</b>   |                          |
| Percent (%) Discount from MSRP off Base Category Equipment  | 25%                      |
| <b>Optional</b>   |                          |
| Percentage (%) Discount from MSRP off Associated Accessories  | 25%                      |
| Percentage (%) Discount from MSRP off Supplies and Consumables (does not include paper)   | 15%                      |
| Percentage (%) Discount from MSRP off Associated Mailing Furniture  | 25%                      |
| <b>Maintenance</b>  |                          |
| Percentage (%) Discount from MSRP off full service maintenance contracts  | 20%                      |
| <b>If end user is utilizing Time and Materials Maintenance</b>  |                          |
| Hourly rate for Time and Materials - regular business hours   | \$218.00                 |
| Hourly rate for Time and Materials - outside business hours, weekends, and holidays   | \$436.00                 |
| Percentage (%) discount off Parts for Time and Materials maintenance  | 5%                       |

| Item | Category | Description | Equipment MSRP | Contract Equipment Price | % Off MSRP | MSRP Equipment Maintenance | Contract Annual Equipment Maintenance Years 2-5 | % Off MSRP | Contract Monthly Equipment Maintenance | MSRP Software Maintenance | Contract Annual Software Maintenance Years 2-5 | % Off MSRP | Contract Monthly Software Maintenance |
|------|----------|-------------|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
|------|----------|-------------|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|









| Software, License and Subscription (Reference Part 3.19)   |                    |
|--|--------------------|
| All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work. | Offenders Response |
| NO VOLUME OR TERM DISCOUNTS INCLUDED   | Required           |
| Percent (%) Discount from MSRP off Base Category Equipment   | 13%                |

| Item       | Category                                       | Description  | Equipment MSRP | Contract Equipment Price | % Off MSRP | MSRP Equipment Maintenance | Contract Annual Equipment Maintenance Years 1-2 | % Off MSRP | Contract Monthly Equipment Maintenance | MSRP Software Maintenance | Contract Annual Software Maintenance Years 2-5 | % Off MSRP | Contract Monthly Software Maintenance |
|------------|--|--|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| LOCKERF    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER F   | \$6,151.00     | \$4,254.90               | 31%        | \$139.00                   | \$111.20  | 20%        | \$10.33                                | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERI    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER I   | \$5,753.00     | \$4,114.75               | 29%        | \$122.00                   | \$97.60   | 20%        | \$9.07                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERJ    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER J   | \$5,753.00     | \$4,114.75               | 29%        | \$122.00                   | \$97.60   | 20%        | \$9.07                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERAA   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | KIOSK COLUMN A3- MMSMM   | \$5,101.44     | \$4,337.24               | 14%        | \$66.00                    | \$52.80   | 20%        | \$4.81                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERAB   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | KIOSK COLUMN A3- MMSKSL  | \$5,101.44     | \$4,337.24               | 14%        | \$66.00                    | \$52.80   | 20%        | \$4.81                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERAC   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | KIOSK COLUMN A3- MMSKSL  | \$5,101.44     | \$4,337.24               | 14%        | \$66.00                    | \$52.80   | 20%        | \$4.81                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERAD   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER E   | \$6,351.00     | \$4,396.28               | 31%        | \$148.00                   | \$118.40  | 20%        | \$11.00                                | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERAA   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | KIOSK COLUMN A4- MMSMSMM   | \$5,291.55     | \$4,550.73               | 14%        | \$75.00                    | \$60.00   | 20%        | \$5.57                                 | n/a                       | n/a  | n/a        | n/a                                   |
| SPE-H1     | SOFTWARE, LICENSE AND SUBSCRIPTION             | ADDITIONAL LOCATION (1) PRICE PER LOC.                               | \$5,300.00     | \$4,611.00               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | \$950.00                  | \$760.00                                       | 20%        | \$70.60                               |
| SPE-HX     | SOFTWARE, LICENSE AND SUBSCRIPTION             | ADDITIONAL LOCATIONS (10) PRICE PER LOC.                             | \$5,300.00     | \$4,611.00               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | \$950.00                  | \$760.00                                       | 20%        | \$70.60                               |
| LOCKERGG   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER G   | \$6,151.00     | \$4,674.76               | 24%        | \$139.00                   | \$111.20  | 20%        | \$10.33                                | n/a                       | n/a  | n/a        | n/a                                   |
| RETRCUTL   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | UI PANEL WITH BARCODE SCANNER DOOR WITH SCAN AND ELECTRONICS Pkg     | \$5,500.00     | \$4,675.00               | 15%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERAG   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | KIOSK COLUMN A5- SSSKSL  | \$5,481.65     | \$4,714.22               | 14%        | \$84.00                    | \$67.20   | 20%        | \$6.24                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERAG   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | KIOSK COLUMN A6- MMSKSL  | \$5,481.65     | \$4,714.22               | 14%        | \$84.00                    | \$67.20   | 20%        | \$6.24                                 | n/a                       | n/a  | n/a        | n/a                                   |
| SMH1       | SOFTWARE, LICENSE AND SUBSCRIPTION             | HAZARDOUS MATERIALS (1)  | \$5,724.00     | \$4,750.92               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$950.00                  | \$760.00                                       | 20%        | \$70.60                               |
| SMEX       | SOFTWARE, LICENSE AND SUBSCRIPTION             | BAK GLOBAL (10)  | \$5,724.00     | \$4,750.92               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$950.00                  | \$760.00                                       | 20%        | \$70.60                               |
| SMEX       | SOFTWARE, LICENSE AND SUBSCRIPTION             | EASTERN CONNECTION (10)  | \$5,724.00     | \$4,750.92               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$950.00                  | \$760.00                                       | 20%        | \$70.60                               |
| SMGX       | SOFTWARE, LICENSE AND SUBSCRIPTION             | GLOBALTRANG (10)   | \$5,724.00     | \$4,750.92               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$950.00                  | \$760.00                                       | 20%        | \$70.60                               |
| SMHX       | SOFTWARE, LICENSE AND SUBSCRIPTION             | LTL CZARLITE RATING / BOLTS (PER CARRIER) (10)                       | \$5,724.00     | \$4,750.92               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$950.00                  | \$760.00                                       | 20%        | \$70.60                               |
| SMHX       | SOFTWARE, LICENSE AND SUBSCRIPTION             | MISCELLANEOUS DOMESTIC CARRIERS (10)                                 | \$5,724.00     | \$4,750.92               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$950.00                  | \$760.00                                       | 20%        | \$70.60                               |
| SMMX       | SOFTWARE, LICENSE AND SUBSCRIPTION             | MIDLAND COURIER (10)   | \$5,724.00     | \$4,750.92               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$950.00                  | \$760.00                                       | 20%        | \$70.60                               |
| SMRX       | SOFTWARE, LICENSE AND SUBSCRIPTION             | DNTRAC (10)  | \$5,724.00     | \$4,750.92               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$950.00                  | \$760.00                                       | 20%        | \$70.60                               |
| SMXS       | SOFTWARE, LICENSE AND SUBSCRIPTION             | SPEE-DEE (10)  | \$5,724.00     | \$4,750.92               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$950.00                  | \$760.00                                       | 20%        | \$70.60                               |
| SMXJ       | SOFTWARE, LICENSE AND SUBSCRIPTION             | DICOM (10)   | \$5,724.00     | \$4,750.92               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$950.00                  | \$760.00                                       | 20%        | \$70.60                               |
| SMXK       | SOFTWARE, LICENSE AND SUBSCRIPTION             | VELOCITY (10)  | \$5,724.00     | \$4,750.92               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$950.00                  | \$760.00                                       | 20%        | \$70.60                               |
| SMXV       | SOFTWARE, LICENSE AND SUBSCRIPTION             | KCS COURIER (10)   | \$5,724.00     | \$4,750.92               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$950.00                  | \$760.00                                       | 20%        | \$70.60                               |
| SMXZ       | SOFTWARE, LICENSE AND SUBSCRIPTION             | CARDINAL COURIER (10)  | \$5,724.00     | \$4,750.92               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$950.00                  | \$760.00                                       | 20%        | \$70.60                               |
| SMY1       | SOFTWARE, LICENSE AND SUBSCRIPTION             | ADDITIONAL LOCATION (1) PRICE PER LOCATION                           | \$5,724.00     | \$4,750.92               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$950.00                  | \$760.00                                       | 20%        | \$70.60                               |
| SMYH       | SOFTWARE, LICENSE AND SUBSCRIPTION             | ADDITIONAL LOCATIONS (10) PRICE PER LOCATION                         | \$5,724.00     | \$4,750.92               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$950.00                  | \$760.00                                       | 20%        | \$70.60                               |
| SMYK       | SOFTWARE, LICENSE AND SUBSCRIPTION             | UPGRADE ARRIVAL SOFTWARE ONLY TO MULTIPLE SITE UNLIMITED WORKSTATION | \$5,724.00     | \$4,751.75               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$1,656.00                | \$1,324.80                                     | 20%        | \$123.07                              |
| RIPS       | SOFTWARE, LICENSE AND SUBSCRIPTION             | RELAY INTEGRITY Pkg  | \$5,500.00     | \$4,785.00               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | \$599.00                  | \$474.40                                       | 20%        | \$44.07                               |
| LOCKEREA   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER A   | \$5,849.00     | \$4,204.86               | 28%        | \$174.00                   | \$139.20  | 20%        | \$12.93                                | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERED   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER D   | \$6,351.00     | \$4,826.76               | 24%        | \$148.00                   | \$118.40  | 20%        | \$11.00                                | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERAF   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | KIOSK COLUMN A7- MMSKSL  | \$5,671.76     | \$4,877.71               | 14%        | \$93.00                    | \$74.40   | 20%        | \$6.91                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKEREC   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER C   | \$6,550.00     | \$4,978.00               | 24%        | \$156.00                   | \$124.80  | 20%        | \$11.59                                | n/a                       | n/a  | n/a        | n/a                                   |
| BM51       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | UPGRADE TO SSL EDITION FOR CURRENT CARRIERS                          | \$5,171.00     | \$4,307.71               | 16%        | n/a                        | n/a   | n/a        | n/a                                    | \$69.42                   | n/a  | n/a        | n/a                                   |
| LOCKERAB   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | KIOSK COLUMN A6- SSSKSL  | \$5,861.86     | \$5,041.20               | 14%        | \$102.00                   | \$81.60   | 20%        | \$7.58                                 | n/a                       | n/a  | n/a        | n/a                                   |
| RETRCUTL   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | UI PANEL WITH BARCODE SCANNER DOOR WITH SCAN AND ELECTRONICS Pkg     | \$6,000.00     | \$5,100.00               | 15%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERIB   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER B   | \$6,749.00     | \$5,129.24               | 24%        | \$165.00                   | \$132.00  | 20%        | \$12.26                                | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERAB   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | KIOSK COLUMN A6- SSSKSL  | \$5,608.00     | \$4,604.64               | 18%        | \$111.00                   | \$88.80   | 20%        | \$8.25                                 | n/a                       | n/a  | n/a        | n/a                                   |
| SSVE       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ERR COVERSHEET INTERFACE FOR SSL-PP                                  | \$6,068.00     | \$5,279.16               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| TX3        | SOFTWARE, LICENSE AND SUBSCRIPTION             | UPGRADE ARRIVAL SOFTWARE ONLY TO SINGLE SITE UNLIMITED WORKSTATION   | \$6,429.00     | \$5,336.07               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$877.00                  | \$701.60                                       | 20%        | \$65.18                               |
| LD4E       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INDOOR FRONT LOAD ALL-MEDIUM SIZED ADD-ON LOCKER                     | \$6,429.00     | \$5,455.09               | 15%        | \$699.00                   | \$559.20  | 20%        | \$51.95                                | n/a                       | n/a  | n/a        | n/a                                   |
| LD4G       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INDOOR FRONT LOAD EXTRA-LARGE ADD-ON LOCKER                          | \$6,429.00     | \$5,325.00               | 17%        | \$280.00                   | \$224.00  | 20%        | \$20.81                                | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKOUTV   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | OUTDOOR PARCELPPOINT DUAL ADD-ON XSK                                 | \$9,214.00     | \$5,620.54               | 39%        | \$96.00                    | \$76.80   | 20%        | \$7.13                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKINH    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | OUTDOOR PARCELPPOINT DUAL ADD-ON XK                                  | \$9,214.00     | \$5,620.54               | 39%        | \$96.00                    | \$76.80   | 20%        | \$7.13                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LTL        | SOFTWARE, LICENSE AND SUBSCRIPTION             | ERR, CERTIFIED MAIL, AND PROOF OF DELIVERY (50)                      | \$6,869.00     | \$5,761.27               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$1,140.00                | \$912.00                                       | 20%        | \$84.73                               |
| SMH1       | SOFTWARE, LICENSE AND SUBSCRIPTION             | PURULOTOR (50)   | \$6,869.00     | \$5,761.27               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$1,140.00                | \$912.00                                       | 20%        | \$84.73                               |
| BM52       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | CLIENT HOST WORKSTATION W/LAT PANEL MONITOR                          | \$6,950.00     | \$5,788.50               | 17%        | \$617.00                   | \$493.60  | 20%        | \$45.86                                | \$624.00                  | \$499.20                                       | 20%        | \$46.38                               |
| LD4D       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INDOOR FRONT LOAD ADD-ON LOCKER                                      | \$7,031.00     | \$6,117.00               | 13%        | \$793.00                   | \$634.40  | 20%        | \$58.94                                | n/a                       | n/a  | n/a        | n/a                                   |
| LD4M       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INDOOR FRONT LOAD SMALL-MEDIUM ADD-ON LOCKER                         | \$7,159.00     | \$6,245.00               | 13%        | \$834.00                   | \$667.20  | 20%        | \$62.26                                | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKOUTQ   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | OUTDOOR PARCELPPOINT DUAL ADD-ON MMSMM                               | \$10,410.00    | \$6,454.20               | 38%        | \$148.00                   | \$118.40  | 20%        | \$11.00                                | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKOINQ   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INDOOR PARCELPPOINT DUAL ADD-ON MMSMM                                | \$10,410.00    | \$6,454.20               | 38%        | \$148.00                   | \$118.40  | 20%        | \$11.00                                | n/a                       | n/a  | n/a        | n/a                                   |
| TSX        | SOFTWARE, LICENSE AND SUBSCRIPTION             | ADD 10 SITES W/ SINGLE WORKSTATION                                   | \$7,997.00     | \$6,604.31               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$1,321.00                | \$1,056.80                                     | 20%        | \$98.18                               |
| LOCKH1A3   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INDOOR PP SINGLE KIOSK MMSKSL  | \$7,850.00     | \$6,266.00               | 20%        | \$66.00                    | \$52.80   | 20%        | \$4.81                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKEKRS   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | KIOSK COLUMN 22 EXTRA SMALL, 2 MEDIUM                                | \$7,968.32     | \$6,852.76               | 14%        | \$234.00                   | \$187.20  | 20%        | \$17.39                                | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKOUTA3  | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | OUTDOOR PP SINGLE KIOSK MMSKSL                                       | \$7,900.00     | \$6,873.00               | 13%        | \$66.00                    | \$52.80   | 20%        | \$4.91                                 | n/a                       | n/a  | n/a        | n/a                                   |
| SMH2       | SOFTWARE, LICENSE AND SUBSCRIPTION             | HAZARDOUS MATERIALS (2)  | \$8,586.00     | \$7,126.38               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$1,425.00                | \$1,140.00                                     | 20%        | \$105.91                              |
| LD4E       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | OUTDOOR FRONT LOAD ALL-MEDIUM  | \$8,352.00     | \$7,206.00               | 13%        | \$803.00                   | \$642.40  | 20%        | \$59.68                                | n/a                       | n/a  | n/a        | n/a                                   |
| LD4G       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | OUTDOOR FRONT LOAD EXTRA-LARGE                                       | \$8,352.00     | \$7,266.00               | 13%        | \$860.00                   | \$688.00  | 20%        | \$62.76                                | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKOUTXL  | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INDOOR PARCELPPOINT DUAL ADD-ON XXL                                  | \$8,416.00     | \$7,321.92               | 13%        | \$48.00                    | \$38.40   | 20%        | \$3.57                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKOUTXXL | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | OUTDOOR PARCELPPOINT DUAL ADD-ON XXL                                 | \$8,416.00     | \$7,321.92               | 13%        | \$48.00                    | \$38.40   | 20%        | \$3.57                                 | n/a                       | n/a  | n/a        | n/a                                   |
| SPE-SSL    | SOFTWARE, LICENSE AND SUBSCRIPTION             | SENDRO ENTERPRISE 1 SITE/ SINGLE STATION                             | \$8,480.00     | \$7,377.60               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | \$460.80                  | \$368.64                                       | 20%        | \$34.25                               |
| SLTC       | SOFTWARE, LICENSE AND SUBSCRIPTION             | ERR, CERTIFIED MAIL, AND PROOF OF DELIVERY (100)                     | \$9,159.00     | \$7,601.97               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$1,520.00                | \$1,216.00                                     | 20%        | \$112.97                              |
| LD4B       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INDOOR FRONT LOAD MAIN LOCKER WITH TOUCHSCREEN AND ELECTRONICS       | \$8,980.00     | \$7,813.00               | 13%        | \$1,144.00                 | \$915.20  | 20%        | \$85.02                                | n/a                       | n/a  | n/a        | n/a                                   |
| LD4D       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | OUTDOOR FRONT LOAD ADD-ON LOCKER                                     | \$9,094.00     | \$7,922.00               | 13%        | \$888.00                   | \$710.40  | 20%        | \$66.00                                | n/a                       | n/a  | n/a        | n/a                                   |
| SL11       | SOFTWARE, LICENSE AND SUBSCRIPTION             | SHIP TO HOLD (1)   | \$10,304.00    | \$8,552.32               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$1,710.00                | \$1,368.00                                     | 20%        | \$127.09                              |
| SLV1       | SOFTWARE, LICENSE AND SUBSCRIPTION             | BLACK BOX SDK (1)  | \$10,304.00    | \$8,552.32               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$1,710.00                | \$1,368.00                                     | 20%        | \$127.09                              |
| LOCKOUTFT  | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | OUTDOOR FRONT DUAL ADD-ON MMSKSL                                     | \$12,402.00    | \$8,681.40               | 30%        | \$278.00                   | \$222.40  | 20%        | \$20.66                                | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKINF    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INDOOR FRONT DUAL ADD-ON MMSKSL                                      | \$12,402.00    | \$8,681.40               | 30%        | \$278.00                   | \$222.40  | 20%        | \$20.66                                | n/a                       | n/a  | n/a        | n/a                                   |
| BM51       | SOFTWARE, LICENSE AND SUBSCRIPTION             | BUSINESS MANAGER HOST WORKSTATION SOFTWARE                           | \$10,607.00    | \$8,803.81               | 17%        | \$134.00                   | \$107.20  | 20%        | \$9.96                                 | \$1,186.00                | \$948.00                                       | 20%        | \$88.14                               |
| TX21       | SOFTWARE, LICENSE AND SUBSCRIPTION             | SINGLE SITE UNLIMITED WORKSTATION                                    | \$11,008.00    | \$9,136.64               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$1,637.00                | \$1,309.60                                     | 20%        | \$121.66                              |
| LOCKOUTA3  | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | OUTDOOR PP DUAL KIOSK MMSKSL, MMSMSKSL                               | \$11,602.00    | \$9,281.60               | 20%        | \$205.00                   | \$164.00  | 20%        | \$15.24                                | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKH1A3   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INDOOR PP DUAL KIOSK MMSKSL, MMSMSKSL                                | \$11,602.00    | \$9,281.60               | 20%        | \$148.00                   | \$118.40  | 20%        | \$11.00                                | n/a                       | n/a  | n/a        | n/a                                   |
| LD4M       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INDOOR FRONT LOAD HIGH DENSITY                                       | \$10,794.00    | \$9,301.60               | 13%        | \$1,649.00                 | \$1,319.20                                      | 20%        | \$122.55                               | n/a                       | n/a  | n/a        | n/a                                   |
| SMH3       | SOFTWARE, LICENSE AND SUBSCRIPTION             | HAZARDOUS MATERIALS (3)  | \$11,448.00    | \$9,501.84               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$1,900.00                | \$1,520.00                                     | 20%        | \$141.21                              |
| SMBT       | SOFTWARE, LICENSE AND SUBSCRIPTION             | BAK GLOBAL (25)  | \$11,448.00    | \$9,501.84               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$1,900.00                | \$1,520.00                                     | 20%        | \$141.21                              |
| SMET       | SOFTWARE, LICENSE AND SUBSCRIPTION             | EASTERN CONNECTION (25)  | \$11,448.00    | \$9,501.84               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$1,900.00                | \$1,520.00                                     | 20%        | \$141.21                              |
| SMGT       | SOFTWARE, LICENSE AND SUBSCRIPTION             | GLOBALTRANG (25)   | \$11,448.00    | \$9,501.84               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$1,900.00                | \$1,520.00                                     | 20%        | \$141.21                              |
| SMHT       | SOFTWARE, LICENSE AND SUBSCRIPTION             | LTL CZARLITE RATING / BOLTS (PER CARRIER) (25)                       | \$11,448.00    | \$9,501.84               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$1,900.00                | \$1,520.00                                     | 20%        | \$141.21                              |
| SMIT       | SOFTWARE, LICENSE AND SUBSCRIPTION             | MISCELLANEOUS DOMESTIC CARRIERS (25)                                 | \$11,448.00    | \$9,501.84               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$1,900.00                | \$1,520.00                                     | 20%        | \$141.21                              |
| SMIC       | SOFTWARE, LICENSE AND SUBSCRIPTION             | PURULOTOR (25)   | \$11,448.00    | \$9,501.84               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$1,900.00                | \$1,520.00                                     | 20%        | \$141.21                              |
| SMMT       | SOFTWARE, LICENSE AND SUBSCRIPTION             | MIDLAND COURIER (25)   | \$11,448.00    | \$9,501.84               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$1,900.00                | \$1,520.00                                     | 20%        | \$141.21                              |
| SMRT       | SOFTWARE, LICENSE AND SUBSCRIPTION             | DNTRAC (25)  | \$11,448.00    | \$9,501.84               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$1,900.00                | \$1,520.00                                     | 20%        | \$141.21                              |
| SMST       | SOFTWARE, LICENSE AND SUBSCRIPTION             | SPEE-DEE (25)  | \$11,448.00    | \$9,501.84               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$1,900.00                | \$1,520.00                                     | 20%        | \$141.21                              |
| SMIT       | SOFTWARE, LICENSE AND SUBSCRIPTION             | DICOM (25)   | \$11,448.00    | \$9,501.84               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$1,900.00                | \$1,520.00                                     | 20%        | \$141.21                              |
| SMVT       | SOFTWARE, LICENSE AND SUBSCRIPTION             | VELOCITY (25)  | \$11,448.00    | \$9,501.84               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$1,900.00                | \$1,520.00                                     | 20%        | \$141.21                              |
| SMY1       | SOFTWARE, LICENSE AND SUBSCRIPTION             | KCS COURIER (25)   | \$11,448.00    | \$9,501.84               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$1,900.0                 |  |            |                                       |



| Software, License and Subscription (Reference Part 3.19)   |                 |
|--|-----------------|
| All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work. | Offers Response |
| NO VOLUME OR TERM DISCOUNTS INCLUDED   | Required        |
| Percent (%) Discount from MSRP off Base Category Equipment   | 13%             |

| Item                 | Category                                       | Description  | Equipment MSRP     | Contract Equipment Price | % Off MSRP | MSRP Equipment Maintenance | Contract Annual Equipment Maintenance Years 2-5 | % Off MSRP | Contract Monthly Equipment Maintenance | MSRP Software Maintenance | Contract Annual Software Maintenance Years 2-5 | % Off MSRP | Contract Monthly Software Maintenance |
|----------------------|--|--|--------------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| SYSP03               | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ANALYTICS ACTIVATION FOR SENDPRO ONLINE, PITNEYSHIP        | \$0.00/MONTH       | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SYSP03               | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ANALYTICS ACTIVATION FOR RECEIVING                         | \$0.00/MONTH       | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| IFRTRACK             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PARCELPOINT INTEGRATION TO PITNEYTRACK                     | \$0.00/MONTH       | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PITNEYSHIP-PRO       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PITNEYSHIP-PRO   | \$0.00/MONTH       | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 360-SEND-API-BASIC   | SOFTWARE, LICENSE AND SUBSCRIPTION             | 360 API BASIC SENDING                                      | \$0.00/MONTH       | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| DATARETAIN-PTD0      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | DATARETAIN SENDING 0                                       | \$0.00/MONTH       | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| NUMDATAMTHS-SND      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | NUMBER OF MONTHS RETAIN                                    | \$0.00/MONTH       | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTRN                 | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PITNEYSHIP MAIL CENTER INTEGRATION                         | \$0.00/MONTH       | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| DATARETAIN-PTD0      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | DATARETAIN SENDING PTD0                                    | \$0.00/MONTH       | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| NUMDATAMTHS-RCV      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | DATARETENTION MONTHS - RECEIVING                           | \$0.00/MONTH       | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTFLNFDVW            | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PT ENTERPRISED BASIC UNIFIED VIEW                          | \$0.00/MONTH       | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SP3SUBTRST           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SP300 USPS TRUST   | \$1.00/MONTH       | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| DATARETAIN-SND1      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | DATARETAIN SENDING 1                                       | \$0.50/MONTH       | \$0.44/MONTH             | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| DATARETAIN-SND2      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | DATARETAIN SENDING 2                                       | \$1.00/MONTH       | \$0.87/MONTH             | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SPE-TIER2-5000       | SOFTWARE, LICENSE AND SUBSCRIPTION             | SENDPRO ENTERPRISE TIER 2 SUB 5000                         | \$1,325.00/MONTH   | \$1,093.25/MONTH         | 22%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| DATARETAIN-SND3      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | DATARETAIN SENDING 3                                       | \$1.50/MONTH       | \$1.31/MONTH             | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SPE-TIER3-5000       | SOFTWARE, LICENSE AND SUBSCRIPTION             | SENDPRO ENTERPRISE TIER 3 SUB 5000                         | \$1,525.00/MONTH   | \$1,281.00/MONTH         | 16%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSE-5000             | SOFTWARE, LICENSE AND SUBSCRIPTION             | PS ENTERPRISE 5000 TRANSACTIONS MONTH                      | \$1,530.00/MONTH   | \$1,331.10/MONTH         | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ANALYTICS-360-TIER-0 | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ANALYTICS 360 TIER 0                                       | \$1,560.00/MONTH   | \$1,357.20/MONTH         | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PS-PRO-G             | SOFTWARE, LICENSE AND SUBSCRIPTION             | 2,500 LABELS PER MONTH                                     | \$1,570.00/MONTH   | \$1,365.90/MONTH         | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SPE-HL2              | SOFTWARE, LICENSE AND SUBSCRIPTION             | HOSTING LEVEL 2  | \$1,666.67/MONTH   | \$1,450.00/MONTH         | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PS-PRO-H             | SOFTWARE, LICENSE AND SUBSCRIPTION             | 10,000 LABELS PER MONTH                                    | \$1,700.00/MONTH   | \$1,505.10/MONTH         | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SPE-TIER2-7500       | SOFTWARE, LICENSE AND SUBSCRIPTION             | SENDPRO ENTERPRISE TIER 2 SUB 7500                         | \$2,005.00/MONTH   | \$1,701.00/MONTH         | 16%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SP360ML300           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SP360/PITNEYSHIP PRO 300 LOCATIONS                         | \$2,400.00/MONTH   | \$2,076.00/MONTH         | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SPE-TIER3-7500       | SOFTWARE, LICENSE AND SUBSCRIPTION             | SENDPRO ENTERPRISE TIER 3 SUB 7500                         | \$2,270.00/MONTH   | \$1,770.00/MONTH         | 22%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSE-7500             | SOFTWARE, LICENSE AND SUBSCRIPTION             | PS ENTERPRISE 7500 TRANSACTIONS MONTH                      | \$2,110.00/MONTH   | \$1,835.70/MONTH         | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SPE-TIER3-10000      | SOFTWARE, LICENSE AND SUBSCRIPTION             | SENDPRO ENTERPRISE TIER 3 SUB 10000                        | \$2,350.00/MONTH   | \$1,848.25/MONTH         | 23%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SPMMCONNECT          | SOFTWARE, LICENSE AND SUBSCRIPTION             | SP360 MAIL MACHINE CONNECTIVITY                            | \$12.35/MONTH      | \$10.75/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SPE-TIER2-100        | SOFTWARE, LICENSE AND SUBSCRIPTION             | SENDPRO ENTERPRISE TIER 2 SUB 100                          | \$130.00/MONTH     | \$102.70/MONTH           | 21%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SP360ML300           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SP360/PITNEYSHIP PRO 3000 LOCATIONS                        | \$13,500.00/MONTH  | \$11,745.00/MONTH        | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSE-20000            | SOFTWARE, LICENSE AND SUBSCRIPTION             | PS ENTERPRISE 20000 TRANSACTIONS MONTH                     | \$13,560.00/MONTH  | \$11,997.00/MONTH        | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| FEDMOD               | SOFTWARE, LICENSE AND SUBSCRIPTION             | TIER 1 ENH IT SEC CONTROLS MIN 325-ENTERPRISE              | \$13,565.00/MONTH  | \$11,800.00/MONTH        | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTPK                 | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SENDPRO MAILSTATION STAMPS 50 USERS-PURCHASE               | \$13.00/MONTH      | \$11.30/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTKC                 | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SENDPRO MAILSTATION STAMPS 50 USERS-LEASE/RENT             | \$13.00/MONTH      | \$11.30/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SPE-50               | SOFTWARE, LICENSE AND SUBSCRIPTION             | PS ENTERPRISE 50 TRANSACTIONS MONTH                        | \$14.00/MONTH      | \$12.38/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PS-PRO-C             | SOFTWARE, LICENSE AND SUBSCRIPTION             | 500 LABELS PER MONTH                                       | \$14.00/MONTH      | \$11.90/MONTH            | 15%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| DATARETAIN-SND5      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | DATARETAIN SENDING 5                                       | \$14.00/MONTH      | \$12.18/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| DATARETAIN-SNDP      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | DATARETAIN SENDING 9                                       | \$14.00/MONTH      | \$12.18/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PBL                  | SOFTWARE, LICENSE AND SUBSCRIPTION             | PBL INTERACTION SUBSCRIPTION                               | \$16.00/MONTH      | \$14.08/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| NVMC                 | SOFTWARE, LICENSE AND SUBSCRIPTION             | INVIEW DASHBOARD - UP TO 5 METERS                          | \$15.00/MONTH      | \$13.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SVAB1                | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ANALYTICS - 2 PRODUCTS                                     | \$15.00/MONTH      | \$13.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CAEAB1               | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | BASIC COST ACCTS FOR SP MAIL CENTER                        | \$15.00/MONTH      | \$13.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SVAB3L               | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | STANDARDIZE ANALYTICS SINGLE CDD                           | \$15.00/MONTH      | \$13.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SP3-S50              | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | 360 SINGLE SIGN ON SERVICE                                 | \$150.00/MONTH     | \$130.50/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CDSF20               | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | CELLULAR ROUTER 10G MONTHLY DATA PLAN                      | \$150.00/MONTH     | \$131.00/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| NWAF                 | SOFTWARE, LICENSE AND SUBSCRIPTION             | INVIEW DASHBOARD - UP TO 100 METERS                        | \$150.00/MONTH     | \$130.00/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTD0                 | SOFTWARE, LICENSE AND SUBSCRIPTION             | UNLIMITED USERS WITHOUT HARDWARE OR METER                  | \$155.00/MONTH     | \$135.00/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTIS                 | SOFTWARE, LICENSE AND SUBSCRIPTION             | UNLIMITED USERS WITH HARDWARE OR METER                     | \$155.00/MONTH     | \$135.00/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SVAB11               | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ANALYTICS 360 TIER A1                                      | \$156.00/MONTH     | \$135.72/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSE-35000            | SOFTWARE, LICENSE AND SUBSCRIPTION             | PS ENTERPRISE 35000 TRANSACTIONS MONTH                     | \$162,000.00/MONTH | \$142,020.00/MONTH       | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SP74                 | SOFTWARE, LICENSE AND SUBSCRIPTION             | SP0/PITNEYSHIP MULTICARRIER                                | \$180.00/MONTH     | \$142.20/MONTH           | 21%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTIC                 | SOFTWARE, LICENSE AND SUBSCRIPTION             | SP0/PITNEYSHIP INDIVIDUAL                                  | \$18.00/MONTH      | \$14.22/MONTH            | 21%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MSS5-ML              | SOFTWARE, LICENSE AND SUBSCRIPTION             | USPS TRACKING SERVICES-ACTIVATION                          | \$17.00/MONTH      | \$14.75/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SPE-995              | SOFTWARE, LICENSE AND SUBSCRIPTION             | USPS 995 BULK MAIL SCREENING                               | \$17.00/MONTH      | \$14.75/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CAAB30E              | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ACTIVATION FOR ALM CONTROL OF COST ACCOUNTS                | \$170.00/MONTH     | \$147.90/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CAAE1                | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | UNLIMITED COST ACCTG FOR SP MAIL CENTER                    | \$170.00/MONTH     | \$147.90/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CAAE                 | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | UNLIMITED COST ACCOUNTING                                  | \$170.00/MONTH     | \$148.00/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTIE                 | SOFTWARE, LICENSE AND SUBSCRIPTION             | SP0/PITNEYSHIP UNLIMITED                                   | \$180.00/MONTH     | \$151.20/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSE-30000            | SOFTWARE, LICENSE AND SUBSCRIPTION             | PS ENTERPRISE 30000 TRANSACTIONS MONTH                     | \$202.10/MONTH     | \$175.87/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| BYAD0                | SOFTWARE, LICENSE AND SUBSCRIPTION             | BRING YOUR OWN APPROVED DEVICE                             | \$20.00/MONTH      | \$17.50/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SEND9HS              | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | DEVICELIB SOFTWARE   | \$20.00/MONTH      | \$17.50/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SEND9RR              | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SP360/PITNEYSHIP PRO ERR RUNDLE                            | \$200.00/MONTH     | \$175.00/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| BYAD010              | SOFTWARE, LICENSE AND SUBSCRIPTION             | BRING YOUR OWN APPROVED DEVICE 10                          | \$200.00/MONTH     | \$174.00/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ERB3                 | SOFTWARE, LICENSE AND SUBSCRIPTION             | ERETURN RECEIPT SUBSCRIPTION - DM300/400                   | \$21.00/MONTH      | \$18.25/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SPE-SFTP             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SPE - SFTP HOSTING SUBSCRIPTION                            | \$22.00/MONTH      | \$18.92/MONTH            | 14%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SPE-TIER2-500        | SOFTWARE, LICENSE AND SUBSCRIPTION             | SENDPRO ENTERPRISE TIER 2 SUB 500                          | \$240.00/MONTH     | \$208.80/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SPE-TIER3-10000      | SOFTWARE, LICENSE AND SUBSCRIPTION             | SENDPRO ENTERPRISE TIER 3 SUB 10000                        | \$2,450.00/MONTH   | \$2,068.00/MONTH         | 16%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PS-PRO-1             | SOFTWARE, LICENSE AND SUBSCRIPTION             | 25,000 LABELS PER MONTH                                    | \$2,480.00/MONTH   | \$2,144.00/MONTH         | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSE-10000            | SOFTWARE, LICENSE AND SUBSCRIPTION             | PS ENTERPRISE 10000 TRANSACTIONS MONTH                     | \$2,460.00/MONTH   | \$2,131.50/MONTH         | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SPE-HL3              | SOFTWARE, LICENSE AND SUBSCRIPTION             | HOSTING LEVEL 3  | \$2,500.00/MONTH   | \$2,175.00/MONTH         | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SVAD35               | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ANALYTICS 360 TIER E                                       | \$2,600.00/MONTH   | \$2,262.00/MONTH         | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SPE-TIER2-7500       | SOFTWARE, LICENSE AND SUBSCRIPTION             | SENDPRO ENTERPRISE TIER 2 SUB 7500                         | \$3,620.00/MONTH   | \$2,823.60/MONTH         | 22%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| TEIMODL              | SOFTWARE, LICENSE AND SUBSCRIPTION             | TIER 1 ENH IT SEC CONTROLS MIN 325-1 LOCATION              | \$3,333.00/MONTH   | \$2,900.00/MONTH         | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| DATARETAIN-SND3      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | DATARETAIN SENDING 3                                       | \$2,682.00/MONTH   | \$2,352.00/MONTH         | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 7H00-MLMS            | SOFTWARE, LICENSE AND SUBSCRIPTION             | METER SUBSCRIPTION FOR IMI SENDPRO C200/C425               | \$23.00/MONTH      | \$20.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 7H02-ML              | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | FEDRAMP MIN 325 CTR P20 SUBSCRIPTION FOR SENDPRO C200/C425 | \$23.00/MONTH      | \$20.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSE-NEG-01           | SOFTWARE, LICENSE AND SUBSCRIPTION             | USPS NEGOTIATED RATE LVL 01                                | \$23.00/MONTH      | \$20.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSP-NEG-01           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | USPS NEGOTIATED RATE LVL 01                                | \$23.00/MONTH      | \$20.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SPE-NEG-01           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | USPS NEGOTIATED RATE LVL 01                                | \$23.00/MONTH      | \$20.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SPE-TIER3-100        | SOFTWARE, LICENSE AND SUBSCRIPTION             | SENDPRO ENTERPRISE TIER 3 SUB 100                          | \$265.00/MONTH     | \$206.70/MONTH           | 22%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CAAC                 | SOFTWARE, LICENSE AND SUBSCRIPTION             | COST ACCOUNTING GLOBAL                                     | \$25.00/MONTH      | \$21.25/MONTH            | 15%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ERB1                 | SOFTWARE, LICENSE AND SUBSCRIPTION             | ERETURN RECEIPT SUBSCRIPTION - 9 SERIES                    | \$25.00/MONTH      | \$21.75/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTID                 | SOFTWARE, LICENSE AND SUBSCRIPTION             | SP0/PITNEYSHIP OFFICE                                      | \$25.00/MONTH      | \$21.75/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| RC9G                 | SOFTWARE, LICENSE AND SUBSCRIPTION             | INTERGRT EXP SALES PAK 3500-3500                           | \$25.00/MONTH      | \$21.75/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SEND                 | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SP360/PITNEYSHIP PRO SINGLE USER                           | \$25.00/MONTH      | \$21.75/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SVAB21               | SOFTWARE, LICENSE AND SUBSCRIPTION             | SP ANALYTICS PREMIUM 1-2 PRODUCTS                          | \$25.00/MONTH      | \$21.75/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SVAB3                | SOFTWARE, LICENSE AND SUBSCRIPTION             | ANALYTICS FOR METER  | \$25.00/MONTH      | \$21.75/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CONNECTOR-USAGE-1    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SCRIPTED USAGE SUBSCRIPTION                                | \$25.00/MONTH      | \$21.75/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CONNECTOR-USAGE-3    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PACKAGED ENTERPRISE LEASE SUBSCRIPTION                     | \$25.00/MONTH      | \$21.75/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SFTP-SUB             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SECURE FTP MGMT ADD-ON                                     | \$25.00/MONTH      | \$21.75/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSE-100              | SOFTWARE, LICENSE AND SUBSCRIPTION             | PS ENTERPRISE 100 TRANSACTIONS MONTH                       | \$250.00/MONTH     | \$217.50/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SPE-CAR-SUB          | SOFTWARE, LICENSE AND SUBSCRIPTION             | PS ENTERPRISE-CARRIER MGMT SUBSCRIPTN                      | \$250.00/MONTH     | \$216.00/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PS-PRO-D             | SOFTWARE, LICENSE AND SUBSCRIPTION             | 12,000 LABELS PER MONTH                                    | \$250.00/MONTH     | \$217.50/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CDSF20               | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | CELLULAR ROUTER 20G MONTHLY DATA PLAN                      | \$250.00/MONTH     | \$218.00/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| NVMG                 | SOFTWARE, LICENSE AND SUBSCRIPTION             | INVIEW DASHBOARD - UNLIMITED METERS                        | \$250.00/MONTH     | \$218.00/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSE-40000            | SOFTWARE, LICENSE AND SUBSCRIPTION             | PS ENTERPRISE 40000 TRANSACTIONS MONTH                     | \$26,800.00/MONTH  | \$23,399.00/MONTH        | 13%        | n/a                        | n/a   | n          |  |                           |  |            |                                       |



| Software, License and Subscription (Reference Part 3.19)   |                   |
|--|-------------------|
| All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work<br><b>NO VOLUME OR TERM DISCOUNTS INCLUDED</b><br>Required | Offerors Response |
| Percent (%) Discount from MSRP off Base Category Equipment   | 13%               |

| Item          | Category                                       | Description                              | Equipment MSRP    | Contract Equipment Price | % Off MSRP | MSRP Equipment Maintenance | Contract Annual Equipment Maintenance Years 2-5 | % Off MSRP | Contract Monthly Equipment Maintenance | MSRP Software Maintenance | Contract Annual Software Maintenance Years 2-5 | % Off MSRP | Contract Monthly Software Maintenance |
|---------------|--|--|-------------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| CDSFB         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | CELLULAR ROUTER 8G MONTHLY DATA PLAN     | \$100.00/MONTH    | \$87.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| NVME          | SOFTWARE, LICENSE AND SUBSCRIPTION             | INVIEW DASHBOARD - UP TO 50 METERS       | \$100.00/MONTH    | \$87.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| RCDE          | SOFTWARE, LICENSE AND SUBSCRIPTION             | RELAY INTEGRITY EXPRESS                  | \$100.00/MONTH    | \$87.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SP360ACCTSF   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SP360 ANALYTICS                          | \$100.00/MONTH    | \$87.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SP360EOTF     | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | EQUIPMENT CONNECTIVITY (METERS)          | \$100.00/MONTH    | \$87.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SP360ENDSF    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SP360/PTTNEYSHIP PRO                     | \$100.00/MONTH    | \$87.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SP360TRACSF   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SP360 RECEIVING                          | \$100.00/MONTH    | \$87.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SFE-IBSON     | SOFTWARE, LICENSE AND SUBSCRIPTION             | BLACK BOX SOX                            | \$100.00/MONTH    | \$87.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 360-API-BASE  | SOFTWARE, LICENSE AND SUBSCRIPTION             | 360 API BASE SUBSCRIPTION                | \$100.00/MONTH    | \$87.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSEAUDITSUB   | SOFTWARE, LICENSE AND SUBSCRIPTION             | PS ENTERPRISE-AUDIT LOGGING SUBSCRIP TN  | \$100.00/MONTH    | \$87.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSELOWCODESUB | SOFTWARE, LICENSE AND SUBSCRIPTION             | PS ENTERPRISE-LOW CODE SUBSCRIP TN       | \$100.00/MONTH    | \$87.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSEREGASUB    | SOFTWARE, LICENSE AND SUBSCRIPTION             | PS ENTERPRISE-REGION CARRIER SUBSCRIP TN | \$100.00/MONTH    | \$87.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SP360ML00     | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SP360/PTTNEYSHIP PRO 100 LOCATIONS       | \$1,000.00/MONTH  | \$870.00/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SPE-HL1       | SOFTWARE, LICENSE AND SUBSCRIPTION             | HOSTING LEVEL 1                          | \$870.00/MONTH    | \$870.00/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSE-150000    | SOFTWARE, LICENSE AND SUBSCRIPTION             | PS ENTERPRISE-150000 TRANSACTIONS MONTH  | \$10,380.00/MONTH | \$9,030.60/MONTH         | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM COMMERCIAL MSRP PRICING - NASPO WILL RECEIVE 20% OFF PRICES BELOW (except Di2000 items "ZXxx", "Dixx", "Y2xx", "Y3xx", "RDxx", "R7xx", "F8xx", "DMIV2xx", "IAxx")**

| SLA ITEM | Age 1 LIST_PRICE | AGE 2 (49-72 mo) | AGE 3 (73-96 mo) | AGE 4 (97 and older mo) |
|----------|------------------|------------------|------------------|-------------------------|
| 1E02     | \$ 219.00        | \$ 249.66        | \$ 300.03        | \$ 374.49               |
| 1E05     | \$ 182.00        | \$ 207.48        | \$ 249.34        | \$ 311.22               |
| 1E07     | \$ -             | \$ -             | \$ -             | \$ -                    |
| 1E08     | \$ 182.00        | \$ 207.48        | \$ 249.34        | \$ 311.22               |
| 1E20     | \$ 182.00        | \$ 207.48        | \$ 249.34        | \$ 311.22               |
| 1E21     | \$ 182.00        | \$ 207.48        | \$ 249.34        | \$ 311.22               |
| 1E23     | \$ 241.00        | \$ 274.74        | \$ 330.17        | \$ 412.11               |
| 1E26     | \$ 241.00        | \$ 274.74        | \$ 330.17        | \$ 412.11               |
| 1E27     | \$ 71.00         | \$ 80.94         | \$ 97.27         | \$ 121.41               |
| 1E28     | \$ 72.00         | \$ 82.08         | \$ 98.64         | \$ 123.12               |
| 1E30     | \$ 182.00        | \$ 207.48        | \$ 249.34        | \$ 311.22               |
| 1E31     | \$ 180.00        | \$ 205.20        | \$ 246.60        | \$ 307.80               |
| 1E40     | \$ 38.00         | \$ 43.32         | \$ 52.06         | \$ 64.98                |
| 1E41     | \$ 38.00         | \$ 43.32         | \$ 52.06         | \$ 64.98                |
| 1E43     | \$ 72.00         | \$ 82.08         | \$ 98.64         | \$ 123.12               |
| 1E44     | \$ 69.00         | \$ 78.66         | \$ 94.53         | \$ 117.99               |
| 1E45     | \$ 72.00         | \$ 82.08         | \$ 98.64         | \$ 123.12               |
| 1E48     | \$ 41.00         | \$ 46.74         | \$ 56.17         | \$ 96.05                |
| 1E50     | \$ 236.00        | \$ 269.04        | \$ 323.32        | \$ 403.56               |
| 1E58     | \$ 234.00        | \$ 266.76        | \$ 320.58        | \$ 548.19               |
| 1E0T     | \$ 219.00        | \$ 249.66        | \$ 300.03        | \$ 374.49               |
| 1E26-A   | \$ 241.00        | \$ 274.74        | \$ 330.17        | \$ 412.11               |
| 1E2R     | \$ 219.00        | \$ 249.66        | \$ 300.03        | \$ 374.49               |
| 1E3R     | \$ 228.00        | \$ 259.92        | \$ 312.36        | \$ 389.88               |
| 1E3S     | \$ 38.00         | \$ 43.32         | \$ 52.06         | \$ 64.98                |
| 1E6R     | \$ 241.00        | \$ 274.74        | \$ 330.17        | \$ 412.11               |
| 1ER3     | \$ 241.00        | \$ 274.74        | \$ 330.17        | \$ 412.11               |
| 1SDL     | \$ 884.00        | \$ 1,007.76      | \$ 1,211.08      | \$ 1,511.64             |
| 2H00     | \$ 151.00        | \$ 172.14        | \$ 206.87        | \$ 258.21               |
| 397-B    | \$ -             | \$ -             | \$ -             | \$ -                    |
| 3C00     | \$ 108.00        | \$ 123.12        | \$ 147.96        | \$ 184.68               |
| 3C01     | \$ 189.00        | \$ 215.46        | \$ 258.93        | \$ 323.19               |
| 3C0R     | \$ 189.00        | \$ 215.46        | \$ 258.93        | \$ 323.19               |
| 3C0X     | \$ 189.00        | \$ 215.46        | \$ 258.93        | \$ 323.19               |
| 3C10     | \$ 189.00        | \$ 215.46        | \$ 258.93        | \$ 323.19               |
| 3C5R     | \$ 108.00        | \$ 123.12        | \$ 147.96        | \$ 184.68               |
| 3CE5     | \$ 108.00        | \$ 123.12        | \$ 147.96        | \$ 184.68               |
| 3CER     | \$ 189.00        | \$ 215.46        | \$ 258.93        | \$ 323.19               |
| 3CES     | \$ 108.00        | \$ 123.12        | \$ 147.96        | \$ 184.68               |
| 4C00     | \$ 389.00        | \$ 443.46        | \$ 532.93        | \$ 665.19               |
| 4C0R     | \$ 389.00        | \$ 443.46        | \$ 532.93        | \$ 665.19               |
| 4C0X     | \$ 389.00        | \$ 443.46        | \$ 532.93        | \$ 665.19               |
| 4C10     | \$ 389.00        | \$ 443.46        | \$ 532.93        | \$ 665.19               |
| 4C5R     | \$ 389.00        | \$ 443.46        | \$ 532.93        | \$ 665.19               |

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| SLA ITEM | Age 1 LIST_PRICE | AGE 2 (49-72 mo) | AGE 3 (73-96 mo) | AGE 4 (97 and older mo) |
|----------|------------------|------------------|------------------|-------------------------|
| 4CE5     | \$ 389.00        | \$ 443.46        | \$ 532.93        | \$ 665.19               |
| 4CER     | \$ 389.00        | \$ 443.46        | \$ 532.93        | \$ 665.19               |
| 4CES     | \$ 389.00        | \$ 443.46        | \$ 532.93        | \$ 665.19               |
| 6C00     | \$ 462.00        | \$ 526.68        | \$ 632.94        | \$ 790.02               |
| 6C05     | \$ 462.00        | \$ 526.68        | \$ 632.94        | \$ 790.02               |
| 6C0R     | \$ 462.00        | \$ 526.68        | \$ 632.94        | \$ 790.02               |
| 6CF1     | \$ 608.00        | \$ 693.12        | \$ 832.96        | \$ 1,039.68             |
| 6CFR     | \$ 608.00        | \$ 693.12        | \$ 832.96        | \$ 1,039.68             |
| 8H00     | \$ 151.00        | \$ 172.14        | \$ 206.87        | \$ 258.21               |
| 9H00     | \$ 389.00        | \$ 443.46        | \$ 532.93        | \$ 665.19               |
| APK1     | \$ 64.00         | \$ 72.96         | \$ 87.68         | \$ 109.44               |
| APK2     | \$ 64.00         | \$ 72.96         | \$ 87.68         | \$ 109.44               |
| APK3     | \$ 64.00         | \$ 72.96         | \$ 87.68         | \$ 109.44               |
| AR100    | \$ 1,064.00      | \$ 1,212.96      | \$ 1,457.68      | \$ 1,819.44             |
| AR200    | \$ 1,810.00      | \$ 2,063.40      | \$ 2,479.70      | \$ 3,095.10             |
| ARPF     | \$ 2,999.00      | \$ 3,418.86      | \$ 4,108.63      | \$ 5,128.29             |
| AZBA     | \$ 253.63        | \$ 289.14        | \$ 347.47        | \$ 433.71               |
| AZBAOMAS | \$ 253.63        | \$ 289.14        | \$ 347.47        | \$ 433.71               |
| AZBB     | \$ 612.54        | \$ 698.30        | \$ 839.18        | \$ 1,047.44             |
| AZBBOMAS | \$ 612.54        | \$ 698.30        | \$ 839.18        | \$ 1,047.44             |
| AZBC     | \$ 1,707.24      | \$ 1,946.25      | \$ 2,338.92      | \$ 2,919.38             |
| AZBCOMAS | \$ 1,707.24      | \$ 1,946.25      | \$ 2,338.92      | \$ 2,919.38             |
| AZBD     | \$ 1,707.24      | \$ 1,946.25      | \$ 2,338.92      | \$ 2,919.38             |
| AZBDOMAS | \$ 1,707.24      | \$ 1,946.25      | \$ 2,338.92      | \$ 2,919.38             |
| AZBE     | \$ 461.00        | \$ 525.54        | \$ 631.57        | \$ 788.31               |
| AZBF     | \$ 575.00        | \$ 655.50        | \$ 787.75        | \$ 983.25               |
| AZBJ     | \$ 575.00        | \$ 655.50        | \$ 787.75        | \$ 983.25               |
| AZBL     | \$ 575.00        | \$ 655.50        | \$ 787.75        | \$ 983.25               |
| AZBM     | \$ 575.00        | \$ 655.50        | \$ 787.75        | \$ 983.25               |
| AZBN     | \$ 575.00        | \$ 655.50        | \$ 787.75        | \$ 983.25               |
| AZBP     | \$ 575.00        | \$ 655.50        | \$ 787.75        | \$ 983.25               |
| AZBR     | \$ 2,809.00      | \$ 3,202.26      | \$ 3,848.33      | \$ 4,803.39             |
| AZBS     | \$ 2,809.00      | \$ 3,202.26      | \$ 3,848.33      | \$ 4,803.39             |
| AZBT     | \$ 372.00        | \$ 424.08        | \$ 509.64        | \$ 636.12               |
| AZBU     | \$ 798.00        | \$ 909.72        | \$ 1,093.26      | \$ 1,364.58             |
| AZBV     | \$ 2,252.00      | \$ 2,567.28      | \$ 3,085.24      | \$ 3,850.92             |
| AZBX     | \$ 2,252.00      | \$ 2,567.28      | \$ 3,085.24      | \$ 3,850.92             |
| AZCE     | \$ 461.00        | \$ 525.54        | \$ 631.57        | \$ 788.31               |
| AZCF     | \$ 575.00        | \$ 655.50        | \$ 787.75        | \$ 983.25               |
| AZCG     | \$ 566.58        | \$ 645.90        | \$ 776.21        | \$ 968.85               |
| AZCGOMAS | \$ 798.00        | \$ 909.72        | \$ 1,093.26      | \$ 1,364.58             |
| AZCJ     | \$ 575.00        | \$ 655.50        | \$ 787.75        | \$ 983.25               |
| AZCL     | \$ 575.00        | \$ 655.50        | \$ 787.75        | \$ 983.25               |
| AZCM     | \$ 575.00        | \$ 655.50        | \$ 787.75        | \$ 983.25               |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM COMMERCIAL MSRP PRICING - NASPO WILL RECEIVE 20% OFF PRICES BELOW (except Di2000 items "ZXxx", "Dixx", "Y2xx", "Y3xx", "RDxx", "R7xx", "F8xx", "DMIV2xx", "IAxx")**

| SLA ITEM | Age 1 LIST_PRICE | AGE 2 (49-72 mo) | AGE 3 (73-96 mo) | AGE 4 (97 and older mo) |
|----------|------------------|------------------|------------------|-------------------------|
| AZCQ     | \$ 250.97        | \$ 286.11        | \$ 343.83        | \$ 429.16               |
| AZCR     | \$ 2,809.00      | \$ 3,202.26      | \$ 3,848.33      | \$ 4,803.39             |
| AZCS     | \$ 2,809.00      | \$ 3,202.26      | \$ 3,848.33      | \$ 4,803.39             |
| AZCW     | \$ 253.63        | \$ 289.14        | \$ 347.47        | \$ 433.71               |
| AZCX     | \$ 612.54        | \$ 698.30        | \$ 839.18        | \$ 1,047.44             |
| AZCY     | \$ 1,707.24      | \$ 1,946.25      | \$ 2,338.92      | \$ 2,919.38             |
| AZCZ     | \$ 1,707.24      | \$ 1,946.25      | \$ 2,338.92      | \$ 2,919.38             |
| AZDS     | \$ 272.00        | \$ 310.08        | \$ 372.64        | \$ 465.12               |
| AZDT     | \$ 272.00        | \$ 310.08        | \$ 372.64        | \$ 465.12               |
| AZDU     | \$ 211.00        | \$ 240.54        | \$ 289.07        | \$ 360.81               |
| AZSA     | \$ 372.00        | \$ 424.08        | \$ 509.64        | \$ 636.12               |
| AZSB     | \$ 253.63        | \$ 289.14        | \$ 347.47        | \$ 433.71               |
| BM10     | \$ 617.00        | \$ 703.38        | \$ 845.29        | \$ 1,055.07             |
| BM11     | \$ 617.00        | \$ 703.38        | \$ 845.29        | \$ 1,055.07             |
| BM40     | \$ 617.00        | \$ 703.38        | \$ 845.29        | \$ 1,055.07             |
| BM41     | \$ 241.00        | \$ 274.74        | \$ 330.17        | \$ 412.11               |
| BM42     | \$ 221.00        | \$ 251.94        | \$ 302.77        | \$ 377.91               |
| BM43     | \$ 297.00        | \$ 338.58        | \$ 406.89        | \$ 507.87               |
| BM44     | \$ 221.00        | \$ 251.94        | \$ 302.77        | \$ 377.91               |
| BM48     | \$ 617.00        | \$ 703.38        | \$ 845.29        | \$ 1,055.07             |
| BM52     | \$ 617.00        | \$ 703.38        | \$ 845.29        | \$ 1,055.07             |
| BMPC     | \$ 463.00        | \$ 527.82        | \$ 634.31        | \$ 791.73               |
| C190     | \$ 117.00        | \$ 133.38        | \$ 160.29        | \$ 200.07               |
| C190DSK  | \$ 13.00         | \$ 14.82         | \$ 17.81         | \$ 22.23                |
| C190POS  | \$ 104.00        | \$ 118.56        | \$ 142.48        | \$ 177.84               |
| C200     | \$ -             | \$ -             | \$ -             | \$ -                    |
| C2C1     | \$ 30.00         | \$ 34.20         | \$ 41.10         | \$ 51.30                |
| C2C2     | \$ 30.00         | \$ 34.20         | \$ 41.10         | \$ 51.30                |
| C300     | \$ 123.00        | \$ 140.22        | \$ 168.51        | \$ 210.33               |
| C400     | \$ 225.00        | \$ 256.50        | \$ 308.25        | \$ 384.75               |
| C5C1     | \$ 419.00        | \$ 477.66        | \$ 574.03        | \$ 716.49               |
| C5C2     | \$ 637.00        | \$ 726.18        | \$ 872.69        | \$ 1,089.27             |
| C5C3     | \$ 456.00        | \$ 519.84        | \$ 624.72        | \$ 779.76               |
| C5CC     | \$ 389.00        | \$ 443.46        | \$ 532.93        | \$ 665.19               |
| CG12     | \$ 30.00         | \$ 34.20         | \$ 41.10         | \$ 51.30                |
| CG15     | \$ 30.00         | \$ 34.20         | \$ 41.10         | \$ 51.30                |
| CML5     | \$ 86.00         | \$ 98.04         | \$ 117.82        | \$ 147.06               |
| CS88     | \$ 82.00         | \$ 93.48         | \$ 112.34        | \$ 140.22               |
| CS8A     | \$ 82.00         | \$ 93.48         | \$ 112.34        | \$ 140.22               |
| CT00     | \$ 156.00        | \$ 177.84        | \$ 213.72        | \$ 365.46               |
| DA5X     | \$ 1,600.00      | \$ 1,824.00      | \$ 2,192.00      | \$ 2,736.00             |
| DA79     | \$ 340.00        | \$ 387.60        | \$ 465.80        | \$ 581.40               |
| DA7X     | \$ 1,992.00      | \$ 2,270.88      | \$ 2,729.04      | \$ 3,406.32             |
| DA86     | \$ 215.00        | \$ 245.10        | \$ 294.55        | \$ 367.65               |



**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM COMMERCIAL MSRP PRICING - NASPO WILL RECEIVE 20% OFF PRICES BELOW (except Di2000 items "ZXxx", "Dixx", "Y2xx", "Y3xx", "RDxx", "R7xx", "F8xx", "DMIV2xx", "IAxx")**

| SLA ITEM | Age 1 LIST_PRICE | AGE 2 (49-72 mo) | AGE 3 (73-96 mo) | AGE 4 (97 and older mo) |
|----------|------------------|------------------|------------------|-------------------------|
| DA8A     | \$ 340.00        | \$ 387.60        | \$ 465.80        | \$ 581.40               |
| DA8X     | \$ 1,221.00      | \$ 1,391.94      | \$ 1,672.77      | \$ 2,087.91             |
| DASC     | \$ 565.00        | \$ 644.10        | \$ 774.05        | \$ 966.15               |
| DDG1     | \$ 87.00         | \$ 99.18         | \$ 119.19        | \$ 148.77               |
| DDL3     | \$ 233.00        | \$ 265.62        | \$ 319.21        | \$ 398.43               |
| DDL4     | \$ 146.00        | \$ 166.44        | \$ 200.02        | \$ 249.66               |
| DDL8     | \$ 208.00        | \$ 237.12        | \$ 284.96        | \$ 355.68               |
| DDM1     | \$ 109.00        | \$ 124.26        | \$ 149.33        | \$ 186.39               |
| DDM3     | \$ 211.00        | \$ 240.54        | \$ 289.07        | \$ 360.81               |
| DDMR     | \$ 109.00        | \$ 124.26        | \$ 149.33        | \$ 186.39               |
| DEF1     | \$ 383.00        | \$ 436.62        | \$ 524.71        | \$ 654.93               |
| DF10     | \$ 84.00         | \$ 95.76         | \$ 115.08        | \$ 143.64               |
| DF80     | \$ 542.00        | \$ 617.88        | \$ 742.54        | \$ 926.82               |
| DF8R     | \$ 542.00        | \$ 617.88        | \$ 742.54        | \$ 926.82               |
| DF90     | \$ 813.00        | \$ 926.82        | \$ 1,113.81      | \$ 1,390.23             |
| DF9R     | \$ 813.00        | \$ 926.82        | \$ 1,113.81      | \$ 1,390.23             |
| DFCS     | \$ 82.00         | \$ 93.48         | \$ 112.34        | \$ 140.22               |
| DI22     | \$ 550.00        | \$ 627.00        | \$ 753.50        | \$ 940.50               |
| DI23     | \$ 550.00        | \$ 627.00        | \$ 753.50        | \$ 940.50               |
| DI2R     | \$ 550.00        | \$ 627.00        | \$ 753.50        | \$ 940.50               |
| DI2S     | \$ 550.00        | \$ 627.00        | \$ 753.50        | \$ 940.50               |
| DI3C     | \$ 1,677.00      | \$ 1,911.78      | \$ 2,297.49      | \$ 2,867.67             |
| DI3F     | \$ 1,677.00      | \$ 1,911.78      | \$ 2,297.49      | \$ 2,867.67             |
| DI3G     | \$ 1,677.00      | \$ 1,911.78      | \$ 2,297.49      | \$ 2,867.67             |
| DI3H     | \$ 1,677.00      | \$ 1,911.78      | \$ 2,297.49      | \$ 2,867.67             |
| DI3P     | \$ 1,677.00      | \$ 1,911.78      | \$ 2,297.49      | \$ 2,867.67             |
| DI3S     | \$ 1,677.00      | \$ 1,911.78      | \$ 2,297.49      | \$ 2,867.67             |
| DI3T     | \$ 1,677.00      | \$ 1,911.78      | \$ 2,297.49      | \$ 2,867.67             |
| DI3W     | \$ 1,677.00      | \$ 1,911.78      | \$ 2,297.49      | \$ 2,867.67             |
| DI90     | \$ 3,873.00      | \$ 4,415.22      | \$ 5,306.01      | \$ 6,622.83             |
| DI95     | \$ 4,829.00      | \$ 5,505.06      | \$ 6,615.73      | \$ 8,257.59             |
| DI9A     | \$ 3,873.00      | \$ 4,415.22      | \$ 5,306.01      | \$ 6,622.83             |
| DI9B     | \$ 4,829.00      | \$ 5,505.06      | \$ 6,615.73      | \$ 8,257.59             |
| DI9C     | \$ 6,420.00      | \$ 7,318.80      | \$ 8,795.40      | \$ 10,978.20            |
| DI9D     | \$ 3,873.00      | \$ 4,415.22      | \$ 5,306.01      | \$ 6,622.83             |
| DI9G     | \$ 3,873.00      | \$ 4,415.22      | \$ 5,306.01      | \$ 6,622.83             |
| DI9H     | \$ 4,878.00      | \$ 5,560.92      | \$ 6,682.86      | \$ 8,341.38             |
| DI9J     | \$ 5,834.00      | \$ 6,650.76      | \$ 7,992.58      | \$ 9,976.14             |
| DI9K     | \$ 4,060.00      | \$ 4,628.40      | \$ 5,562.20      | \$ 6,942.60             |
| DI9L     | \$ 6,756.00      | \$ 7,701.84      | \$ 9,255.72      | \$ 11,552.76            |
| DI9P     | \$ 863.00        | \$ 983.82        | \$ 1,182.31      | \$ 1,475.73             |
| DI9R     | \$ 4,829.00      | \$ 5,505.06      | \$ 6,615.73      | \$ 8,257.59             |
| DIBB     | \$ 251.00        | \$ 286.14        | \$ 343.87        | \$ 429.21               |
| DIBD     | \$ 251.00        | \$ 286.14        | \$ 343.87        | \$ 429.21               |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM COMMERCIAL MSRP PRICING - NASPO WILL RECEIVE 20% OFF PRICES BELOW (except Di2000 items "ZXxx", "Dixx", "Y2xx", "Y3xx", "RDxx", "R7xx", "F8xx", "DMIV2xx", "IAxx")**

| SLA ITEM | Age 1 LIST_PRICE | AGE 2 (49-72 mo) | AGE 3 (73-96 mo) | AGE 4 (97 and older mo) |
|----------|------------------|------------------|------------------|-------------------------|
| DIBF     | \$ 251.00        | \$ 286.14        | \$ 343.87        | \$ 429.21               |
| DIBX     | \$ 251.00        | \$ 286.14        | \$ 343.87        | \$ 429.21               |
| DIC0     | \$ 11,606.00     | \$ 13,230.84     | \$ 15,900.22     | \$ 19,846.26            |
| DIC1     | \$ 11,606.00     | \$ 13,230.84     | \$ 15,900.22     | \$ 19,846.26            |
| DIC2     | \$ 12,800.00     | \$ 14,592.00     | \$ 17,536.00     | \$ 21,888.00            |
| DIC3     | \$ 2,892.00      | \$ 3,296.88      | \$ 3,962.04      | \$ 4,945.32             |
| DIC5     | \$ 3,679.00      | \$ 4,194.06      | \$ 5,040.23      | \$ 6,291.09             |
| DIC6     | \$ 1,222.00      | \$ 1,393.08      | \$ 1,674.14      | \$ 2,089.62             |
| DIC7     | \$ 2,893.00      | \$ 3,298.02      | \$ 3,963.41      | \$ 4,947.03             |
| DIC8     | \$ 1,534.00      | \$ 1,748.76      | \$ 2,101.58      | \$ 2,623.14             |
| DIC9     | \$ 3,205.00      | \$ 3,653.70      | \$ 4,390.85      | \$ 5,480.55             |
| DICB     | \$ 852.00        | \$ 971.28        | \$ 1,167.24      | \$ 1,456.92             |
| DICJ     | \$ 463.00        | \$ 527.82        | \$ 634.31        | \$ 791.73               |
| DICL     | \$ 2,080.00      | \$ 2,371.20      | \$ 2,849.60      | \$ 3,556.80             |
| DICP     | \$ 7,889.00      | \$ 8,993.46      | \$ 10,807.93     | \$ 13,490.19            |
| DICQ     | \$ 21,766.00     | \$ 24,813.24     | \$ 29,819.42     | \$ 37,219.86            |
| DIHS     | \$ 355.00        | \$ 404.70        | \$ 486.35        | \$ 607.05               |
| DIPS     | \$ 187.00        | \$ 213.18        | \$ 256.19        | \$ 319.77               |
| DIPX     | \$ 187.00        | \$ 213.18        | \$ 256.19        | \$ 319.77               |
| DIRS     | \$ 187.00        | \$ 213.18        | \$ 256.19        | \$ 319.77               |
| DIST     | \$ 3,328.00      | \$ 3,793.92      | \$ 4,559.36      | \$ 5,690.88             |
| DIVP     | \$ 187.00        | \$ 213.18        | \$ 256.19        | \$ 319.77               |
| DL03     | \$ 298.00        | \$ 339.72        | \$ 408.26        | \$ 509.58               |
| DL08     | \$ 671.00        | \$ 764.94        | \$ 919.27        | \$ 1,147.41             |
| DLA2     | \$ 298.00        | \$ 339.72        | \$ 408.26        | \$ 509.58               |
| DLA3     | \$ 671.00        | \$ 764.94        | \$ 919.27        | \$ 1,147.41             |
| DLU1     | \$ -             | \$ -             | \$ -             | \$ -                    |
| DLU2     | \$ -             | \$ -             | \$ -             | \$ -                    |
| DLU3     | \$ -             | \$ -             | \$ -             | \$ -                    |
| DMIV2    | \$ 1,248.00      | \$ 1,422.72      | \$ 1,709.76      | \$ 2,923.69             |
| DMIV202  | \$ 1,348.00      | \$ 1,536.72      | \$ 1,846.76      | \$ 3,157.96             |
| DP19     | \$ -             | \$ -             | \$ -             | \$ -                    |
| DRVS     | \$ 179.00        | \$ 204.06        | \$ 245.23        | \$ 306.09               |
| DT3A     | \$ 2,464.00      | \$ 2,808.96      | \$ 3,375.68      | \$ 4,213.44             |
| DT3S     | \$ 340.00        | \$ 387.60        | \$ 465.80        | \$ 581.40               |
| DT50     | \$ 948.00        | \$ 1,080.72      | \$ 1,298.76      | \$ 1,621.08             |
| DTS6     | \$ 322.00        | \$ 367.08        | \$ 441.14        | \$ 550.62               |
| DTS7     | \$ 442.00        | \$ 503.88        | \$ 605.54        | \$ 755.82               |
| ERCM     | \$ 219.00        | \$ 249.66        | \$ 300.03        | \$ 374.49               |
| F37B     | \$ 487.00        | \$ 555.18        | \$ 667.19        | \$ 832.77               |
| F37C     | \$ 487.00        | \$ 555.18        | \$ 667.19        | \$ 832.77               |
| F37D     | \$ -             | \$ -             | \$ -             | \$ -                    |
| F37E     | \$ -             | \$ -             | \$ -             | \$ -                    |
| F383     | \$ 1,839.00      | \$ 2,096.46      | \$ 2,519.43      | \$ 3,144.69             |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM COMMERCIAL MSRP PRICING - NASPO WILL RECEIVE 20% OFF PRICES BELOW (except Di2000 items "ZXxx", "Dixx", "Y2xx", "Y3xx", "RDxx", "R7xx", "F8xx", "DMIV2xx", "IAxx")**

| SLA ITEM | Age 1 LIST_PRICE | AGE 2 (49-72 mo) | AGE 3 (73-96 mo) | AGE 4 (97 and older mo) |
|----------|------------------|------------------|------------------|-------------------------|
| F386     | \$ 1,839.00      | \$ 2,096.46      | \$ 2,519.43      | \$ 3,144.69             |
| F3N0     | \$ 999.00        | \$ 1,138.86      | \$ 1,368.63      | \$ 1,708.29             |
| F3P7     | \$ 1,373.00      | \$ 1,565.22      | \$ 1,881.01      | \$ 2,347.83             |
| F3X2     | \$ 999.00        | \$ 1,138.86      | \$ 1,368.63      | \$ 1,708.29             |
| F3Y2     | \$ 1,373.00      | \$ 1,565.22      | \$ 1,881.01      | \$ 2,347.83             |
| F3Z2     | \$ 1,872.00      | \$ 2,134.08      | \$ 2,564.64      | \$ 3,201.12             |
| F4US     | \$ 496.00        | \$ 565.44        | \$ 679.52        | \$ 848.16               |
| F652     | \$ 568.00        | \$ 647.52        | \$ 778.16        | \$ 971.28               |
| F653     | \$ 1,842.00      | \$ 2,099.88      | \$ 2,523.54      | \$ 3,149.82             |
| F654     | \$ 1,333.00      | \$ 1,519.62      | \$ 1,826.21      | \$ 2,279.43             |
| F655     | \$ 690.00        | \$ 786.60        | \$ 945.30        | \$ 1,179.90             |
| F656     | \$ 690.00        | \$ 786.60        | \$ 945.30        | \$ 1,179.90             |
| F657     | \$ 3,334.00      | \$ 3,800.76      | \$ 4,567.58      | \$ 5,701.14             |
| F658     | \$ 778.00        | \$ 886.92        | \$ 1,065.86      | \$ 1,330.38             |
| F66P     | \$ 501.00        | \$ 571.14        | \$ 686.37        | \$ 856.71               |
| F680     | \$ 251.00        | \$ 286.14        | \$ 343.87        | \$ 429.21               |
| F690     | \$ 1,129.00      | \$ 1,287.06      | \$ 1,546.73      | \$ 1,930.59             |
| F6US     | \$ 1,024.00      | \$ 1,167.36      | \$ 1,402.88      | \$ 1,751.04             |
| F70D     | \$ 2,552.00      | \$ 2,909.28      | \$ 3,496.24      | \$ 4,363.92             |
| F70G     | \$ 4,508.00      | \$ 5,139.12      | \$ 6,175.96      | \$ 7,708.68             |
| F70I     | \$ 458.00        | \$ 522.12        | \$ 627.46        | \$ 783.18               |
| F70K     | \$ 6,234.00      | \$ 7,106.76      | \$ 8,540.58      | \$ 10,660.14            |
| F70Q     | \$ 759.00        | \$ 865.26        | \$ 1,039.83      | \$ 1,297.89             |
| F70R     | \$ 325.00        | \$ 370.50        | \$ 445.25        | \$ 555.75               |
| F70S     | \$ 487.00        | \$ 555.18        | \$ 667.19        | \$ 832.77               |
| F70T     | \$ -             | \$ -             | \$ -             | \$ -                    |
| F70V     | \$ 181.00        | \$ 206.34        | \$ 247.97        | \$ 309.51               |
| F70Y     | \$ 976.00        | \$ 1,112.64      | \$ 1,337.12      | \$ 1,668.96             |
| F72D     | \$ 1,098.00      | \$ 1,251.72      | \$ 1,504.26      | \$ 1,877.58             |
| F72R     | \$ 1,005.00      | \$ 1,145.70      | \$ 1,376.85      | \$ 1,718.55             |
| F732     | \$ 3,179.00      | \$ 3,624.06      | \$ 4,355.23      | \$ 5,436.09             |
| F733     | \$ 946.00        | \$ 1,078.44      | \$ 1,296.02      | \$ 1,617.66             |
| F734     | \$ 2,937.00      | \$ 3,348.18      | \$ 4,023.69      | \$ 5,022.27             |
| F736     | \$ 1,973.00      | \$ 2,249.22      | \$ 2,703.01      | \$ 3,373.83             |
| F737     | \$ 1,163.00      | \$ 1,325.82      | \$ 1,593.31      | \$ 1,988.73             |
| F738     | \$ 2,901.00      | \$ 3,307.14      | \$ 3,974.37      | \$ 4,960.71             |
| F739     | \$ 3,530.00      | \$ 4,024.20      | \$ 4,836.10      | \$ 6,036.30             |
| F745     | \$ 5,595.00      | \$ 6,378.30      | \$ 7,665.15      | \$ 9,567.45             |
| F74S     | \$ -             | \$ -             | \$ -             | \$ -                    |
| F753     | \$ -             | \$ -             | \$ -             | \$ -                    |
| F755     | \$ 4,014.00      | \$ 4,575.96      | \$ 5,499.18      | \$ 6,863.94             |
| F769     | \$ 3,342.00      | \$ 3,809.88      | \$ 4,578.54      | \$ 5,714.82             |
| F7DI     | \$ -             | \$ -             | \$ -             | \$ -                    |
| F7EF     | \$ -             | \$ -             | \$ -             | \$ -                    |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM COMMERCIAL MSRP PRICING - NASPO WILL RECEIVE 20% OFF PRICES BELOW (except Di2000 items "ZXxx", "Dixx", "Y2xx", "Y3xx", "RDxx", "R7xx", "F8xx", "DMIV2xx", "IAxx")**

| SLA ITEM | Age 1 LIST_PRICE | AGE 2 (49-72 mo) | AGE 3 (73-96 mo) | AGE 4 (97 and older mo) |
|----------|------------------|------------------|------------------|-------------------------|
| F7ER     | \$ -             | \$ -             | \$ -             | \$ -                    |
| F7FB     | \$ 252.00        | \$ 287.28        | \$ 345.24        | \$ 430.92               |
| F7FS     | \$ 252.00        | \$ 287.28        | \$ 345.24        | \$ 430.92               |
| F7HC     | \$ 1,005.00      | \$ 1,145.70      | \$ 1,376.85      | \$ 1,718.55             |
| F7HD     | \$ 252.00        | \$ 287.28        | \$ 345.24        | \$ 430.92               |
| F7M1     | \$ -             | \$ -             | \$ -             | \$ -                    |
| F7MB     | \$ 251.00        | \$ 286.14        | \$ 343.87        | \$ 429.21               |
| F7MS     | \$ 251.00        | \$ 286.14        | \$ 343.87        | \$ 429.21               |
| F7S1     | \$ -             | \$ -             | \$ -             | \$ -                    |
| F7S2     | \$ -             | \$ -             | \$ -             | \$ -                    |
| F7T2     | \$ -             | \$ -             | \$ -             | \$ -                    |
| F7T4     | \$ -             | \$ -             | \$ -             | \$ -                    |
| F7TB     | \$ 421.00        | \$ 479.94        | \$ 576.77        | \$ 719.91               |
| F7TT     | \$ 217.00        | \$ 247.38        | \$ 297.29        | \$ 371.07               |
| F7TU     | \$ 225.00        | \$ 256.50        | \$ 308.25        | \$ 384.75               |
| F7TV     | \$ 217.00        | \$ 247.38        | \$ 297.29        | \$ 371.07               |
| F89A     | \$ -             | \$ -             | \$ -             | \$ -                    |
| F89C     | \$ 590.00        | \$ 672.60        | \$ 808.30        | \$ 1,008.90             |
| F89E     | \$ 396.00        | \$ 451.44        | \$ 542.52        | \$ 677.16               |
| F89F     | \$ 1,124.00      | \$ 1,281.36      | \$ 1,539.88      | \$ 1,922.04             |
| F89J     | \$ 366.00        | \$ 417.24        | \$ 501.42        | \$ 625.86               |
| F89K     | \$ 366.00        | \$ 417.24        | \$ 501.42        | \$ 625.86               |
| F89L     | \$ 1,124.00      | \$ 1,281.36      | \$ 1,539.88      | \$ 1,922.04             |
| F89P     | \$ 396.00        | \$ 451.44        | \$ 542.52        | \$ 677.16               |
| F89Q     | \$ 121.00        | \$ 137.94        | \$ 165.77        | \$ 283.47               |
| F8AA     | \$ -             | \$ -             | \$ -             | \$ -                    |
| F8AB     | \$ -             | \$ -             | \$ -             | \$ -                    |
| F90A     | \$ 201.00        | \$ 229.14        | \$ 275.37        | \$ 343.71               |
| F90G     | \$ 6,765.00      | \$ 7,712.10      | \$ 9,268.05      | \$ 11,568.15            |
| F9B1     | \$ 211.00        | \$ 240.54        | \$ 289.07        | \$ 360.81               |
| F9B4     | \$ 272.00        | \$ 310.08        | \$ 372.64        | \$ 465.12               |
| F9G6     | \$ 89.00         | \$ 101.46        | \$ 121.93        | \$ 152.19               |
| F9L6     | \$ 66.00         | \$ 75.24         | \$ 90.42         | \$ 112.86               |
| F9P6     | \$ 30.00         | \$ 34.20         | \$ 41.10         | \$ 51.30                |
| F9RB     | \$ 30.00         | \$ 34.20         | \$ 41.10         | \$ 51.30                |
| F9W2     | \$ 89.00         | \$ 101.46        | \$ 121.93        | \$ 152.19               |
| F9W5     | \$ 89.00         | \$ 101.46        | \$ 121.93        | \$ 152.19               |
| F9ZA     | \$ 5,998.00      | \$ 6,837.72      | \$ 8,217.26      | \$ 10,256.58            |
| FD90     | \$ 732.00        | \$ 834.48        | \$ 1,002.84      | \$ 1,251.72             |
| FD9A     | \$ 732.00        | \$ 834.48        | \$ 1,002.84      | \$ 1,251.72             |
| FD9R     | \$ 129.00        | \$ 147.06        | \$ 176.73        | \$ 220.59               |
| FDA0     | \$ 542.00        | \$ 617.88        | \$ 742.54        | \$ 926.82               |
| FR5L     | \$ 1,882.00      | \$ 2,145.48      | \$ 2,578.34      | \$ 3,218.22             |
| FS26     | \$ 1,667.00      | \$ 1,900.38      | \$ 2,283.79      | \$ 2,850.57             |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM COMMERCIAL MSRP PRICING - NASPO WILL RECEIVE 20% OFF PRICES BELOW (except Di2000 items "ZXxx", "Dixx", "Y2xx", "Y3xx", "RDxx", "R7xx", "F8xx", "DMIV2xx", "IAxx")**

| SLA ITEM        | Age 1 LIST_PRICE | AGE 2 (49-72 mo) | AGE 3 (73-96 mo) | AGE 4 (97 and older mo) |
|-----------------|------------------|------------------|------------------|-------------------------|
| GW66            | \$ 1,657.00      | \$ 1,888.98      | \$ 2,270.09      | \$ 2,833.47             |
| H1981           | \$ 195.00        | \$ 222.30        | \$ 267.15        | \$ 456.83               |
| H20A            | \$ -             | \$ -             | \$ -             | \$ -                    |
| H301            | \$ 537.00        | \$ 612.18        | \$ 735.69        | \$ 918.27               |
| HS9D            | \$ 71.00         | \$ 80.94         | \$ 97.27         | \$ 121.41               |
| HV1P            | \$ 498.00        | \$ 567.72        | \$ 682.26        | \$ 1,166.66             |
| HZ00            | \$ 15.00         | \$ 17.10         | \$ 20.55         | \$ 25.65                |
| HZ0R            | \$ 16.00         | \$ 18.24         | \$ 21.92         | \$ 37.48                |
| IA14            | \$ 4,483.00      | \$ 5,110.62      | \$ 6,141.71      | \$ 10,502.32            |
| IA28            | \$ 3,443.00      | \$ 3,925.02      | \$ 4,716.91      | \$ 8,065.92             |
| IFDT            | \$ 460.00        | \$ 524.40        | \$ 630.20        | \$ 786.60               |
| J541            | \$ 207.00        | \$ 235.98        | \$ 283.59        | \$ 484.94               |
| J546            | \$ 328.00        | \$ 373.92        | \$ 449.36        | \$ 560.88               |
| J64Z            | \$ 229.00        | \$ 261.06        | \$ 313.73        | \$ 391.59               |
| J696            | \$ 429.00        | \$ 489.06        | \$ 587.73        | \$ 733.59               |
| J794            | \$ 450.00        | \$ 513.00        | \$ 616.50        | \$ 769.50               |
| J7D0            | \$ 325.00        | \$ 370.50        | \$ 445.25        | \$ 555.75               |
| J7E0            | \$ 457.00        | \$ 520.98        | \$ 626.09        | \$ 781.47               |
| J7V0            | \$ 370.00        | \$ 421.80        | \$ 506.90        | \$ 632.70               |
| J7W8            | \$ 337.00        | \$ 384.18        | \$ 461.69        | \$ 576.27               |
| J7W9            | \$ 219.00        | \$ 249.66        | \$ 300.03        | \$ 374.49               |
| JB67            | \$ 354.00        | \$ 403.56        | \$ 484.98        | \$ 605.34               |
| JB76            | \$ 253.00        | \$ 288.42        | \$ 346.61        | \$ 432.63               |
| JB77            | \$ 246.00        | \$ 280.44        | \$ 337.02        | \$ 420.66               |
| JB7X            | \$ 246.00        | \$ 280.44        | \$ 337.02        | \$ 420.66               |
| JP67            | \$ 354.00        | \$ 403.56        | \$ 484.98        | \$ 605.34               |
| JP6R            | \$ 336.00        | \$ 383.04        | \$ 460.32        | \$ 574.56               |
| JP85            | \$ 248.00        | \$ 282.72        | \$ 339.76        | \$ 424.08               |
| JP94            | \$ 347.00        | \$ 395.58        | \$ 475.39        | \$ 593.37               |
| JR64            | \$ 350.00        | \$ 399.00        | \$ 479.50        | \$ 598.50               |
| JR76            | \$ 248.00        | \$ 282.72        | \$ 339.76        | \$ 424.08               |
| JZ20            | \$ 234.00        | \$ 266.76        | \$ 320.58        | \$ 400.14               |
| JZ22            | \$ 234.00        | \$ 266.76        | \$ 320.58        | \$ 548.19               |
| JZ30            | \$ 429.00        | \$ 489.06        | \$ 587.73        | \$ 733.59               |
| JZ31            | \$ 525.00        | \$ 598.50        | \$ 719.25        | \$ 1,229.92             |
| K789            | \$ -             | \$ -             | \$ -             | \$ -                    |
| KGMM            | \$ 1,493.00      | \$ 1,702.02      | \$ 2,045.41      | \$ 2,553.03             |
| LOCKERA         | \$ 174.00        | \$ 198.36        | \$ 238.38        | \$ 297.54               |
| LOCKERB         | \$ 165.00        | \$ 188.10        | \$ 226.05        | \$ 282.15               |
| LOCKERC         | \$ 156.00        | \$ 177.84        | \$ 213.72        | \$ 266.76               |
| LOCKER-CBC-NOU  | \$ -             | \$ -             | \$ -             | \$ -                    |
| LOCKER-CBC-WITH | \$ -             | \$ -             | \$ -             | \$ -                    |
| LOCKER-CC       | \$ 9.00          | \$ 10.26         | \$ 12.33         | \$ 15.39                |
| LOCKERD         | \$ 148.00        | \$ 168.72        | \$ 202.76        | \$ 253.08               |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM COMMERCIAL MSRP PRICING - NASPO WILL RECEIVE 20% OFF PRICES BELOW (except Di2000 items "ZXxx", "Dixx", "Y2xx", "Y3xx", "RDxx", "R7xx", "F8xx", "DMIV2xx", "IAxx")**

| SLA ITEM | Age 1 LIST_PRICE | AGE 2 (49-72 mo) | AGE 3 (73-96 mo) | AGE 4 (97 and older mo) |
|----------|------------------|------------------|------------------|-------------------------|
| LOCKERE  | \$ 148.00        | \$ 168.72        | \$ 202.76        | \$ 253.08               |
| LOCKERF  | \$ 139.00        | \$ 158.46        | \$ 190.43        | \$ 237.69               |
| LOCKERG  | \$ 139.00        | \$ 158.46        | \$ 190.43        | \$ 237.69               |
| LOCKERH  | \$ 130.00        | \$ 148.20        | \$ 178.10        | \$ 222.30               |
| LOCKERI  | \$ 122.00        | \$ 139.08        | \$ 167.14        | \$ 208.62               |
| LOCKERJ  | \$ 122.00        | \$ 139.08        | \$ 167.14        | \$ 208.62               |
| LOCKERK  | \$ 92.00         | \$ 104.88        | \$ 126.04        | \$ 157.32               |
| LOCKERK1 | \$ 1,471.00      | \$ 1,676.94      | \$ 2,015.27      | \$ 2,515.41             |
| LOCKERK2 | \$ 1,488.00      | \$ 1,696.32      | \$ 2,038.56      | \$ 2,544.48             |
| LOCKERK3 | \$ 1,488.00      | \$ 1,696.32      | \$ 2,038.56      | \$ 2,544.48             |
| LOCKERK4 | \$ 1,503.00      | \$ 1,713.42      | \$ 2,059.11      | \$ 2,570.13             |
| LOCKERK5 | \$ 1,520.00      | \$ 1,732.80      | \$ 2,082.40      | \$ 2,599.20             |
| LOCKERK6 | \$ 1,520.00      | \$ 1,732.80      | \$ 2,082.40      | \$ 2,599.20             |
| LOCKERK7 | \$ 1,536.00      | \$ 1,751.04      | \$ 2,104.32      | \$ 2,626.56             |
| LOCKERK8 | \$ 1,552.00      | \$ 1,769.28      | \$ 2,126.24      | \$ 2,653.92             |
| LOCKERK9 | \$ 1,568.00      | \$ 1,787.52      | \$ 2,148.16      | \$ 2,681.28             |
| LOCKERL  | \$ 92.00         | \$ 104.88        | \$ 126.04        | \$ 157.32               |
| LOCKERM  | \$ 92.00         | \$ 104.88        | \$ 126.04        | \$ 157.32               |
| LOCKERN  | \$ 83.00         | \$ 94.62         | \$ 113.71        | \$ 141.93               |
| LOCKERO  | \$ 83.00         | \$ 94.62         | \$ 113.71        | \$ 141.93               |
| LOCKERP  | \$ 74.00         | \$ 84.36         | \$ 101.38        | \$ 126.54               |
| LOCKERQ  | \$ 74.00         | \$ 84.36         | \$ 101.38        | \$ 126.54               |
| LOCKERR  | \$ 66.00         | \$ 75.24         | \$ 90.42         | \$ 112.86               |
| LOCKER-S | \$ 83.00         | \$ 94.62         | \$ 113.71        | \$ 141.93               |
| LOCKERT  | \$ 74.00         | \$ 84.36         | \$ 101.38        | \$ 126.54               |
| LOCKERU  | \$ 66.00         | \$ 75.24         | \$ 90.42         | \$ 112.86               |
| LOCKERV  | \$ 48.00         | \$ 54.72         | \$ 65.76         | \$ 82.08                |
| LOCKERW  | \$ 17.00         | \$ 19.38         | \$ 23.29         | \$ 29.07                |
| LOCKERX  | \$ -             | \$ -             | \$ -             | \$ -                    |
| LOCKINA3 | \$ 148.00        | \$ 168.72        | \$ 202.76        | \$ 346.72               |
| LOCKINF  | \$ 278.00        | \$ 316.92        | \$ 380.86        | \$ 651.27               |
| LOCKINQ  | \$ 148.00        | \$ 168.72        | \$ 202.76        | \$ 346.72               |
| LOCKINV  | \$ 96.00         | \$ 109.44        | \$ 131.52        | \$ 224.90               |
| LOCKSYS1 | \$ 2,052.00      | \$ 2,339.28      | \$ 2,811.24      | \$ 3,508.92             |
| LOCKSYS2 | \$ 1,891.00      | \$ 2,155.74      | \$ 2,590.67      | \$ 3,233.61             |
| LOCKSYS3 | \$ 1,875.00      | \$ 2,137.50      | \$ 2,568.75      | \$ 3,206.25             |
| LOCKSYS4 | \$ 1,842.00      | \$ 2,099.88      | \$ 2,523.54      | \$ 3,149.82             |
| LOCKSYS5 | \$ 1,730.00      | \$ 1,972.20      | \$ 2,370.10      | \$ 2,958.30             |
| LOCKSYS6 | \$ 1,746.00      | \$ 1,990.44      | \$ 2,392.02      | \$ 2,985.66             |
| LOCKSYS7 | \$ 2,295.00      | \$ 2,616.30      | \$ 3,144.15      | \$ 3,924.45             |
| LOCKSYS8 | \$ 2,181.00      | \$ 2,486.34      | \$ 2,987.97      | \$ 3,729.51             |
| LXAB     | \$ 1,144.00      | \$ 1,304.16      | \$ 1,567.28      | \$ 1,956.24             |
| LXAD     | \$ 793.00        | \$ 904.02        | \$ 1,086.41      | \$ 1,356.03             |
| LXAE     | \$ 699.00        | \$ 796.86        | \$ 957.63        | \$ 1,195.29             |

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| SLA ITEM | Age 1 LIST_PRICE | AGE 2 (49-72 mo) | AGE 3 (73-96 mo) | AGE 4 (97 and older mo) |
|----------|------------------|------------------|------------------|-------------------------|
| LXAF     | \$ 161.00        | \$ 183.54        | \$ 220.57        | \$ 275.31               |
| LXAG     | \$ 280.00        | \$ 319.20        | \$ 383.60        | \$ 478.80               |
| LXAM     | \$ 934.00        | \$ 1,064.76      | \$ 1,279.58      | \$ 1,597.14             |
| LXAP     | \$ 10,399.00     | \$ 11,854.86     | \$ 14,246.63     | \$ 17,782.29            |
| LXAQ     | \$ 10,399.00     | \$ 11,854.86     | \$ 14,246.63     | \$ 17,782.29            |
| LXAX     | \$ 1,649.00      | \$ 1,879.86      | \$ 2,259.13      | \$ 2,819.79             |
| LXOB     | \$ 1,286.00      | \$ 1,466.04      | \$ 1,761.82      | \$ 2,199.06             |
| LXOD     | \$ 888.00        | \$ 1,012.32      | \$ 1,216.56      | \$ 1,518.48             |
| LXOE     | \$ 803.00        | \$ 915.42        | \$ 1,100.11      | \$ 1,373.13             |
| LXOF     | \$ 154.00        | \$ 175.56        | \$ 210.98        | \$ 263.34               |
| LXOG     | \$ 360.00        | \$ 410.40        | \$ 493.20        | \$ 615.60               |
| M020     | \$ 87.00         | \$ 99.18         | \$ 119.19        | \$ 148.77               |
| M022     | \$ 152.00        | \$ 173.28        | \$ 208.24        | \$ 259.92               |
| M025     | \$ 152.00        | \$ 173.28        | \$ 208.24        | \$ 259.92               |
| M02X     | \$ 152.00        | \$ 173.28        | \$ 208.24        | \$ 259.92               |
| M03A     | \$ 189.00        | \$ 215.46        | \$ 258.93        | \$ 323.19               |
| M03B     | \$ 278.00        | \$ 316.92        | \$ 380.86        | \$ 475.38               |
| M03C     | \$ 278.00        | \$ 316.92        | \$ 380.86        | \$ 475.38               |
| M03D     | \$ 278.00        | \$ 316.92        | \$ 380.86        | \$ 475.38               |
| M05X     | \$ 780.00        | \$ 889.20        | \$ 1,068.60      | \$ 1,333.80             |
| M065     | \$ 950.00        | \$ 1,083.00      | \$ 1,301.50      | \$ 1,624.50             |
| M06A     | \$ 1,345.00      | \$ 1,533.30      | \$ 1,842.65      | \$ 2,299.95             |
| M06B     | \$ 1,345.00      | \$ 1,533.30      | \$ 1,842.65      | \$ 2,299.95             |
| M06C     | \$ 1,345.00      | \$ 1,533.30      | \$ 1,842.65      | \$ 2,299.95             |
| M06X     | \$ 950.00        | \$ 1,083.00      | \$ 1,301.50      | \$ 1,624.50             |
| M090     | \$ 2,569.00      | \$ 2,928.66      | \$ 3,519.53      | \$ 4,392.99             |
| M093     | \$ 2,779.00      | \$ 3,168.06      | \$ 3,807.23      | \$ 4,752.09             |
| M0C0     | \$ 1,874.00      | \$ 2,136.36      | \$ 2,567.38      | \$ 3,204.54             |
| M0E0     | \$ 2,291.00      | \$ 2,611.74      | \$ 3,138.67      | \$ 3,917.61             |
| M0E3     | \$ 2,501.00      | \$ 2,851.14      | \$ 3,426.37      | \$ 4,276.71             |
| M0L2     | \$ 13.00         | \$ 14.82         | \$ 17.81         | \$ 22.23                |
| M0L5     | \$ 13.00         | \$ 14.82         | \$ 17.81         | \$ 22.23                |
| M0X3     | \$ 3,477.00      | \$ 3,963.78      | \$ 4,763.49      | \$ 5,945.67             |
| M996     | \$ -             | \$ -             | \$ -             | \$ -                    |
| M997     | \$ -             | \$ -             | \$ -             | \$ -                    |
| M998     | \$ -             | \$ -             | \$ -             | \$ -                    |
| MP04     | \$ 30.00         | \$ 34.20         | \$ 41.10         | \$ 51.30                |
| MP06     | \$ 89.00         | \$ 101.46        | \$ 121.93        | \$ 152.19               |
| MP08     | \$ 13.00         | \$ 14.82         | \$ 17.81         | \$ 22.23                |
| MP0C     | \$ 30.00         | \$ 34.20         | \$ 41.10         | \$ 51.30                |
| MP0R     | \$ 30.00         | \$ 34.20         | \$ 41.10         | \$ 51.30                |
| MP1A     | \$ 66.00         | \$ 75.24         | \$ 90.42         | \$ 112.86               |
| MP1C     | \$ 88.00         | \$ 100.32        | \$ 120.56        | \$ 150.48               |
| MP1R     | \$ 89.00         | \$ 101.46        | \$ 121.93        | \$ 152.19               |

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| SLA ITEM | Age 1 LIST_PRICE | AGE 2 (49-72 mo) | AGE 3 (73-96 mo) | AGE 4 (97 and older mo) |
|----------|------------------|------------------|------------------|-------------------------|
| MP1W     | \$ 98.00         | \$ 111.72        | \$ 134.26        | \$ 167.58               |
| MP30     | \$ 211.00        | \$ 240.54        | \$ 289.07        | \$ 360.81               |
| MP3R     | \$ 211.00        | \$ 240.54        | \$ 289.07        | \$ 360.81               |
| MP3W     | \$ 211.00        | \$ 240.54        | \$ 289.07        | \$ 360.81               |
| MP49     | \$ 272.00        | \$ 310.08        | \$ 372.64        | \$ 465.12               |
| MP4D     | \$ 87.00         | \$ 99.18         | \$ 119.19        | \$ 148.77               |
| MP4R     | \$ 272.00        | \$ 310.08        | \$ 372.64        | \$ 465.12               |
| MP4W     | \$ 272.00        | \$ 310.08        | \$ 372.64        | \$ 465.12               |
| MP60     | \$ 1,148.00      | \$ 1,308.72      | \$ 1,572.76      | \$ 1,963.08             |
| MP70     | \$ 272.00        | \$ 310.08        | \$ 372.64        | \$ 465.12               |
| MP81     | \$ 30.00         | \$ 34.20         | \$ 41.10         | \$ 51.30                |
| MP8110   | \$ 12.00         | \$ 13.68         | \$ 16.44         | \$ 20.52                |
| MP8115   | \$ 23.00         | \$ 26.22         | \$ 31.51         | \$ 39.33                |
| MP82     | \$ 30.00         | \$ 34.20         | \$ 41.10         | \$ 51.30                |
| MP8A     | \$ 30.00         | \$ 34.20         | \$ 41.10         | \$ 51.30                |
| MP8R     | \$ 13.00         | \$ 14.82         | \$ 17.81         | \$ 22.23                |
| MP9C     | \$ 108.00        | \$ 123.12        | \$ 147.96        | \$ 184.68               |
| MP9G     | \$ 108.00        | \$ 123.12        | \$ 147.96        | \$ 184.68               |
| MP9R     | \$ 89.00         | \$ 101.46        | \$ 121.93        | \$ 152.19               |
| MPC1     | \$ 66.00         | \$ 75.24         | \$ 90.42         | \$ 112.86               |
| MPC4     | \$ 30.00         | \$ 34.20         | \$ 41.10         | \$ 51.30                |
| MPC5     | \$ 148.00        | \$ 168.72        | \$ 202.76        | \$ 253.08               |
| MPCJ     | \$ 63.00         | \$ 71.82         | \$ 86.31         | \$ 107.73               |
| MPCR     | \$ 30.00         | \$ 34.20         | \$ 41.10         | \$ 51.30                |
| MPR1     | \$ 461.00        | \$ 525.54        | \$ 631.57        | \$ 788.31               |
| MPR2     | \$ 575.00        | \$ 655.50        | \$ 787.75        | \$ 983.25               |
| MPR4     | \$ 575.00        | \$ 655.50        | \$ 787.75        | \$ 983.25               |
| MPRR     | \$ 461.00        | \$ 525.54        | \$ 631.57        | \$ 788.31               |
| MPRS     | \$ 575.00        | \$ 655.50        | \$ 787.75        | \$ 983.25               |
| MPRT     | \$ 575.00        | \$ 655.50        | \$ 787.75        | \$ 983.25               |
| MS1R     | \$ 372.00        | \$ 424.08        | \$ 509.64        | \$ 636.12               |
| MS2R     | \$ 798.00        | \$ 909.72        | \$ 1,093.26      | \$ 1,364.58             |
| MS30     | \$ 211.00        | \$ 240.54        | \$ 289.07        | \$ 360.81               |
| MS3R     | \$ 2,252.00      | \$ 2,567.28      | \$ 3,085.24      | \$ 3,850.92             |
| MSD1     | \$ -             | \$ -             | \$ -             | \$ -                    |
| MSD2     | \$ -             | \$ -             | \$ -             | \$ -                    |
| MSDR     | \$ -             | \$ -             | \$ -             | \$ -                    |
| MSDS     | \$ -             | \$ -             | \$ -             | \$ -                    |
| MSF1     | \$ 253.63        | \$ 289.14        | \$ 347.47        | \$ 433.71               |
| MSF2     | \$ 612.54        | \$ 698.30        | \$ 839.18        | \$ 1,047.44             |
| MSF3     | \$ 1,707.24      | \$ 1,946.25      | \$ 2,338.92      | \$ 2,919.38             |
| MSF4     | \$ 253.63        | \$ 289.14        | \$ 347.47        | \$ 433.71               |
| MSF5     | \$ 612.54        | \$ 698.30        | \$ 839.18        | \$ 1,047.44             |
| MSF6     | \$ 1,707.24      | \$ 1,946.25      | \$ 2,338.92      | \$ 2,919.38             |



**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM COMMERCIAL MSRP PRICING - NASPO WILL RECEIVE 20% OFF PRICES BELOW (except Di2000 items "ZXxx", "Dixx", "Y2xx", "Y3xx", "RDxx", "R7xx", "F8xx", "DMIV2xx", "IAxx")**

| SLA ITEM | Age 1 LIST_PRICE | AGE 2 (49-72 mo) | AGE 3 (73-96 mo) | AGE 4 (97 and older mo) |
|----------|------------------|------------------|------------------|-------------------------|
| MSPR     | \$ 347.00        | \$ 395.58        | \$ 475.39        | \$ 593.37               |
| MSPS     | \$ 347.00        | \$ 395.58        | \$ 475.39        | \$ 593.37               |
| MT30     | \$ 211.00        | \$ 240.54        | \$ 289.07        | \$ 360.81               |
| MT3W     | \$ 211.00        | \$ 240.54        | \$ 289.07        | \$ 360.81               |
| MT49     | \$ 272.00        | \$ 310.08        | \$ 372.64        | \$ 465.12               |
| MT4W     | \$ 272.00        | \$ 310.08        | \$ 372.64        | \$ 465.12               |
| MT70     | \$ 272.00        | \$ 310.08        | \$ 372.64        | \$ 465.12               |
| MT73     | \$ 272.00        | \$ 310.08        | \$ 372.64        | \$ 465.12               |
| MT7W     | \$ 272.00        | \$ 310.08        | \$ 372.64        | \$ 465.12               |
| OCRS     | \$ 390.00        | \$ 444.60        | \$ 534.30        | \$ 666.90               |
| OM306    | \$ 1,560.00      | \$ 1,778.40      | \$ 2,137.20      | \$ 2,667.60             |
| OM306S   | \$ 1,872.00      | \$ 2,134.08      | \$ 2,564.64      | \$ 3,201.12             |
| OMCONV   | \$ 167.00        | \$ 190.38        | \$ 228.79        | \$ 285.57               |
| OMPRINT  | \$ 234.00        | \$ 266.76        | \$ 320.58        | \$ 400.14               |
| OMSTAT   | \$ 125.00        | \$ 142.50        | \$ 171.25        | \$ 213.75               |
| P9L6     | \$ 66.00         | \$ 75.24         | \$ 90.42         | \$ 112.86               |
| PPXA     | \$ 497.00        | \$ 566.58        | \$ 680.89        | \$ 849.87               |
| PR96     | \$ -             | \$ -             | \$ -             | \$ -                    |
| PR97     | \$ -             | \$ -             | \$ -             | \$ -                    |
| PRG1     | \$ 87.00         | \$ 99.18         | \$ 119.19        | \$ 148.77               |
| PTK4     | \$ -             | \$ -             | \$ -             | \$ -                    |
| PTK6     | \$ -             | \$ -             | \$ -             | \$ -                    |
| R760     | \$ 1,348.00      | \$ 1,536.72      | \$ 1,846.76      | \$ 3,157.96             |
| RDW10    | \$ 3,482.00      | \$ 3,969.48      | \$ 4,770.34      | \$ 8,157.28             |
| RDYG     | \$ 135.00        | \$ 153.90        | \$ 184.95        | \$ 316.26               |
| RF7A0    | \$ 3,873.00      | \$ 4,415.22      | \$ 5,306.01      | \$ 6,622.83             |
| RS11     | \$ 260.00        | \$ 296.40        | \$ 356.20        | \$ 444.60               |
| RS11R    | \$ 260.00        | \$ 296.40        | \$ 356.20        | \$ 444.60               |
| S-7358   | \$ 260.00        | \$ 296.40        | \$ 356.20        | \$ 444.60               |
| SBBG     | \$ 30.00         | \$ 34.20         | \$ 41.10         | \$ 51.30                |
| SBBH     | \$ 30.00         | \$ 34.20         | \$ 41.10         | \$ 51.30                |
| SBBW     | \$ 30.00         | \$ 34.20         | \$ 41.10         | \$ 51.30                |
| SBBX     | \$ 30.00         | \$ 34.20         | \$ 41.10         | \$ 51.30                |
| SBDJ     | \$ 1,874.00      | \$ 2,136.36      | \$ 2,567.38      | \$ 3,204.54             |
| SBDS     | \$ 219.00        | \$ 249.66        | \$ 300.03        | \$ 374.49               |
| SBGP     | \$ 3,268.00      | \$ 3,725.52      | \$ 4,477.16      | \$ 5,588.28             |
| SBGS     | \$ 2,881.00      | \$ 3,284.34      | \$ 3,946.97      | \$ 4,926.51             |
| SBJC     | \$ 950.00        | \$ 1,083.00      | \$ 1,301.50      | \$ 1,624.50             |
| SBJD     | \$ 1,159.00      | \$ 1,321.26      | \$ 1,587.83      | \$ 1,981.89             |
| SBJE     | \$ 950.00        | \$ 1,083.00      | \$ 1,301.50      | \$ 1,624.50             |
| SBJF     | \$ 950.00        | \$ 1,083.00      | \$ 1,301.50      | \$ 1,624.50             |
| SBJG     | \$ 950.00        | \$ 1,083.00      | \$ 1,301.50      | \$ 1,624.50             |
| SBJH     | \$ 1,159.00      | \$ 1,321.26      | \$ 1,587.83      | \$ 1,981.89             |
| SBJZ     | \$ 2,084.00      | \$ 2,375.76      | \$ 2,855.08      | \$ 3,563.64             |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM COMMERCIAL MSRP PRICING - NASPO WILL RECEIVE 20% OFF PRICES BELOW (except Di2000 items "ZXxx", "Dixx", "Y2xx", "Y3xx", "RDxx", "R7xx", "F8xx", "DMIV2xx", "IAxx")**

| SLA ITEM | Age 1 LIST_PRICE | AGE 2 (49-72 mo) | AGE 3 (73-96 mo) | AGE 4 (97 and older mo) |
|----------|------------------|------------------|------------------|-------------------------|
| SBLJ     | \$ 87.00         | \$ 99.18         | \$ 119.19        | \$ 148.77               |
| SBLK     | \$ 152.00        | \$ 173.28        | \$ 208.24        | \$ 259.92               |
| SBLL     | \$ 152.00        | \$ 173.28        | \$ 208.24        | \$ 259.92               |
| SBLM     | \$ 152.00        | \$ 173.28        | \$ 208.24        | \$ 259.92               |
| SBLN     | \$ 152.00        | \$ 173.28        | \$ 208.24        | \$ 259.92               |
| SBNG     | \$ 2,291.00      | \$ 2,611.74      | \$ 3,138.67      | \$ 3,917.61             |
| SBNH     | \$ 2,291.00      | \$ 2,611.74      | \$ 3,138.67      | \$ 3,917.61             |
| SBNJ     | \$ 2,956.00      | \$ 3,369.84      | \$ 4,049.72      | \$ 5,054.76             |
| SBNK     | \$ 2,569.00      | \$ 2,928.66      | \$ 3,519.53      | \$ 4,392.99             |
| SBNP     | \$ 2,881.00      | \$ 3,284.34      | \$ 3,946.97      | \$ 4,926.51             |
| SBNR     | \$ 3,546.00      | \$ 4,042.44      | \$ 4,858.02      | \$ 6,063.66             |
| SBNS     | \$ 3,546.00      | \$ 4,042.44      | \$ 4,858.02      | \$ 6,063.66             |
| SBNT     | \$ 2,881.00      | \$ 3,284.34      | \$ 3,946.97      | \$ 4,926.51             |
| SBNU     | \$ 3,546.00      | \$ 4,042.44      | \$ 4,858.02      | \$ 6,063.66             |
| SBNV     | \$ 3,268.00      | \$ 3,725.52      | \$ 4,477.16      | \$ 5,588.28             |
| SBNW     | \$ 3,268.00      | \$ 3,725.52      | \$ 4,477.16      | \$ 5,588.28             |
| SBNX     | \$ 3,448.00      | \$ 3,930.72      | \$ 4,723.76      | \$ 5,896.08             |
| SBNY     | \$ 3,933.00      | \$ 4,483.62      | \$ 5,388.21      | \$ 6,725.43             |
| SBNZ     | \$ 3,268.00      | \$ 3,725.52      | \$ 4,477.16      | \$ 5,588.28             |
| SBPG     | \$ 3,933.00      | \$ 4,483.62      | \$ 5,388.21      | \$ 6,725.43             |
| SBPJ     | \$ 87.00         | \$ 99.18         | \$ 119.19        | \$ 148.77               |
| SBRL     | \$ 2,569.00      | \$ 2,928.66      | \$ 3,519.53      | \$ 4,392.99             |
| SBRM     | \$ 3,235.00      | \$ 3,687.90      | \$ 4,431.95      | \$ 5,531.85             |
| SBRN     | \$ 2,881.00      | \$ 3,284.34      | \$ 3,946.97      | \$ 4,926.51             |
| SBSN     | \$ 396.00        | \$ 451.44        | \$ 542.52        | \$ 677.16               |
| SBSP     | \$ 393.00        | \$ 448.02        | \$ 538.41        | \$ 672.03               |
| SBSV     | \$ 1,684.00      | \$ 1,919.76      | \$ 2,307.08      | \$ 2,879.64             |
| SBSX     | \$ 396.00        | \$ 451.44        | \$ 542.52        | \$ 677.16               |
| SBTA     | \$ -             | \$ -             | \$ -             | \$ -                    |
| SBTB     | \$ 478.00        | \$ 544.92        | \$ 654.86        | \$ 817.38               |
| SBTC     | \$ 478.00        | \$ 544.92        | \$ 654.86        | \$ 817.38               |
| SBTD     | \$ 478.00        | \$ 544.92        | \$ 654.86        | \$ 817.38               |
| SBTE     | \$ 660.00        | \$ 752.40        | \$ 904.20        | \$ 1,128.60             |
| SBTF     | \$ 389.00        | \$ 443.46        | \$ 532.93        | \$ 665.19               |
| SBTG     | \$ 478.00        | \$ 544.92        | \$ 654.86        | \$ 817.38               |
| SBTH     | \$ 478.00        | \$ 544.92        | \$ 654.86        | \$ 817.38               |
| SBTR     | \$ 1,345.00      | \$ 1,533.30      | \$ 1,842.65      | \$ 2,299.95             |
| SBTS     | \$ 1,345.00      | \$ 1,533.30      | \$ 1,842.65      | \$ 2,299.95             |
| SBTU     | \$ 1,345.00      | \$ 1,533.30      | \$ 1,842.65      | \$ 2,299.95             |
| SBTU     | \$ 1,555.00      | \$ 1,772.70      | \$ 2,130.35      | \$ 2,659.05             |
| SBUD     | \$ 439.00        | \$ 500.46        | \$ 601.43        | \$ 750.69               |
| SBVK     | \$ 152.00        | \$ 173.28        | \$ 208.24        | \$ 259.92               |
| SBVL     | \$ 152.00        | \$ 173.28        | \$ 208.24        | \$ 259.92               |
| SBWN     | \$ 780.00        | \$ 889.20        | \$ 1,068.60      | \$ 1,333.80             |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM COMMERCIAL MSRP PRICING - NASPO WILL RECEIVE 20% OFF PRICES BELOW (except Di2000 items "ZXxx", "Dixx", "Y2xx", "Y3xx", "RDxx", "R7xx", "F8xx", "DMIV2xx", "IAxx")**

| SLA ITEM | Age 1 LIST_PRICE | AGE 2 (49-72 mo) | AGE 3 (73-96 mo) | AGE 4 (97 and older mo) |
|----------|------------------|------------------|------------------|-------------------------|
| SBWP     | \$ 780.00        | \$ 889.20        | \$ 1,068.60      | \$ 1,333.80             |
| SBWR     | \$ 780.00        | \$ 889.20        | \$ 1,068.60      | \$ 1,333.80             |
| SBWS     | \$ 991.00        | \$ 1,129.74      | \$ 1,357.67      | \$ 1,694.61             |
| SBWT     | \$ 950.00        | \$ 1,083.00      | \$ 1,301.50      | \$ 1,624.50             |
| SBWU     | \$ 950.00        | \$ 1,083.00      | \$ 1,301.50      | \$ 1,624.50             |
| SBWV     | \$ 950.00        | \$ 1,083.00      | \$ 1,301.50      | \$ 1,624.50             |
| SBWW     | \$ 1,159.00      | \$ 1,321.26      | \$ 1,587.83      | \$ 1,981.89             |
| SBXB     | \$ 30.00         | \$ 34.20         | \$ 41.10         | \$ 51.30                |
| SBXC     | \$ 30.00         | \$ 34.20         | \$ 41.10         | \$ 51.30                |
| SBXE     | \$ 152.00        | \$ 173.28        | \$ 208.24        | \$ 259.92               |
| SBXF     | \$ 152.00        | \$ 173.28        | \$ 208.24        | \$ 259.92               |
| SBXG     | \$ 152.00        | \$ 173.28        | \$ 208.24        | \$ 259.92               |
| SBYD     | \$ 396.00        | \$ 451.44        | \$ 542.52        | \$ 677.16               |
| SBYE     | \$ 393.00        | \$ 448.02        | \$ 538.41        | \$ 672.03               |
| SBYM     | \$ 278.00        | \$ 316.92        | \$ 380.86        | \$ 475.38               |
| SBYN     | \$ 278.00        | \$ 316.92        | \$ 380.86        | \$ 475.38               |
| SBYP     | \$ -             | \$ -             | \$ -             | \$ -                    |
| SBYR     | \$ 278.00        | \$ 316.92        | \$ 380.86        | \$ 475.38               |
| SBYS     | \$ 278.00        | \$ 316.92        | \$ 380.86        | \$ 475.38               |
| SBYT     | \$ 278.00        | \$ 316.92        | \$ 380.86        | \$ 475.38               |
| SBYU     | \$ 399.00        | \$ 454.86        | \$ 546.63        | \$ 682.29               |
| SBYV     | \$ 189.00        | \$ 215.46        | \$ 258.93        | \$ 323.19               |
| SBYW     | \$ -             | \$ -             | \$ -             | \$ -                    |
| SBYY     | \$ -             | \$ -             | \$ -             | \$ -                    |
| SBZB     | \$ 396.00        | \$ 451.44        | \$ 542.52        | \$ 677.16               |
| SBZC     | \$ 1,684.00      | \$ 1,919.76      | \$ 2,307.08      | \$ 2,879.64             |
| SBZD     | \$ 1,684.00      | \$ 1,919.76      | \$ 2,307.08      | \$ 2,879.64             |
| SBZE     | \$ 1,684.00      | \$ 1,919.76      | \$ 2,307.08      | \$ 2,879.64             |
| SBZF     | \$ 1,684.00      | \$ 1,919.76      | \$ 2,307.08      | \$ 2,879.64             |
| SBZG     | \$ 1,874.00      | \$ 2,136.36      | \$ 2,567.38      | \$ 3,204.54             |
| SBZH     | \$ 1,874.00      | \$ 2,136.36      | \$ 2,567.38      | \$ 3,204.54             |
| SBZJ     | \$ 1,874.00      | \$ 2,136.36      | \$ 2,567.38      | \$ 3,204.54             |
| SBZK     | \$ 1,874.00      | \$ 2,136.36      | \$ 2,567.38      | \$ 3,204.54             |
| SBZX     | \$ 396.00        | \$ 451.44        | \$ 542.52        | \$ 677.16               |
| SC85     | \$ 246.00        | \$ 280.44        | \$ 337.02        | \$ 420.66               |
| SDIM     | \$ 1,326.00      | \$ 1,511.64      | \$ 1,816.62      | \$ 2,267.46             |
| SFAL     | \$ 497.00        | \$ 566.58        | \$ 680.89        | \$ 849.87               |
| SFAM     | \$ 697.00        | \$ 794.58        | \$ 954.89        | \$ 1,191.87             |
| SFCC     | \$ 2,643.00      | \$ 3,013.02      | \$ 3,620.91      | \$ 4,519.53             |
| SFCG     | \$ 780.00        | \$ 889.20        | \$ 1,068.60      | \$ 1,333.80             |
| SFDA     | \$ 780.00        | \$ 889.20        | \$ 1,068.60      | \$ 1,333.80             |
| SFDB     | \$ 955.00        | \$ 1,088.70      | \$ 1,308.35      | \$ 1,633.05             |
| SFDD     | \$ 780.00        | \$ 889.20        | \$ 1,068.60      | \$ 1,333.80             |
| SFDE     | \$ 780.00        | \$ 889.20        | \$ 1,068.60      | \$ 1,333.80             |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM COMMERCIAL MSRP PRICING - NASPO WILL RECEIVE 20% OFF PRICES BELOW (except Di2000 items "ZXxx", "Dixx", "Y2xx", "Y3xx", "RDxx", "R7xx", "F8xx", "DMIV2xx", "IAxx")**

| SLA ITEM | Age 1 LIST_PRICE | AGE 2 (49-72 mo) | AGE 3 (73-96 mo) | AGE 4 (97 and older mo) |
|----------|------------------|------------------|------------------|-------------------------|
| SFDF     | \$ 991.00        | \$ 1,129.74      | \$ 1,357.67      | \$ 1,694.61             |
| SFDG     | \$ 955.00        | \$ 1,088.70      | \$ 1,308.35      | \$ 1,633.05             |
| SFDH     | \$ 955.00        | \$ 1,088.70      | \$ 1,308.35      | \$ 1,633.05             |
| SFDJ     | \$ 1,165.00      | \$ 1,328.10      | \$ 1,596.05      | \$ 1,992.15             |
| SFRA     | \$ 1,874.00      | \$ 2,136.36      | \$ 2,567.38      | \$ 3,204.54             |
| SFRF     | \$ 3,268.00      | \$ 3,725.52      | \$ 4,477.16      | \$ 5,588.28             |
| SFRN     | \$ 3,268.00      | \$ 3,725.52      | \$ 4,477.16      | \$ 5,588.28             |
| SFXA     | \$ 1,874.00      | \$ 2,136.36      | \$ 2,567.38      | \$ 3,204.54             |
| SH0B     | \$ 39.00         | \$ 44.46         | \$ 53.43         | \$ 66.69                |
| SHOC     | \$ 39.00         | \$ 44.46         | \$ 53.43         | \$ 66.69                |
| SH10A    | \$ 39.00         | \$ 44.46         | \$ 53.43         | \$ 66.69                |
| SH11A    | \$ 110.00        | \$ 125.40        | \$ 150.70        | \$ 188.10               |
| SH12A    | \$ 277.00        | \$ 315.78        | \$ 379.49        | \$ 473.67               |
| SH13     | \$ 450.00        | \$ 513.00        | \$ 616.50        | \$ 769.50               |
| SH13A    | \$ 384.00        | \$ 437.76        | \$ 526.08        | \$ 656.64               |
| SH14     | \$ 337.00        | \$ 384.18        | \$ 461.69        | \$ 576.27               |
| SH14A    | \$ 607.00        | \$ 691.98        | \$ 831.59        | \$ 1,037.97             |
| SH16     | \$ 377.00        | \$ 429.78        | \$ 516.49        | \$ 644.67               |
| SH19     | \$ 429.00        | \$ 489.06        | \$ 587.73        | \$ 733.59               |
| SH1B     | \$ 110.00        | \$ 125.40        | \$ 150.70        | \$ 188.10               |
| SH21     | \$ 182.00        | \$ 207.48        | \$ 249.34        | \$ 311.22               |
| SH22     | \$ 241.00        | \$ 274.74        | \$ 330.17        | \$ 412.11               |
| SH26     | \$ 54.00         | \$ 61.56         | \$ 73.98         | \$ 92.34                |
| SH31     | \$ 248.00        | \$ 282.72        | \$ 339.76        | \$ 424.08               |
| SH32     | \$ 350.00        | \$ 399.00        | \$ 479.50        | \$ 598.50               |
| SH33     | \$ 357.00        | \$ 406.98        | \$ 489.09        | \$ 610.47               |
| SH3B     | \$ 384.00        | \$ 437.76        | \$ 526.08        | \$ 656.64               |
| SH3C     | \$ 384.00        | \$ 437.76        | \$ 526.08        | \$ 656.64               |
| SH56     | \$ 245.00        | \$ 279.30        | \$ 335.65        | \$ 418.95               |
| SH5A     | \$ 76.00         | \$ 86.64         | \$ 104.12        | \$ 129.96               |
| SH66     | \$ 379.00        | \$ 432.06        | \$ 519.23        | \$ 648.09               |
| SH6A     | \$ 193.00        | \$ 220.02        | \$ 264.41        | \$ 330.03               |
| SH75     | \$ 627.00        | \$ 714.78        | \$ 858.99        | \$ 1,072.17             |
| SH76     | \$ 1,032.00      | \$ 1,176.48      | \$ 1,413.84      | \$ 1,764.72             |
| SH7A     | \$ 452.00        | \$ 515.28        | \$ 619.24        | \$ 772.92               |
| SH8A     | \$ 627.00        | \$ 714.78        | \$ 858.99        | \$ 1,072.17             |
| SH9A     | \$ 816.00        | \$ 930.24        | \$ 1,117.92      | \$ 1,395.36             |
| SHCO     | \$ 480.00        | \$ 547.20        | \$ 657.60        | \$ 820.80               |
| SHG6     | \$ 452.00        | \$ 515.28        | \$ 619.24        | \$ 772.92               |
| SHG7     | \$ 816.00        | \$ 930.24        | \$ 1,117.92      | \$ 1,395.36             |
| SL19     | \$ 429.00        | \$ 489.06        | \$ 587.73        | \$ 733.59               |
| SL20     | \$ 337.00        | \$ 384.18        | \$ 461.69        | \$ 576.27               |
| SL21     | \$ 182.00        | \$ 207.48        | \$ 249.34        | \$ 311.22               |
| SL22     | \$ 241.00        | \$ 274.74        | \$ 330.17        | \$ 412.11               |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM COMMERCIAL MSRP PRICING - NASPO WILL RECEIVE 20% OFF PRICES BELOW (except Di2000 items "ZXxx", "Dixx", "Y2xx", "Y3xx", "RDxx", "R7xx", "F8xx", "DMIV2xx", "IAxx")**

| SLA ITEM | Age 1 LIST_PRICE | AGE 2 (49-72 mo) | AGE 3 (73-96 mo) | AGE 4 (97 and older mo) |
|----------|------------------|------------------|------------------|-------------------------|
| SL30     | \$ 248.00        | \$ 282.72        | \$ 339.76        | \$ 424.08               |
| SL32     | \$ 350.00        | \$ 399.00        | \$ 479.50        | \$ 598.50               |
| SL33     | \$ 357.00        | \$ 406.98        | \$ 489.09        | \$ 610.47               |
| SL39     | \$ 450.00        | \$ 513.00        | \$ 616.50        | \$ 769.50               |
| SL91     | \$ 480.00        | \$ 547.20        | \$ 657.60        | \$ 820.80               |
| SL9M     | \$ 480.00        | \$ 547.20        | \$ 657.60        | \$ 820.80               |
| SL-SPM8  | \$ -             | \$ -             | \$ -             | \$ -                    |
| SLWW     | \$ 480.00        | \$ 547.20        | \$ 657.60        | \$ 820.80               |
| SOCR     | \$ 390.00        | \$ 444.60        | \$ 534.30        | \$ 666.90               |
| SPE19    | \$ 429.00        | \$ 489.06        | \$ 587.73        | \$ 733.59               |
| SPE20    | \$ 219.00        | \$ 249.66        | \$ 300.03        | \$ 374.49               |
| SPE21    | \$ 180.00        | \$ 205.20        | \$ 246.60        | \$ 307.80               |
| SPE22    | \$ 241.00        | \$ 274.74        | \$ 330.17        | \$ 412.11               |
| SPE30    | \$ 248.00        | \$ 282.72        | \$ 339.76        | \$ 424.08               |
| SPE32    | \$ 347.00        | \$ 395.58        | \$ 475.39        | \$ 593.37               |
| SPE33    | \$ 354.00        | \$ 403.56        | \$ 484.98        | \$ 605.34               |
| SPE39    | \$ 450.00        | \$ 513.00        | \$ 616.50        | \$ 769.50               |
| SPE91    | \$ 480.00        | \$ 547.20        | \$ 657.60        | \$ 820.80               |
| SPE-JP85 | \$ 248.00        | \$ 282.72        | \$ 339.76        | \$ 424.08               |
| SPE-JR64 | \$ 336.00        | \$ 383.04        | \$ 460.32        | \$ 574.56               |
| SPE-JR76 | \$ 246.00        | \$ 280.44        | \$ 337.02        | \$ 420.66               |
| SPE-OCR  | \$ 390.00        | \$ 444.60        | \$ 534.30        | \$ 666.90               |
| SPE-SDIM | \$ 884.00        | \$ 1,007.76      | \$ 1,211.08      | \$ 1,511.64             |
| SPE-SPM8 | \$ -             | \$ -             | \$ -             | \$ -                    |
| SPE-T332 | \$ 328.00        | \$ 373.92        | \$ 449.36        | \$ 560.88               |
| SPE-T539 | \$ 450.00        | \$ 513.00        | \$ 616.50        | \$ 769.50               |
| SPE-T6WE | \$ 17.00         | \$ 19.38         | \$ 23.29         | \$ 29.07                |
| SPE-T7WE | \$ 16.60         | \$ 18.92         | \$ 22.74         | \$ 28.89                |
| SPTA-1   | \$ 541.00        | \$ 616.74        | \$ 741.17        | \$ 925.11               |
| SPTB     | \$ 45.00         | \$ 51.30         | \$ 61.65         | \$ 76.95                |
| SPTS     | \$ 45.00         | \$ 51.30         | \$ 61.65         | \$ 76.95                |
| SPTW     | \$ 45.00         | \$ 51.30         | \$ 61.65         | \$ 76.95                |
| SPY8     | \$ 182.00        | \$ 207.48        | \$ 249.34        | \$ 311.22               |
| SPY9     | \$ 182.00        | \$ 207.48        | \$ 249.34        | \$ 311.22               |
| SVAG     | \$ 780.00        | \$ 889.20        | \$ 1,068.60      | \$ 1,333.80             |
| SVAJ     | \$ 950.00        | \$ 1,083.00      | \$ 1,301.50      | \$ 1,624.50             |
| SVAL     | \$ 1,874.00      | \$ 2,136.36      | \$ 2,567.38      | \$ 3,204.54             |
| SVBA     | \$ 189.00        | \$ 215.46        | \$ 258.93        | \$ 323.19               |
| SVBB     | \$ 389.00        | \$ 443.46        | \$ 532.93        | \$ 665.19               |
| SVBG     | \$ 1,874.00      | \$ 2,136.36      | \$ 2,567.38      | \$ 3,204.54             |
| SVDF     | \$ 87.00         | \$ 99.18         | \$ 119.19        | \$ 148.77               |
| SVXA     | \$ 608.00        | \$ 693.12        | \$ 832.96        | \$ 1,039.68             |
| SVXB     | \$ 608.00        | \$ 693.12        | \$ 832.96        | \$ 1,039.68             |
| SVXC     | \$ 1,070.00      | \$ 1,219.80      | \$ 1,465.90      | \$ 1,829.70             |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM COMMERCIAL MSRP PRICING - NASPO WILL RECEIVE 20% OFF PRICES BELOW (except Di2000 items "ZXxx", "Dixx", "Y2xx", "Y3xx", "RDxx", "R7xx", "F8xx", "DMIV2xx", "IAxx")**

| SLA ITEM | Age 1 LIST_PRICE | AGE 2 (49-72 mo) | AGE 3 (73-96 mo) | AGE 4 (97 and older mo) |
|----------|------------------|------------------|------------------|-------------------------|
| T124     | \$ 480.00        | \$ 547.20        | \$ 657.60        | \$ 820.80               |
| T12B     | \$ 480.00        | \$ 547.20        | \$ 657.60        | \$ 820.80               |
| T310     | \$ 248.00        | \$ 282.72        | \$ 339.76        | \$ 424.08               |
| T312     | \$ 350.00        | \$ 399.00        | \$ 479.50        | \$ 598.50               |
| T313     | \$ 357.00        | \$ 406.98        | \$ 489.09        | \$ 610.47               |
| T319     | \$ 429.00        | \$ 489.06        | \$ 587.73        | \$ 733.59               |
| T320     | \$ 337.00        | \$ 384.18        | \$ 461.69        | \$ 576.27               |
| T321     | \$ 182.00        | \$ 207.48        | \$ 249.34        | \$ 311.22               |
| T322     | \$ 241.00        | \$ 274.74        | \$ 330.17        | \$ 412.11               |
| T327     | \$ 229.00        | \$ 261.06        | \$ 313.73        | \$ 391.59               |
| T330     | \$ 377.00        | \$ 429.78        | \$ 516.49        | \$ 644.67               |
| T331     | \$ 377.00        | \$ 429.78        | \$ 516.49        | \$ 644.67               |
| T332     | \$ 377.00        | \$ 429.78        | \$ 516.49        | \$ 644.67               |
| T339     | \$ 450.00        | \$ 513.00        | \$ 616.50        | \$ 769.50               |
| T530     | \$ 337.00        | \$ 384.18        | \$ 461.69        | \$ 576.27               |
| T531     | \$ 429.00        | \$ 489.06        | \$ 587.73        | \$ 733.59               |
| T534     | \$ 182.00        | \$ 207.48        | \$ 249.34        | \$ 311.22               |
| T536     | \$ 241.00        | \$ 274.74        | \$ 330.17        | \$ 412.11               |
| T538     | \$ 192.00        | \$ 218.88        | \$ 263.04        | \$ 328.32               |
| T539     | \$ 450.00        | \$ 513.00        | \$ 616.50        | \$ 769.50               |
| T542     | \$ 378.00        | \$ 430.92        | \$ 517.86        | \$ 646.38               |
| T5CE     | \$ 506.00        | \$ 576.84        | \$ 693.22        | \$ 865.26               |
| T5EA     | \$ 506.00        | \$ 576.84        | \$ 693.22        | \$ 865.26               |
| T5ET     | \$ 506.00        | \$ 576.84        | \$ 693.22        | \$ 865.26               |
| T5HP     | \$ 429.00        | \$ 489.06        | \$ 587.73        | \$ 733.59               |
| T5MP     | \$ 241.00        | \$ 274.74        | \$ 330.17        | \$ 412.11               |
| T5P4     | \$ 480.00        | \$ 547.20        | \$ 657.60        | \$ 820.80               |
| T5PP     | \$ 182.00        | \$ 207.48        | \$ 249.34        | \$ 311.22               |
| T5R0     | \$ 480.00        | \$ 547.20        | \$ 657.60        | \$ 820.80               |
| T5T0     | \$ 337.00        | \$ 384.18        | \$ 461.69        | \$ 576.27               |
| T5T8     | \$ 192.00        | \$ 218.88        | \$ 263.04        | \$ 328.32               |
| T5T9     | \$ 450.00        | \$ 513.00        | \$ 616.50        | \$ 769.50               |
| T5UM     | \$ 506.00        | \$ 576.84        | \$ 693.22        | \$ 865.26               |
| T5WM     | \$ 506.00        | \$ 576.84        | \$ 693.22        | \$ 865.26               |
| T6ME     | \$ 610.00        | \$ 695.40        | \$ 835.70        | \$ 1,043.10             |
| T6MS     | \$ 58.00         | \$ 66.12         | \$ 79.46         | \$ 99.18                |
| T742     | \$ 413.00        | \$ 470.82        | \$ 565.81        | \$ 706.23               |
| T746     | \$ 506.00        | \$ 576.84        | \$ 693.22        | \$ 865.26               |
| T747     | \$ 506.00        | \$ 576.84        | \$ 693.22        | \$ 865.26               |
| T762     | \$ 506.00        | \$ 576.84        | \$ 693.22        | \$ 865.26               |
| T764     | \$ 234.00        | \$ 266.76        | \$ 320.58        | \$ 400.14               |
| T764VISA | \$ 234.00        | \$ 266.76        | \$ 320.58        | \$ 400.14               |
| T765     | \$ 610.00        | \$ 695.40        | \$ 835.70        | \$ 1,043.10             |
| T765VISA | \$ 610.00        | \$ 695.40        | \$ 835.70        | \$ 1,043.10             |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM COMMERCIAL MSRP PRICING - NASPO WILL RECEIVE 20% OFF PRICES BELOW (except Di2000 items "ZXxx", "Dixx", "Y2xx", "Y3xx", "RDxx", "R7xx", "F8xx", "DMIV2xx", "IAxx")**

| SLA ITEM | Age 1 LIST_PRICE | AGE 2 (49-72 mo) | AGE 3 (73-96 mo) | AGE 4 (97 and older mo) |
|----------|------------------|------------------|------------------|-------------------------|
| T7WE     | \$ 18.00         | \$ 20.52         | \$ 24.66         | \$ 42.17                |
| T853     | \$ 480.00        | \$ 547.20        | \$ 657.60        | \$ 820.80               |
| T855     | \$ 480.00        | \$ 547.20        | \$ 657.60        | \$ 820.80               |
| TI01     | \$ 225.00        | \$ 256.50        | \$ 308.25        | \$ 384.75               |
| TI02     | \$ 325.00        | \$ 370.50        | \$ 445.25        | \$ 555.75               |
| TI03     | \$ 487.00        | \$ 555.18        | \$ 667.19        | \$ 832.77               |
| TI0E     | \$ 506.00        | \$ 576.84        | \$ 693.22        | \$ 865.26               |
| TI0H     | \$ 759.00        | \$ 865.26        | \$ 1,039.83      | \$ 1,297.89             |
| TI10     | \$ 451.00        | \$ 514.14        | \$ 617.87        | \$ 771.21               |
| TI11     | \$ 537.00        | \$ 612.18        | \$ 735.69        | \$ 918.27               |
| TI20     | \$ 999.00        | \$ 1,138.86      | \$ 1,368.63      | \$ 1,708.29             |
| TI23     | \$ 487.00        | \$ 555.18        | \$ 667.19        | \$ 832.77               |
| TI24     | \$ 487.00        | \$ 555.18        | \$ 667.19        | \$ 832.77               |
| TI25     | \$ 999.00        | \$ 1,138.86      | \$ 1,368.63      | \$ 1,708.29             |
| TI2D     | \$ 1,287.00      | \$ 1,467.18      | \$ 1,763.19      | \$ 2,200.77             |
| TI30     | \$ 1,373.00      | \$ 1,565.22      | \$ 1,881.01      | \$ 2,347.83             |
| TI35     | \$ 1,373.00      | \$ 1,565.22      | \$ 1,881.01      | \$ 2,347.83             |
| TI40     | \$ 1,872.00      | \$ 2,134.08      | \$ 2,564.64      | \$ 3,201.12             |
| TI45     | \$ 1,872.00      | \$ 2,134.08      | \$ 2,564.64      | \$ 3,201.12             |
| TI50     | \$ 2,552.00      | \$ 2,909.28      | \$ 3,496.24      | \$ 4,363.92             |
| TI5P     | \$ 362.00        | \$ 412.68        | \$ 495.94        | \$ 619.02               |
| TI60     | \$ 3,617.00      | \$ 4,123.38      | \$ 4,955.29      | \$ 6,185.07             |
| TI6P     | \$ 863.00        | \$ 983.82        | \$ 1,182.31      | \$ 1,475.73             |
| TI70     | \$ 4,508.00      | \$ 5,139.12      | \$ 6,175.96      | \$ 7,708.68             |
| TI80     | \$ 5,994.00      | \$ 6,833.16      | \$ 8,211.78      | \$ 10,249.74            |
| TI90     | \$ -             | \$ -             | \$ -             | \$ -                    |
| TI92     | \$ 487.00        | \$ 555.18        | \$ 667.19        | \$ 832.77               |
| TI93     | \$ 487.00        | \$ 555.18        | \$ 667.19        | \$ 832.77               |
| TI99     | \$ 9,862.00      | \$ 11,242.68     | \$ 13,510.94     | \$ 16,864.02            |
| TI9B     | \$ 3,742.00      | \$ 4,265.88      | \$ 5,126.54      | \$ 6,398.82             |
| TI9C     | \$ 690.00        | \$ 786.60        | \$ 945.30        | \$ 1,179.90             |
| TI9E     | \$ 3,334.00      | \$ 3,800.76      | \$ 4,567.58      | \$ 5,701.14             |
| TI9F     | \$ 690.00        | \$ 786.60        | \$ 945.30        | \$ 1,179.90             |
| TI9G     | \$ 778.00        | \$ 886.92        | \$ 1,065.86      | \$ 1,330.38             |
| TI9J     | \$ 1,129.00      | \$ 1,287.06      | \$ 1,546.73      | \$ 1,930.59             |
| TI9P     | \$ 362.00        | \$ 412.68        | \$ 495.94        | \$ 619.02               |
| TIAT     | \$ -             | \$ -             | \$ -             | \$ -                    |
| TIBB     | \$ 251.00        | \$ 286.14        | \$ 343.87        | \$ 429.21               |
| TIBD     | \$ 251.00        | \$ 286.14        | \$ 343.87        | \$ 429.21               |
| TIHC     | \$ 976.00        | \$ 1,112.64      | \$ 1,337.12      | \$ 1,668.96             |
| TIRM     | \$ 421.00        | \$ 479.94        | \$ 576.77        | \$ 719.91               |
| TIRS     | \$ 181.00        | \$ 206.34        | \$ 247.97        | \$ 309.51               |
| TIRX     | \$ 1,098.00      | \$ 1,251.72      | \$ 1,504.26      | \$ 1,877.58             |
| TIRY     | \$ 1,287.00      | \$ 1,467.18      | \$ 1,763.19      | \$ 2,200.77             |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM COMMERCIAL MSRP PRICING - NASPO WILL RECEIVE 20% OFF PRICES BELOW (except Di2000 items "ZXxx", "Dixx", "Y2xx", "Y3xx", "RDxx", "R7xx", "F8xx", "DMIV2xx", "IAxx")**

| SLA ITEM | Age 1 LIST_PRICE | AGE 2 (49-72 mo) | AGE 3 (73-96 mo) | AGE 4 (97 and older mo) |
|----------|------------------|------------------|------------------|-------------------------|
| TIVP     | \$ 181.00        | \$ 206.34        | \$ 247.97        | \$ 309.51               |
| V310     | \$ 248.00        | \$ 282.72        | \$ 339.76        | \$ 424.08               |
| V312     | \$ 350.00        | \$ 399.00        | \$ 479.50        | \$ 598.50               |
| V319     | \$ 429.00        | \$ 489.06        | \$ 587.73        | \$ 733.59               |
| V320     | \$ 337.00        | \$ 384.18        | \$ 461.69        | \$ 576.27               |
| V321     | \$ 182.00        | \$ 207.48        | \$ 249.34        | \$ 311.22               |
| VS44     | \$ 720.00        | \$ 820.80        | \$ 986.40        | \$ 1,231.20             |
| VS45     | \$ 488.00        | \$ 556.32        | \$ 668.56        | \$ 834.48               |
| VS46     | \$ 377.00        | \$ 429.78        | \$ 516.49        | \$ 644.67               |
| W35R     | \$ 679.00        | \$ 774.06        | \$ 930.23        | \$ 1,161.09             |
| W360     | \$ 2,125.00      | \$ 2,422.50      | \$ 2,911.25      | \$ 3,633.75             |
| W36F     | \$ 341.00        | \$ 388.74        | \$ 467.17        | \$ 583.11               |
| W546     | \$ 596.00        | \$ 679.44        | \$ 816.52        | \$ 1,019.16             |
| W56D     | \$ 596.00        | \$ 679.44        | \$ 816.52        | \$ 1,019.16             |
| W592     | \$ 129.00        | \$ 147.06        | \$ 176.73        | \$ 220.59               |
| W593     | \$ 501.00        | \$ 571.14        | \$ 686.37        | \$ 856.71               |
| W760     | \$ 229.00        | \$ 261.06        | \$ 313.73        | \$ 391.59               |
| W763     | \$ 229.00        | \$ 261.06        | \$ 313.73        | \$ 391.59               |
| W764     | \$ 357.00        | \$ 406.98        | \$ 489.09        | \$ 610.47               |
| W76C     | \$ 229.00        | \$ 261.06        | \$ 313.73        | \$ 391.59               |
| W76R     | \$ 229.00        | \$ 261.06        | \$ 313.73        | \$ 391.59               |
| W823     | \$ 1,200.00      | \$ 1,368.00      | \$ 1,644.00      | \$ 2,052.00             |
| W824     | \$ 1,200.00      | \$ 1,368.00      | \$ 1,644.00      | \$ 2,052.00             |
| W833     | \$ 1,079.00      | \$ 1,230.06      | \$ 1,478.23      | \$ 1,845.09             |
| W853     | \$ 128.00        | \$ 145.92        | \$ 175.36        | \$ 218.88               |
| W85R     | \$ 128.00        | \$ 145.92        | \$ 175.36        | \$ 218.88               |
| W863     | \$ 215.00        | \$ 245.10        | \$ 294.55        | \$ 367.65               |
| W983     | \$ 351.00        | \$ 400.14        | \$ 480.87        | \$ 600.21               |
| W985     | \$ 340.00        | \$ 387.60        | \$ 465.80        | \$ 581.40               |
| WF8A     | \$ 1,221.00      | \$ 1,391.94      | \$ 1,672.77      | \$ 2,087.91             |
| WF9A     | \$ 965.00        | \$ 1,100.10      | \$ 1,322.05      | \$ 1,650.15             |
| WF9S     | \$ -             | \$ -             | \$ -             | \$ -                    |
| WH51     | \$ 1,064.00      | \$ 1,212.96      | \$ 1,457.68      | \$ 1,819.44             |
| WH52     | \$ 1,810.00      | \$ 2,063.40      | \$ 2,479.70      | \$ 3,095.10             |
| WH53     | \$ 2,642.00      | \$ 3,011.88      | \$ 3,619.54      | \$ 4,517.82             |
| WH55     | \$ 357.00        | \$ 406.98        | \$ 489.09        | \$ 610.47               |
| WP70     | \$ 559.00        | \$ 637.26        | \$ 765.83        | \$ 955.89               |
| WP77     | \$ -             | \$ -             | \$ -             | \$ -                    |
| WP7C     | \$ 332.00        | \$ 378.48        | \$ 454.84        | \$ 567.72               |
| WP9E     | \$ 5,953.00      | \$ 6,786.42      | \$ 8,155.61      | \$ 10,179.63            |
| WP9M     | \$ 2,165.00      | \$ 2,468.10      | \$ 2,966.05      | \$ 3,702.15             |
| WPVG     | \$ 5,469.00      | \$ 6,234.66      | \$ 7,492.53      | \$ 9,351.99             |
| WPVH     | \$ 4,712.00      | \$ 5,371.68      | \$ 6,455.44      | \$ 8,057.52             |
| WPVJ     | \$ 4,333.00      | \$ 4,939.62      | \$ 5,936.21      | \$ 7,409.43             |



**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM COMMERCIAL MSRP PRICING - NASPO WILL RECEIVE 20% OFF PRICES BELOW (except Di2000 items "ZXxx", "Dixx", "Y2xx", "Y3xx", "RDxx", "R7xx", "F8xx", "DMIV2xx", "IAxx")**

| SLA ITEM | Age 1 LIST_PRICE | AGE 2 (49-72 mo) | AGE 3 (73-96 mo) | AGE 4 (97 and older mo) |
|----------|------------------|------------------|------------------|-------------------------|
| WPVK     | \$ 3,323.00      | \$ 3,788.22      | \$ 4,552.51      | \$ 5,682.33             |
| WPVM     | \$ 2,945.00      | \$ 3,357.30      | \$ 4,034.65      | \$ 5,035.95             |
| WPVU     | \$ 1,490.00      | \$ 1,698.60      | \$ 2,041.30      | \$ 2,547.90             |
| WPVY     | \$ 1,047.00      | \$ 1,193.58      | \$ 1,434.39      | \$ 1,790.37             |
| WPVZ     | \$ 2,108.00      | \$ 2,403.12      | \$ 2,887.96      | \$ 3,604.68             |
| WPWJ     | \$ 1,047.00      | \$ 1,193.58      | \$ 1,434.39      | \$ 1,790.37             |
| WPWK     | \$ 2,108.00      | \$ 2,403.12      | \$ 2,887.96      | \$ 3,604.68             |
| WPYA     | \$ 3,847.00      | \$ 4,385.58      | \$ 5,270.39      | \$ 6,578.37             |
| WPYD     | \$ 1,475.00      | \$ 1,681.50      | \$ 2,020.75      | \$ 2,522.25             |
| WPYK     | \$ 3,847.00      | \$ 4,385.58      | \$ 5,270.39      | \$ 6,578.37             |
| WPYN     | \$ 3,847.00      | \$ 4,385.58      | \$ 5,270.39      | \$ 6,578.37             |
| WPYP     | \$ 3,036.00      | \$ 3,461.04      | \$ 4,159.32      | \$ 5,191.56             |
| WPYQ     | \$ 3,847.00      | \$ 4,385.58      | \$ 5,270.39      | \$ 6,578.37             |
| WPYT     | \$ 3,036.00      | \$ 3,461.04      | \$ 4,159.32      | \$ 5,191.56             |
| WPZA     | \$ 4,886.00      | \$ 5,570.04      | \$ 6,693.82      | \$ 8,355.06             |
| WPZB     | \$ 5,698.00      | \$ 6,495.72      | \$ 7,806.26      | \$ 9,743.58             |
| WPZC     | \$ 4,886.00      | \$ 5,570.04      | \$ 6,693.82      | \$ 8,355.06             |
| WPZD     | \$ 5,698.00      | \$ 6,495.72      | \$ 7,806.26      | \$ 9,743.58             |
| WPZH     | \$ 260.00        | \$ 296.40        | \$ 356.20        | \$ 444.60               |
| WPZK     | \$ 1,475.00      | \$ 1,681.50      | \$ 2,020.75      | \$ 2,522.25             |
| WPZM     | \$ 1,475.00      | \$ 1,681.50      | \$ 2,020.75      | \$ 2,522.25             |
| WPZQ     | \$ 1,037.00      | \$ 1,182.18      | \$ 1,420.69      | \$ 1,773.27             |
| WPZR     | \$ 1,037.00      | \$ 1,182.18      | \$ 1,420.69      | \$ 1,773.27             |
| WPZT     | \$ 2,148.00      | \$ 2,448.72      | \$ 2,942.76      | \$ 3,673.08             |
| WPZU     | \$ 2,148.00      | \$ 2,448.72      | \$ 2,942.76      | \$ 3,673.08             |
| WS5A     | \$ 1,600.00      | \$ 1,824.00      | \$ 2,192.00      | \$ 2,736.00             |
| WS7A     | \$ 1,992.00      | \$ 2,270.88      | \$ 2,729.04      | \$ 3,406.32             |
| Y20R     | \$ -             | \$ -             | \$ -             | \$ -                    |
| Y235B    | \$ -             | \$ -             | \$ -             | \$ -                    |
| Y235T    | \$ -             | \$ -             | \$ -             | \$ -                    |
| Y23A     | \$ 590.00        | \$ 672.60        | \$ 808.30        | \$ 1,382.19             |
| Y23C     | \$ -             | \$ -             | \$ -             | \$ -                    |
| Y23N     | \$ -             | \$ -             | \$ -             | \$ -                    |
| Y244C    | \$ -             | \$ -             | \$ -             | \$ -                    |
| Y25ET    | \$ 2,078.76      | \$ 2,369.79      | \$ 2,847.90      | \$ 4,869.91             |
| Y31E     | \$ 852.00        | \$ 971.28        | \$ 1,167.24      | \$ 1,995.98             |
| Y31G     | \$ 1,153.00      | \$ 1,314.42      | \$ 1,579.61      | \$ 1,971.63             |
| Y31J     | \$ 636.00        | \$ 725.04        | \$ 871.32        | \$ 1,489.96             |
| Y320     | \$ 2,704.00      | \$ 3,082.56      | \$ 3,704.48      | \$ 6,334.66             |
| Y36F     | \$ 349.00        | \$ 397.86        | \$ 478.13        | \$ 817.60               |
| Y370     | \$ 5,416.00      | \$ 6,174.24      | \$ 7,419.92      | \$ 12,688.06            |
| Y371     | \$ 5,300.00      | \$ 6,042.00      | \$ 7,261.00      | \$ 12,416.31            |
| Z601     | \$ 820.00        | \$ 934.80        | \$ 1,123.40      | \$ 1,402.20             |
| Z604     | \$ 689.00        | \$ 785.46        | \$ 943.93        | \$ 1,178.19             |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM COMMERCIAL MSRP PRICING - NASPO WILL RECEIVE 20% OFF PRICES BELOW (except Di2000 items "ZXxx", "Dixx", "Y2xx", "Y3xx", "RDxx", "R7xx", "F8xx", "DMIV2xx", "IAxx")**

| SLA ITEM | Age 1 LIST_PRICE | AGE 2 (49-72 mo) | AGE 3 (73-96 mo) | AGE 4 (97 and older mo) |
|----------|------------------|------------------|------------------|-------------------------|
| ZX0T     | \$ 12,800.00     | \$ 14,592.00     | \$ 17,536.00     | \$ 21,888.00            |
| ZX0U     | \$ 11,606.00     | \$ 13,230.84     | \$ 15,900.22     | \$ 19,846.26            |
| ZX75     | \$ 2,789.00      | \$ 3,179.46      | \$ 3,820.93      | \$ 4,769.19             |
| ZX76     | \$ 478.00        | \$ 544.92        | \$ 654.86        | \$ 817.38               |
| ZX77     | \$ 3,679.00      | \$ 4,194.06      | \$ 5,040.23      | \$ 6,291.09             |
| ZX78     | \$ 1,222.00      | \$ 1,393.08      | \$ 1,674.14      | \$ 2,089.62             |
| ZX79     | \$ 2,893.00      | \$ 3,298.02      | \$ 3,963.41      | \$ 4,947.03             |
| ZX80     | \$ 1,534.00      | \$ 1,748.76      | \$ 2,101.58      | \$ 2,623.14             |
| ZX81     | \$ 3,205.00      | \$ 3,653.70      | \$ 4,390.85      | \$ 5,480.55             |
| ZX82     | \$ 463.00        | \$ 527.82        | \$ 634.31        | \$ 791.73               |
| ZX84     | \$ 3,328.00      | \$ 3,793.92      | \$ 4,559.36      | \$ 5,690.88             |
| ZX85     | \$ -             | \$ -             | \$ -             | \$ -                    |
| ZX86     | \$ 396.00        | \$ 451.44        | \$ 542.52        | \$ 677.16               |
| ZX87     | \$ 1,124.00      | \$ 1,281.36      | \$ 1,539.88      | \$ 1,922.04             |
| ZX88     | \$ 832.00        | \$ 948.48        | \$ 1,139.84      | \$ 1,422.72             |
| ZX89     | \$ 832.00        | \$ 948.48        | \$ 1,139.84      | \$ 1,422.72             |
| ZX90     | \$ 590.00        | \$ 672.60        | \$ 808.30        | \$ 1,008.90             |
| ZX91     | \$ 366.00        | \$ 417.24        | \$ 501.42        | \$ 625.86               |
| ZX92     | \$ 366.00        | \$ 417.24        | \$ 501.42        | \$ 625.86               |
| ZX93     | \$ 1,124.00      | \$ 1,281.36      | \$ 1,539.88      | \$ 1,922.04             |
| ZX95     | \$ 2,080.00      | \$ 2,371.20      | \$ 2,849.60      | \$ 3,556.80             |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM  
COMMERCIAL MSRP PRICING DISCOUNTED BY 20%**

| <b>SMA Item</b> | <b>Renewal Price</b> |
|-----------------|----------------------|
| BM10            | \$ 153.60            |
| BM52            | \$ 519.20            |
| BMS1            | \$ 987.20            |
| BMS2            | \$ 566.40            |
| BMS3            | \$ 519.20            |
| CRM1            | \$ 998.40            |
| CRM2            | \$ 998.40            |
| CRM4            | \$ 332.80            |
| CRM7            | \$ 998.40            |
| CRM8            | \$ 998.40            |
| CRMB            | \$ 540.80            |
| CRMC            | \$ 998.40            |
| CRMR            | \$ 998.40            |
| DI9P            | \$ 300.00            |
| DSAF            | \$ 1,198.40          |
| ESAR            | \$ 200.00            |
| ESBM            | \$ 200.00            |
| ESFT            | \$ 200.00            |
| ESPP            | \$ 200.00            |
| ESPS            | \$ 124.80            |
| ESSM            | \$ 200.00            |
| ESSS            | \$ 200.00            |
| ESSX            | \$ 200.00            |
| F9YG            | \$ 699.20            |
| LSKA            | \$ 400.00            |
| MCK1            | \$ 925.60            |
| MCKA            | \$ 112.80            |
| MCKD            | \$ 63.20             |
| MCKM            | \$ 112.80            |
| MCKU            | \$ 63.20             |
| MCKZ            | \$ 876.80            |
| MP60            | \$ 2,496.00          |
| PSSA            | \$ 2,246.40          |
| PSSB            | \$ 4,492.80          |
| PSSC            | \$ 1,580.80          |
| PSSS            | \$ 1,600.00          |
| SCR1            | \$ 998.40            |
| SCR2            | \$ 332.80            |
| SCR3            | \$ 540.80            |
| SFP1            | \$ 95.20             |
| SFP2            | \$ 202.40            |
| SFPC            | \$ 1,264.80          |
| SFPE            | \$ 3,161.60          |
| SFPL            | \$ 948.80            |
| SFPT            | \$ 632.80            |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM  
COMMERCIAL MSRP PRICING DISCOUNTED BY 20%**

| <b>SMA Item</b> | <b>Renewal Price</b> |
|-----------------|----------------------|
| SFPV            | \$ 228.00            |
| SFPX            | \$ 316.80            |
| SGB1            | \$ 90.40             |
| SGB2            | \$ 180.00            |
| SGBC            | \$ 1,198.40          |
| SGBE            | \$ 2,995.20          |
| SGBL            | \$ 899.20            |
| SGBT            | \$ 599.20            |
| SGBV            | \$ 216.00            |
| SGBX            | \$ 300.00            |
| SGC1            | \$ 95.20             |
| SGC2            | \$ 202.40            |
| SGCC            | \$ 1,264.80          |
| SGCE            | \$ 3,161.60          |
| SGCL            | \$ 948.80            |
| SGCT            | \$ 632.80            |
| SGCV            | \$ 228.00            |
| SGCX            | \$ 316.80            |
| SGDV            | \$ 1,123.20          |
| SGF1            | \$ 1,423.20          |
| SGF2            | \$ 2,371.20          |
| SGFC            | \$ 15,808.00         |
| SGFE            | \$ 15,808.00         |
| SGFL            | \$ 14,227.20         |
| SGFT            | \$ 11,856.00         |
| SGFV            | \$ 4,742.40          |
| SGFX            | \$ 7,904.00          |
| SGK1            | \$ 142.40            |
| SGK2            | \$ 237.60            |
| SGKC            | \$ 3,161.60          |
| SGKE            | \$ 3,952.00          |
| SGKL            | \$ 2,371.20          |
| SGKT            | \$ 1,580.80          |
| SGKV            | \$ 474.40            |
| SGKX            | \$ 790.40            |
| SGL1            | \$ 142.40            |
| SGL2            | \$ 237.60            |
| SGLC            | \$ 3,161.60          |
| SGLE            | \$ 3,952.00          |
| SGLL            | \$ 2,371.20          |
| SGLT            | \$ 1,580.80          |
| SGLV            | \$ 474.40            |
| SGLX            | \$ 790.40            |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM  
COMMERCIAL MSRP PRICING DISCOUNTED BY 20%**

| <b>SMA Item</b> | <b>Renewal Price</b> |
|-----------------|----------------------|
| SGM1            | \$ 135.20            |
| SGM2            | \$ 224.80            |
| SGMC            | \$ 1,264.80          |
| SGME            | \$ 3,161.60          |
| SGML            | \$ 948.80            |
| SGMT            | \$ 632.80            |
| SGMV            | \$ 228.00            |
| SGMX            | \$ 316.80            |
| SGN1            | \$ 142.40            |
| SGN2            | \$ 237.60            |
| SGNC            | \$ 3,161.60          |
| SGNE            | \$ 3,952.00          |
| SGNL            | \$ 2,371.20          |
| SGNT            | \$ 1,580.80          |
| SGNV            | \$ 474.40            |
| SGNX            | \$ 790.40            |
| SGS1            | \$ 142.40            |
| SGS2            | \$ 237.60            |
| SGSC            | \$ 3,161.60          |
| SGSE            | \$ 3,952.00          |
| SGSL            | \$ 2,371.20          |
| SGST            | \$ 1,580.80          |
| SGSV            | \$ 474.40            |
| SGSX            | \$ 790.40            |
| SGT1            | \$ 142.40            |
| SGT2            | \$ 237.60            |
| SGTC            | \$ 3,161.60          |
| SGTE            | \$ 3,952.00          |
| SGTL            | \$ 2,371.20          |
| SGTT            | \$ 1,580.80          |
| SGTV            | \$ 474.40            |
| SGTX            | \$ 790.40            |
| SGW1            | \$ 95.20             |
| SGW2            | \$ 202.40            |
| SGWC            | \$ 1,264.80          |
| SGWE            | \$ 3,161.60          |
| SGWL            | \$ 948.80            |
| SGWT            | \$ 632.80            |
| SGWV            | \$ 228.00            |
| SGWX            | \$ 316.80            |
| SHA1            | \$ 790.40            |
| SHA2            | \$ 1,185.60          |
| SHAC            | \$ 3,952.00          |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM  
COMMERCIAL MSRP PRICING DISCOUNTED BY 20%**

| <b>SMA Item</b> | <b>Renewal Price</b> |
|-----------------|----------------------|
| SHAE            | \$ 3,952.00          |
| SHAL            | \$ 3,952.00          |
| SHAT            | \$ 3,161.60          |
| SHAV            | \$ 1,580.80          |
| SHAX            | \$ 2,371.20          |
| SHC1            | \$ 95.20             |
| SHC2            | \$ 180.00            |
| SHCC            | \$ 1,198.40          |
| SHCE            | \$ 3,161.60          |
| SHCL            | \$ 899.20            |
| SHCT            | \$ 632.80            |
| SHCV            | \$ 228.00            |
| SHCX            | \$ 316.80            |
| SHD1            | \$ 95.20             |
| SHD2            | \$ 190.40            |
| SHDC            | \$ 1,198.40          |
| SHDE            | \$ 3,161.60          |
| SHDL            | \$ 899.20            |
| SHDT            | \$ 632.80            |
| SHDV            | \$ 228.00            |
| SHDX            | \$ 316.80            |
| SHH1            | \$ 948.80            |
| SHH2            | \$ 1,423.20          |
| SHHC            | \$ 4,742.40          |
| SHHE            | \$ 4,742.40          |
| SHHL            | \$ 4,742.40          |
| SHHT            | \$ 3,794.40          |
| SHHV            | \$ 1,897.60          |
| SHHX            | \$ 2,845.60          |
| SHL1            | \$ 95.20             |
| SHL2            | \$ 142.40            |
| SHLC            | \$ 1,580.80          |
| SHLE            | \$ 3,161.60          |
| SHLL            | \$ 948.80            |
| SHLT            | \$ 632.80            |
| SHLV            | \$ 237.60            |
| SHLX            | \$ 316.80            |
| SHN1            | \$ 142.40            |
| SHN2            | \$ 237.60            |
| SHNC            | \$ 3,161.60          |
| SHNE            | \$ 3,952.00          |
| SHNL            | \$ 2,371.20          |
| SHNT            | \$ 1,580.80          |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM  
COMMERCIAL MSRP PRICING DISCOUNTED BY 20%**

| <b>SMA Item</b> | <b>Renewal Price</b> |
|-----------------|----------------------|
| SHNV            | \$ 474.40            |
| SHNX            | \$ 790.40            |
| SHP1            | \$ 95.20             |
| SHP2            | \$ 180.00            |
| SHPC            | \$ 1,198.40          |
| SHPE            | \$ 3,161.60          |
| SHPL            | \$ 899.20            |
| SHPT            | \$ 632.80            |
| SHPV            | \$ 228.00            |
| SHPX            | \$ 316.80            |
| SHR1            | \$ 142.40            |
| SHR2            | \$ 237.60            |
| SHRC            | \$ 3,161.60          |
| SHRE            | \$ 3,952.00          |
| SHRL            | \$ 2,371.20          |
| SHRT            | \$ 1,580.80          |
| SHRV            | \$ 474.40            |
| SHRX            | \$ 790.40            |
| SHT1            | \$ 142.40            |
| SHT2            | \$ 237.60            |
| SHTC            | \$ 3,161.60          |
| SHTE            | \$ 3,952.00          |
| SHTL            | \$ 2,371.20          |
| SHTT            | \$ 1,580.80          |
| SHTV            | \$ 474.40            |
| SHTX            | \$ 790.40            |
| SHV1            | \$ 135.20            |
| SHV2            | \$ 224.80            |
| SHVL            | \$ 2,246.40          |
| SHVT            | \$ 1,497.60          |
| SHVV            | \$ 449.60            |
| SHVX            | \$ 748.80            |
| SHW1            | \$ 135.20            |
| SHW2            | \$ 224.80            |
| SHWL            | \$ 2,246.40          |
| SHWT            | \$ 1,497.60          |
| SHWV            | \$ 449.60            |
| SHWX            | \$ 748.80            |
| SHX1            | \$ 1,348.00          |
| SHX2            | \$ 1,797.60          |
| SHXL            | \$ 11,232.00         |
| SHXT            | \$ 8,424.00          |
| SHXV            | \$ 3,369.60          |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM  
COMMERCIAL MSRP PRICING DISCOUNTED BY 20%**

| <b>SMA Item</b> | <b>Renewal Price</b> |
|-----------------|----------------------|
| SHXX            | \$ 4,492.80          |
| SHY1            | \$ 748.80            |
| SHY2            | \$ 899.20            |
| SHYL            | \$ 2,246.40          |
| SHYT            | \$ 1,872.00          |
| SHYV            | \$ 1,123.20          |
| SHYX            | \$ 1,497.60          |
| SHZ1            | \$ 748.80            |
| SHZ2            | \$ 899.20            |
| SHZL            | \$ 2,246.40          |
| SHZT            | \$ 1,872.00          |
| SHZV            | \$ 1,123.20          |
| SHZX            | \$ 1,497.60          |
| SLAV            | \$ 83.20             |
| SLB1            | \$ 135.20            |
| SLB2            | \$ 269.60            |
| SLBA            | \$ 135.20            |
| SLBC            | \$ 1,797.60          |
| SLBE            | \$ 3,161.60          |
| SLBL            | \$ 1,348.00          |
| SLBT            | \$ 899.20            |
| SLBV            | \$ 324.00            |
| SLBX            | \$ 449.60            |
| SLC1            | \$ 449.60            |
| SLC2            | \$ 748.80            |
| SLCA            | \$ 325.60            |
| SLCC            | \$ 316.80            |
| SLCE            | \$ 7,488.00          |
| SLCL            | \$ 2,995.20          |
| SLCT            | \$ 2,246.40          |
| SLCV            | \$ 1,123.20          |
| SLCX            | \$ 1,497.60          |
| SLD1            | \$ 1,423.20          |
| SLD2            | \$ 2,371.20          |
| SLDC            | \$ 15,808.00         |
| SLDE            | \$ 15,808.00         |
| SLDL            | \$ 14,227.20         |
| SLDT            | \$ 11,856.00         |
| SLDV            | \$ 4,742.40          |
| SLDX            | \$ 7,904.00          |
| SLER            | \$ 28.80             |
| SLF1            | \$ 135.20            |
| SLF2            | \$ 224.80            |



**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM  
COMMERCIAL MSRP PRICING DISCOUNTED BY 20%**

| <b>SMA Item</b> | <b>Renewal Price</b> |
|-----------------|----------------------|
| SLFC            | \$ 2,995.20          |
| SLFE            | \$ 3,744.00          |
| SLFL            | \$ 2,246.40          |
| SLFT            | \$ 1,497.60          |
| SLFV            | \$ 449.60            |
| SLFX            | \$ 748.80            |
| SLG1            | \$ 135.20            |
| SLG2            | \$ 224.80            |
| SLGC            | \$ 2,995.20          |
| SLGE            | \$ 3,744.00          |
| SLGL            | \$ 2,246.40          |
| SLGT            | \$ 1,497.60          |
| SLGV            | \$ 449.60            |
| SLGX            | \$ 748.80            |
| SLH1            | \$ 790.40            |
| SLH2            | \$ 1,185.60          |
| SLHC            | \$ 3,952.00          |
| SLHE            | \$ 3,952.00          |
| SLHL            | \$ 3,952.00          |
| SLHT            | \$ 3,161.60          |
| SLHV            | \$ 1,580.80          |
| SLHX            | \$ 2,371.20          |
| SLJ1            | \$ 1,348.00          |
| SLJ2            | \$ 2,246.40          |
| SLJC            | \$ 14,976.00         |
| SLJE            | \$ 14,976.00         |
| SLJL            | \$ 13,478.40         |
| SLJT            | \$ 11,232.00         |
| SLJV            | \$ 4,492.80          |
| SLJX            | \$ 7,488.00          |
| SLK1            | \$ 1,348.00          |
| SLK2            | \$ 2,696.00          |
| SLKC            | \$ 14,976.00         |
| SLKE            | \$ 14,976.00         |
| SLKL            | \$ 13,478.40         |
| SLKT            | \$ 8,985.60          |
| SLKV            | \$ 3,235.20          |
| SLKX            | \$ 4,492.80          |
| SLL1            | \$ 1,423.20          |
| SLL2            | \$ 2,696.00          |
| SLLC            | \$ 15,808.00         |
| SLL E           | \$ 15,808.00         |
| SLLL            | \$ 14,227.20         |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM  
COMMERCIAL MSRP PRICING DISCOUNTED BY 20%**

| <b>SMA Item</b> | <b>Renewal Price</b> |
|-----------------|----------------------|
| SLLT            | \$ 11,856.00         |
| SLLV            | \$ 4,742.40          |
| SLLX            | \$ 7,904.00          |
| SLM1            | \$ 1,348.00          |
| SLM2            | \$ 2,246.40          |
| SLMC            | \$ 14,976.00         |
| SLME            | \$ 14,976.00         |
| SLML            | \$ 13,478.40         |
| SLMT            | \$ 11,232.00         |
| SLMV            | \$ 4,492.80          |
| SLMX            | \$ 7,488.00          |
| SLMZ            | \$ 150.40            |
| SLN1            | \$ 1,348.00          |
| SLN2            | \$ 2,246.40          |
| SLNC            | \$ 14,976.00         |
| SLNE            | \$ 14,976.00         |
| SLNL            | \$ 13,478.40         |
| SLNT            | \$ 11,232.00         |
| SLNV            | \$ 4,492.80          |
| SLNX            | \$ 7,488.00          |
| SLP1            | \$ 1,348.00          |
| SLP2            | \$ 2,246.40          |
| SLPC            | \$ 14,976.00         |
| SLPE            | \$ 14,976.00         |
| SLPL            | \$ 13,478.40         |
| SLPT            | \$ 11,232.00         |
| SLPV            | \$ 4,492.80          |
| SLPX            | \$ 7,488.00          |
| SLR1            | \$ 1,348.00          |
| SLR2            | \$ 2,246.40          |
| SLRC            | \$ 14,976.00         |
| SLRE            | \$ 14,976.00         |
| SLRL            | \$ 13,478.40         |
| SLRT            | \$ 11,232.00         |
| SLRV            | \$ 4,492.80          |
| SLRX            | \$ 7,488.00          |
| SLT1            | \$ 95.20             |
| SLT2            | \$ 202.40            |
| SLTC            | \$ 1,264.80          |
| SLTE            | \$ 3,161.60          |
| SLTL            | \$ 948.80            |
| SLTT            | \$ 632.80            |
| SLTV            | \$ 228.00            |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM  
COMMERCIAL MSRP PRICING DISCOUNTED BY 20%**

| <b>SMA Item</b> | <b>Renewal Price</b> |
|-----------------|----------------------|
| SLTX            | \$ 316.80            |
| SLW1            | \$ 135.20            |
| SLW2            | \$ 224.80            |
| SLWC            | \$ 2,995.20          |
| SLWE            | \$ 3,744.00          |
| SLWL            | \$ 2,246.40          |
| SLWT            | \$ 1,497.60          |
| SLWX            | \$ 748.80            |
| SLX1            | \$ 135.20            |
| SLX2            | \$ 224.80            |
| SLXC            | \$ 2,995.20          |
| SLXE            | \$ 3,744.00          |
| SLXL            | \$ 2,246.40          |
| SLXT            | \$ 1,497.60          |
| SLXV            | \$ 449.60            |
| SLXX            | \$ 748.80            |
| SLY1            | \$ 1,423.20          |
| SLY2            | \$ 2,371.20          |
| SLYC            | \$ 15,808.00         |
| SLYE            | \$ 15,808.00         |
| SLYL            | \$ 14,227.20         |
| SLYT            | \$ 11,856.00         |
| SLYV            | \$ 4,742.40          |
| SLYX            | \$ 7,904.00          |
| SMAE            | \$ 1,123.20          |
| SMBS            | \$ 3,744.00          |
| SMCL            | \$ 374.40            |
| SMDE            | \$ 3,744.00          |
| SMDL            | \$ 3,744.00          |
| SMDS            | \$ 3,744.00          |
| SMF1            | \$ 1,348.00          |
| SMF2            | \$ 2,696.00          |
| SMFC            | \$ 14,976.00         |
| SMFE            | \$ 14,976.00         |
| SMFL            | \$ 13,478.40         |
| SMFT            | \$ 8,985.60          |
| SMFV            | \$ 3,235.20          |
| SMFX            | \$ 4,492.80          |
| SMG1            | \$ 1,348.00          |
| SMG2            | \$ 2,696.00          |
| SMGC            | \$ 14,976.00         |
| SMGE            | \$ 14,976.00         |
| SMGL            | \$ 13,478.40         |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM  
COMMERCIAL MSRP PRICING DISCOUNTED BY 20%**

| <b>SMA Item</b> | <b>Renewal Price</b> |
|-----------------|----------------------|
| SMGT            | \$ 8,985.60          |
| SMGV            | \$ 3,235.20          |
| SMGX            | \$ 4,492.80          |
| SMHM            | \$ 3,744.00          |
| SMJ1            | \$ 135.20            |
| SMJ2            | \$ 269.60            |
| SMJC            | \$ 1,797.60          |
| SMJE            | \$ 2,246.40          |
| SMJL            | \$ 1,348.00          |
| SMJT            | \$ 899.20            |
| SMJV            | \$ 324.00            |
| SMJX            | \$ 449.60            |
| SMM1            | \$ 899.20            |
| SMM2            | \$ 599.20            |
| SMMC            | \$ 112.80            |
| SMME            | \$ 97.60             |
| SMML            | \$ 150.40            |
| SMMT            | \$ 224.80            |
| SMMV            | \$ 449.60            |
| SMMX            | \$ 300.00            |
| SMN1            | \$ 135.20            |
| SMN2            | \$ 269.60            |
| SMNC            | \$ 1,797.60          |
| SMNE            | \$ 2,246.40          |
| SMNL            | \$ 1,348.00          |
| SMNT            | \$ 899.20            |
| SMNV            | \$ 324.00            |
| SMP1            | \$ 899.20            |
| SMP2            | \$ 1,198.40          |
| SMPL            | \$ 7,488.00          |
| SMPT            | \$ 5,616.00          |
| SMPV            | \$ 2,246.40          |
| SMPX            | \$ 2,995.20          |
| SMST            | \$ 3,744.00          |
| SMT1            | \$ 135.20            |
| SMT2            | \$ 339.20            |
| SMTC            | \$ 2,995.20          |
| SMTE            | \$ 3,744.00          |
| SMTL            | \$ 2,246.40          |
| SMTT            | \$ 1,497.60          |
| SMTV            | \$ 449.60            |
| SMTX            | \$ 748.80            |
| SMUC            | \$ 3,744.00          |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM  
COMMERCIAL MSRP PRICING DISCOUNTED BY 20%**

| <b>SMA Item</b> | <b>Renewal Price</b> |
|-----------------|----------------------|
| SMUE            | \$ 3,744.00          |
| SMV1            | \$ 135.20            |
| SMV2            | \$ 339.20            |
| SMVC            | \$ 2,912.00          |
| SMVE            | \$ 3,744.00          |
| SMVL            | \$ 2,246.40          |
| SMVT            | \$ 1,497.60          |
| SMVV            | \$ 449.60            |
| SMVX            | \$ 748.80            |
| SMW1            | \$ 135.20            |
| SMW2            | \$ 224.80            |
| SMWC            | \$ 2,995.20          |
| SMWE            | \$ 3,744.00          |
| SMWL            | \$ 2,246.40          |
| SMWT            | \$ 1,497.60          |
| SMWV            | \$ 449.60            |
| SMWX            | \$ 748.80            |
| SMX1            | \$ 135.20            |
| SMX2            | \$ 269.60            |
| SMXC            | \$ 1,797.60          |
| SMXE            | \$ 2,246.40          |
| SMXL            | \$ 1,348.00          |
| SMXT            | \$ 899.20            |
| SMXV            | \$ 324.00            |
| SMXX            | \$ 449.60            |
| SMY1            | \$ 135.20            |
| SMY2            | \$ 269.60            |
| SMYC            | \$ 1,797.60          |
| SMYE            | \$ 2,246.40          |
| SMYL            | \$ 1,348.00          |
| SMYT            | \$ 899.20            |
| SMYV            | \$ 324.00            |
| SMYX            | \$ 449.60            |
| SMZ1            | \$ 135.20            |
| SMZ2            | \$ 224.80            |
| SMZC            | \$ 2,995.20          |
| SMZE            | \$ 3,744.00          |
| SMZL            | \$ 2,246.40          |
| SMZT            | \$ 1,497.60          |
| SMZV            | \$ 449.60            |
| SMZX            | \$ 748.80            |
| SNB1            | \$ 142.40            |
| SNB2            | \$ 237.60            |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM  
COMMERCIAL MSRP PRICING DISCOUNTED BY 20%**

| <b>SMA Item</b> | <b>Renewal Price</b> |
|-----------------|----------------------|
| SNBC            | \$ 3,161.60          |
| SNBE            | \$ 3,952.00          |
| SNBL            | \$ 2,371.20          |
| SNBT            | \$ 1,580.80          |
| SNBV            | \$ 474.40            |
| SNBX            | \$ 790.40            |
| SNC1            | \$ 135.20            |
| SNC2            | \$ 224.80            |
| SNCC            | \$ 2,995.20          |
| SNCE            | \$ 3,744.00          |
| SNCL            | \$ 2,246.40          |
| SNCT            | \$ 1,497.60          |
| SNCV            | \$ 449.60            |
| SNCX            | \$ 748.80            |
| SND1            | \$ 95.20             |
| SND2            | \$ 142.40            |
| SNDC            | \$ 1,580.80          |
| SNDE            | \$ 3,161.60          |
| SNDL            | \$ 948.80            |
| SNDT            | \$ 632.80            |
| SNDV            | \$ 237.60            |
| SNDX            | \$ 316.80            |
| SNE1            | \$ 142.40            |
| SNE2            | \$ 237.60            |
| SNEC            | \$ 3,161.60          |
| SNEE            | \$ 3,952.00          |
| SNEL            | \$ 2,371.20          |
| SNET            | \$ 1,580.80          |
| SNEV            | \$ 474.40            |
| SNEX            | \$ 790.40            |
| SNF1            | \$ 95.20             |
| SNF2            | \$ 142.40            |
| SNFC            | \$ 1,580.80          |
| SNFE            | \$ 3,161.60          |
| SNFL            | \$ 948.80            |
| SNFT            | \$ 632.80            |
| SNFV            | \$ 237.60            |
| SNFX            | \$ 316.80            |
| SNG1            | \$ 142.40            |
| SNG2            | \$ 237.60            |
| SNGC            | \$ 3,161.60          |
| SNGE            | \$ 3,952.00          |
| SNGL            | \$ 2,371.20          |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM  
COMMERCIAL MSRP PRICING DISCOUNTED BY 20%**

| <b>SMA Item</b> | <b>Renewal Price</b> |
|-----------------|----------------------|
| SNGT            | \$ 1,580.80          |
| SNGV            | \$ 474.40            |
| SNGX            | \$ 790.40            |
| SNH1            | \$ 142.40            |
| SNH2            | \$ 237.60            |
| SNHC            | \$ 3,161.60          |
| SNHE            | \$ 3,952.00          |
| SNHL            | \$ 2,371.20          |
| SNHT            | \$ 1,580.80          |
| SNHV            | \$ 474.40            |
| SNHX            | \$ 790.40            |
| SNJ1            | \$ 142.40            |
| SNJ2            | \$ 237.60            |
| SNJC            | \$ 3,161.60          |
| SNJE            | \$ 3,952.00          |
| SNJL            | \$ 2,371.20          |
| SNJT            | \$ 1,580.80          |
| SNJV            | \$ 474.40            |
| SNJX            | \$ 790.40            |
| SNK1            | \$ 142.40            |
| SNK2            | \$ 237.60            |
| SNKC            | \$ 3,161.60          |
| SNKE            | \$ 3,952.00          |
| SNKL            | \$ 2,371.20          |
| SNKT            | \$ 1,580.80          |
| SNKV            | \$ 474.40            |
| SNKX            | \$ 790.40            |
| SNL1            | \$ 95.20             |
| SNL2            | \$ 142.40            |
| SNLC            | \$ 1,580.80          |
| SNLE            | \$ 3,161.60          |
| SNLL            | \$ 948.80            |
| SNLT            | \$ 632.80            |
| SNLV            | \$ 237.60            |
| SNLX            | \$ 316.80            |
| SNM1            | \$ 142.40            |
| SNM2            | \$ 237.60            |
| SNMC            | \$ 3,161.60          |
| SNME            | \$ 3,952.00          |
| SNML            | \$ 2,371.20          |
| SNMT            | \$ 1,580.80          |
| SNMV            | \$ 474.40            |
| SNMX            | \$ 790.40            |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM  
COMMERCIAL MSRP PRICING DISCOUNTED BY 20%**

| <b>SMA Item</b> | <b>Renewal Price</b> |
|-----------------|----------------------|
| SNN1            | \$ 135.20            |
| SNN2            | \$ 224.80            |
| SNNC            | \$ 2,995.20          |
| SNNE            | \$ 3,744.00          |
| SNNL            | \$ 2,246.40          |
| SNNT            | \$ 1,497.60          |
| SNNV            | \$ 449.60            |
| SNNX            | \$ 748.80            |
| SNP1            | \$ 135.20            |
| SNP2            | \$ 224.80            |
| SNPC            | \$ 2,995.20          |
| SNPE            | \$ 3,744.00          |
| SNPL            | \$ 2,246.40          |
| SNPT            | \$ 1,497.60          |
| SNPV            | \$ 449.60            |
| SNPX            | \$ 748.80            |
| SNR1            | \$ 142.40            |
| SNR2            | \$ 237.60            |
| SNRC            | \$ 3,161.60          |
| SNRE            | \$ 3,952.00          |
| SNRL            | \$ 2,371.20          |
| SNRT            | \$ 1,580.80          |
| SNRV            | \$ 474.40            |
| SNRX            | \$ 790.40            |
| SNS1            | \$ 142.40            |
| SNS2            | \$ 237.60            |
| SNSC            | \$ 3,161.60          |
| SNSE            | \$ 3,952.00          |
| SNSL            | \$ 2,371.20          |
| SNST            | \$ 1,580.80          |
| SNSV            | \$ 474.40            |
| SNSX            | \$ 790.40            |
| SNT1            | \$ 135.20            |
| SNT2            | \$ 224.80            |
| SNTC            | \$ 2,995.20          |
| SNTE            | \$ 3,744.00          |
| SNTL            | \$ 2,246.40          |
| SNTT            | \$ 1,497.60          |
| SNTV            | \$ 449.60            |
| SNTX            | \$ 748.80            |
| SNU1            | \$ 142.40            |
| SNU2            | \$ 237.60            |
| SNUC            | \$ 3,161.60          |



**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM  
COMMERCIAL MSRP PRICING DISCOUNTED BY 20%**

| <b>SMA Item</b> | <b>Renewal Price</b> |
|-----------------|----------------------|
| SNUE            | \$ 3,952.00          |
| SNUL            | \$ 2,371.20          |
| SNUT            | \$ 1,580.80          |
| SNUV            | \$ 474.40            |
| SNUX            | \$ 790.40            |
| SNV1            | \$ 142.40            |
| SNV2            | \$ 237.60            |
| SNVC            | \$ 3,161.60          |
| SNVE            | \$ 3,952.00          |
| SNVL            | \$ 2,371.20          |
| SNVT            | \$ 1,580.80          |
| SNVV            | \$ 474.40            |
| SNVX            | \$ 790.40            |
| SNW1            | \$ 7,488.00          |
| SNW2            | \$ 7,488.00          |
| SNWC            | \$ 24,710.40         |
| SNWE            | \$ 26,208.00         |
| SNWL            | \$ 22,464.00         |
| SNWT            | \$ 18,720.00         |
| SNWV            | \$ 7,488.00          |
| SNWX            | \$ 11,232.00         |
| SNX1            | \$ 90.40             |
| SNX2            | \$ 192.00            |
| SNXC            | \$ 1,198.40          |
| SNXE            | \$ 2,995.20          |
| SNXL            | \$ 899.20            |
| SNXT            | \$ 599.20            |
| SNXV            | \$ 216.00            |
| SNXX            | \$ 300.00            |
| SNY1            | \$ 142.40            |
| SNY2            | \$ 237.60            |
| SNYC            | \$ 3,161.60          |
| SNYE            | \$ 3,952.00          |
| SNYL            | \$ 2,371.20          |
| SNYT            | \$ 1,580.80          |
| SNYV            | \$ 474.40            |
| SNYX            | \$ 790.40            |
| SNZ1            | \$ 142.40            |
| SNZ2            | \$ 237.60            |
| SNZC            | \$ 3,161.60          |
| SNZE            | \$ 3,952.00          |
| SNZL            | \$ 2,371.20          |
| SNZT            | \$ 1,580.80          |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM  
COMMERCIAL MSRP PRICING DISCOUNTED BY 20%**

| <b>SMA Item</b> | <b>Renewal Price</b> |
|-----------------|----------------------|
| SNZV            | \$ 474.40            |
| SNZX            | \$ 790.40            |
| SPE-100L-UNLTD  | \$ 23,712.00         |
| SPE-10L-UNLTD   | \$ 7,904.00          |
| SPE-1L1W        | \$ 790.40            |
| SPE-1L-SERVER   | \$ 1,264.80          |
| SPE-1L-UNLTD    | \$ 2,371.20          |
| SPE-25L-UNLTD   | \$ 11,856.00         |
| SPE-2L-UNLTD    | \$ 3,161.60          |
| SPE-50L-UNLTD   | \$ 15,808.00         |
| SPE-5L-UNLTD    | \$ 5,928.00          |
| SPE-AALZ        | \$ 632.80            |
| SPE-ACAA        | \$ 158.40            |
| SPE-ACE         | \$ 790.40            |
| SPE-ACE-10      | \$ 2,371.20          |
| SPE-ACE-100     | \$ 3,952.00          |
| SPE-ACE-2       | \$ 1,185.60          |
| SPE-ACE-25      | \$ 3,161.60          |
| SPE-ACE-5       | \$ 1,580.80          |
| SPE-ACE-50      | \$ 3,952.00          |
| SPE-ACE-ENT     | \$ 3,952.00          |
| SPE-BBSDK-1     | \$ 1,423.20          |
| SPE-BBSDK-10    | \$ 7,904.00          |
| SPE-BBSDK-100   | \$ 15,808.00         |
| SPE-BBSDK-2     | \$ 2,371.20          |
| SPE-BBSDK-25    | \$ 11,856.00         |
| SPE-BBSDK-5     | \$ 4,742.40          |
| SPE-BBSDK-50    | \$ 14,227.20         |
| SPE-BBSDK-ENT   | \$ 15,808.00         |
| SPE-DGIS        | \$ 948.80            |
| SPE-DGIS-10     | \$ 2,845.60          |
| SPE-DGIS-100    | \$ 4,742.40          |
| SPE-DGIS-2      | \$ 1,423.20          |
| SPE-DGIS-25     | \$ 3,794.40          |
| SPE-DGIS-5      | \$ 1,897.60          |
| SPE-DGIS-50     | \$ 4,742.40          |
| SPE-DGIS-ENT    | \$ 4,742.40          |
| SPE-DHLCSECOM   | \$ 95.20             |
| SPE-DHLEAPI-10  | \$ 316.80            |
| SPE-DHLEAPI-100 | \$ 1,580.80          |
| SPE-DHLEAPI-2   | \$ 142.40            |
| SPE-DHLEAPI-25  | \$ 632.80            |
| SPE-DHLEAPI-5   | \$ 237.60            |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM  
COMMERCIAL MSRP PRICING DISCOUNTED BY 20%**

| <b>SMA Item</b>  | <b>Renewal Price</b> |
|------------------|----------------------|
| SPE-DHLEAPI-50   | \$ 948.80            |
| SPE-DHLEAPI-ENT  | \$ 3,161.60          |
| SPE-DHLECOMAPI   | \$ 95.20             |
| SPE-DHLES-10     | \$ 316.80            |
| SPE-DHLES-100    | \$ 1,580.80          |
| SPE-DHLES-2      | \$ 142.40            |
| SPE-DHLES-25     | \$ 632.80            |
| SPE-DHLES-5      | \$ 237.60            |
| SPE-DHLES-50     | \$ 948.80            |
| SPE-DHLES-ENT    | \$ 3,161.60          |
| SPE-DHLXMLPI     | \$ 95.20             |
| SPE-DHLXMLPI-10  | \$ 316.80            |
| SPE-DHLXMLPI-100 | \$ 1,580.80          |
| SPE-DHLXMLPI-2   | \$ 142.40            |
| SPE-DHLXMLPI-25  | \$ 632.80            |
| SPE-DHLXMLPI-5   | \$ 237.60            |
| SPE-DHLXMLPI-50  | \$ 948.80            |
| SPE-DHLXMLPI-ENT | \$ 3,161.60          |
| SPE-FEDEX        | \$ -                 |
| SPE-FSMS         | \$ -                 |
| SPE-FSP-1        | \$ 95.20             |
| SPE-FSP-10       | \$ 316.80            |
| SPE-FSP-100      | \$ 1,264.80          |
| SPE-FSP-2        | \$ 202.40            |
| SPE-FSP-25       | \$ 632.80            |
| SPE-FSP-5        | \$ 228.00            |
| SPE-FSP-50       | \$ 948.80            |
| SPE-FSP-ENT      | \$ 3,161.60          |
| SPE-FSPWS-1      | \$ 95.20             |
| SPE-FSPWS-10     | \$ 316.80            |
| SPE-FSPWS-100    | \$ 1,264.80          |
| SPE-FSPWS-2      | \$ 202.40            |
| SPE-FSPWS-25     | \$ 632.80            |
| SPE-FSPWS-5      | \$ 228.00            |
| SPE-FSPWS-50     | \$ 948.80            |
| SPE-FSPWS-ENT    | \$ 3,161.60          |
| SPE-FT-1         | \$ 1,423.20          |
| SPE-FT-10        | \$ 7,904.00          |
| SPE-FT-100       | \$ 15,808.00         |
| SPE-FT-2         | \$ 2,371.20          |
| SPE-FT-25        | \$ 11,856.00         |
| SPE-FT-5         | \$ 4,742.40          |
| SPE-FT-50        | \$ 14,227.20         |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM  
COMMERCIAL MSRP PRICING DISCOUNTED BY 20%**

| <b>SMA Item</b> | <b>Renewal Price</b> |
|-----------------|----------------------|
| SPE-FT-ENT      | \$ 15,808.00         |
| SPE-FTWS-1      | \$ 1,423.20          |
| SPE-FWS         | \$ -                 |
| SPE-GSO         | \$ 142.40            |
| SPE-GSO-10      | \$ 790.40            |
| SPE-GSO-100     | \$ 3,161.60          |
| SPE-GSO-2       | \$ 237.60            |
| SPE-GSO-25      | \$ 1,580.80          |
| SPE-GSO-5       | \$ 474.40            |
| SPE-GSO-50      | \$ 2,371.20          |
| SPE-GSO-ENT     | \$ 3,952.00          |
| SPE-H1          | \$ 790.40            |
| SPE-H2          | \$ 1,580.80          |
| SPE-H3          | \$ 1,185.60          |
| SPE-HAZFO       | \$ 790.40            |
| SPE-HAZFO-10    | \$ 2,371.20          |
| SPE-HAZFO-100   | \$ 3,952.00          |
| SPE-HAZFO-2     | \$ 1,185.60          |
| SPE-HAZFO-25    | \$ 3,161.60          |
| SPE-HAZFO-5     | \$ 1,580.80          |
| SPE-HAZFO-50    | \$ 3,952.00          |
| SPE-HAZFO-ENT   | \$ 3,952.00          |
| SPE-HC          | \$ 237.60            |
| SPE-HL          | \$ 316.80            |
| SPE-HT          | \$ 474.40            |
| SPE-HX          | \$ 790.40            |
| SPE-LSO         | \$ 142.40            |
| SPE-LSO-10      | \$ 790.40            |
| SPE-LSO-100     | \$ 3,161.60          |
| SPE-LSO-2       | \$ 237.60            |
| SPE-LSO-25      | \$ 1,580.80          |
| SPE-LSO-5       | \$ 474.40            |
| SPE-LSO-50      | \$ 2,371.20          |
| SPE-LSO-ENT     | \$ 3,952.00          |
| SPE-LTLCZ       | \$ 142.40            |
| SPE-LTLCZ-10    | \$ 790.40            |
| SPE-LTLCZ-100   | \$ 3,161.60          |
| SPE-LTLCZ-2     | \$ 237.60            |
| SPE-LTLCZ-25    | \$ 1,580.80          |
| SPE-LTLCZ-5     | \$ 474.40            |
| SPE-LTLCZ-50    | \$ 2,371.20          |
| SPE-LTLCZ-ENT   | \$ 3,952.00          |
| SPE-MDC-1       | \$ 142.40            |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM  
COMMERCIAL MSRP PRICING DISCOUNTED BY 20%**

| <b>SMA Item</b> | <b>Renewal Price</b> |
|-----------------|----------------------|
| SPE-MDC-10      | \$ 790.40            |
| SPE-MDC-100     | \$ 3,161.60          |
| SPE-MDC-2       | \$ 237.60            |
| SPE-MDC-25      | \$ 1,580.80          |
| SPE-MDC-5       | \$ 474.40            |
| SPE-MDC-50      | \$ 2,371.20          |
| SPE-MDC-ENT     | \$ 3,952.00          |
| SPE-ONT         | \$ 142.40            |
| SPE-ONT-10      | \$ 790.40            |
| SPE-ONT-100     | \$ 3,161.60          |
| SPE-ONT-2       | \$ 237.60            |
| SPE-ONT-25      | \$ 1,580.80          |
| SPE-ONT-5       | \$ 474.40            |
| SPE-ONT-50      | \$ 2,371.20          |
| SPE-ONT-ENT     | \$ 3,952.00          |
| SPE-RCSFEE      | \$ 120.80            |
| SPE-SPEED       | \$ 142.40            |
| SPE-SPEED-10    | \$ 790.40            |
| SPE-SPEED-100   | \$ 3,161.60          |
| SPE-SPEED-2     | \$ 237.60            |
| SPE-SPEED-25    | \$ 1,580.80          |
| SPE-SPEED-5     | \$ 474.40            |
| SPE-SPEED-50    | \$ 2,371.20          |
| SPE-SPEED-ENT   | \$ 3,952.00          |
| SPE-SS1         | \$ 384.00            |
| SPE-T1          | \$ 95.20             |
| SPE-T2          | \$ 202.40            |
| SPE-TC          | \$ 1,264.80          |
| SPE-TE          | \$ 3,161.60          |
| SPE-TL          | \$ 948.80            |
| SPE-TT          | \$ 632.80            |
| SPE-TV          | \$ 228.00            |
| SPE-TX          | \$ 316.80            |
| SPE-UNLTD       | \$ 39,520.00         |
| SPE-UPS         | \$ -                 |
| SPE-UPSAF-1     | \$ 142.40            |
| SPE-UPSAF-10    | \$ 790.40            |
| SPE-UPSAF-100   | \$ 3,161.60          |
| SPE-UPSAF-2     | \$ 237.60            |
| SPE-UPSAF-25    | \$ 1,580.80          |
| SPE-UPSAF-5     | \$ 474.40            |
| SPE-UPSAF-50    | \$ 2,371.20          |
| SPE-UPSAF-API-1 | \$ 142.40            |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM  
COMMERCIAL MSRP PRICING DISCOUNTED BY 20%**

| <b>SMA Item</b>  | <b>Renewal Price</b> |
|------------------|----------------------|
| SPE-UPSAF-ENT    | \$ 3,952.00          |
| SPE-UPSAPI       | \$ -                 |
| SPE-UPS-CCR      | \$ 325.60            |
| SPE-UPSCS        | \$ -                 |
| SPE-UPSDMI-10    | \$ 316.80            |
| SPE-UPSDMI-100   | \$ 1,264.80          |
| SPE-UPSDMI-2     | \$ 224.80            |
| SPE-UPSDMI-25    | \$ 632.80            |
| SPE-UPSDMI-5     | \$ 228.00            |
| SPE-UPSDMI-50    | \$ 948.80            |
| SPE-UPSDMI-ENT   | \$ 3,161.60          |
| SPE-UPSMI-1      | \$ 135.20            |
| SPE-UPSSP-1      | \$ 95.20             |
| SPE-UPSSP-10     | \$ 316.80            |
| SPE-UPSSP-100    | \$ 1,264.80          |
| SPE-UPSSP-2      | \$ 202.40            |
| SPE-UPSSP-25     | \$ 632.80            |
| SPE-UPSSP-5      | \$ 228.00            |
| SPE-UPSSP-50     | \$ 948.80            |
| SPE-UPSSP-ENT    | \$ 3,161.60          |
| SPE-UPSTDCBC-1   | \$ 1,423.20          |
| SPE-UPSTDCBC-10  | \$ 7,904.00          |
| SPE-UPSTDCBC-100 | \$ 15,808.00         |
| SPE-UPSTDCBC-2   | \$ 2,371.20          |
| SPE-UPSTDCBC-25  | \$ 11,856.00         |
| SPE-UPSTDCBC-5   | \$ 4,742.40          |
| SPE-UPS-TDCBC-50 | \$ 14,227.20         |
| SPE-UPSTDCBC-ENT | \$ 15,808.00         |
| SPE-USPS         | \$ -                 |
| SPE-USPSCS       | \$ -                 |
| SS1M             | \$ 730.40            |
| SS2M             | \$ 1,572.80          |
| SSCA             | \$ 158.40            |
| SSD1             | \$ 224.80            |
| SSFC             | \$ 224.80            |
| SSH1             | \$ 790.40            |
| SSH2             | \$ 1,580.80          |
| SSHC             | \$ 237.60            |
| SSHE             | \$ 38,788.00         |
| SSHL             | \$ 316.80            |
| SSHT             | \$ 474.40            |
| SSHV             | \$ 1,185.60          |
| SSHX             | \$ 790.40            |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM  
COMMERCIAL MSRP PRICING DISCOUNTED BY 20%**

| <b>SMA Item</b> | <b>Renewal Price</b> |
|-----------------|----------------------|
| SSJ1            | \$ 1,872.00          |
| SSJ2            | \$ 2,995.20          |
| SSJC            | \$ 26,208.00         |
| SSJE            | \$ 74,880.00         |
| SSJL            | \$ 18,720.00         |
| SSJT            | \$ 11,232.00         |
| SSJV            | \$ 3,744.00          |
| SSJX            | \$ 5,616.00          |
| SSK1            | \$ 374.40            |
| SSK2            | \$ 599.20            |
| SSKC            | \$ 4,492.80          |
| SSKL            | \$ 3,744.00          |
| SSKT            | \$ 2,246.40          |
| SSKV            | \$ 1,123.20          |
| SSKX            | \$ 1,872.00          |
| SSL1            | \$ 790.40            |
| SSL2            | \$ 3,161.60          |
| SSLC            | \$ 23,712.00         |
| SSLE            | \$ 39,520.00         |
| SSLL            | \$ 15,808.00         |
| SSLN            | \$ 2,371.20          |
| SSLS            | \$ 1,264.80          |
| SSLT            | \$ 11,856.00         |
| SSLV            | \$ 5,928.00          |
| SSLX            | \$ 7,904.00          |
| SSLZ            | \$ 632.80            |
| SSN1            | \$ 3,744.00          |
| SSN2            | \$ 5,990.40          |
| SSNC            | \$ 52,416.00         |
| SSNE            | \$ 74,880.00         |
| SSNL            | \$ 37,440.00         |
| SSNT            | \$ 22,464.00         |
| SSNV            | \$ 7,488.00          |
| SSNX            | \$ 11,232.00         |
| SSPC            | \$ 224.80            |
| SSPT            | \$ 249.60            |
| SSR0            | \$ 33.60             |
| SSSP            | \$ 384.00            |
| SSTSIMPLESINGLE | \$ 1,072.00          |
| SSVS            | \$ 495.20            |
| SSY1            | \$ 1,423.20          |
| SSY2            | \$ 2,371.20          |
| SSYC            | \$ 15,808.00         |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM  
COMMERCIAL MSRP PRICING DISCOUNTED BY 20%**

| SMA Item | Renewal Price |
|----------|---------------|
| SSYE     | \$ 15,808.00  |
| SSYL     | \$ 14,227.20  |
| SSYT     | \$ 11,856.00  |
| SSYV     | \$ 4,742.40   |
| SSYX     | \$ 7,904.00   |
| SSZ1     | \$ 790.40     |
| SSZ2     | \$ 1,185.60   |
| SSZC     | \$ 3,952.00   |
| SSZE     | \$ 3,952.00   |
| SSZL     | \$ 3,952.00   |
| SSZT     | \$ 3,161.60   |
| SSZV     | \$ 1,580.80   |
| SSZX     | \$ 2,371.20   |
| SUD1     | \$ 224.80     |
| SUF1     | \$ 449.60     |
| SUF2     | \$ 748.80     |
| SUFC     | \$ 3,744.00   |
| SUFL     | \$ 2,995.20   |
| SUFT     | \$ 2,246.40   |
| SUFV     | \$ 1,123.20   |
| SUG1     | \$ 449.60     |
| SUG2     | \$ 748.80     |
| SUGC     | \$ 3,744.00   |
| SUGE     | \$ 7,488.00   |
| SUGL     | \$ 2,995.20   |
| SUGT     | \$ 2,246.40   |
| SUGV     | \$ 1,123.20   |
| SUGX     | \$ 1,497.60   |
| SUR1     | \$ 449.60     |
| SUR2     | \$ 748.80     |
| SURC     | \$ 7,488.00   |
| SURE     | \$ 3,744.00   |
| SURL     | \$ 2,995.20   |
| SURT     | \$ 2,246.40   |
| SURV     | \$ 1,123.20   |
| SURX     | \$ 1,497.60   |
| SUU1     | \$ 224.80     |
| SW10     | \$ 524.80     |
| SW20     | \$ 748.80     |
| SWS1     | \$ 674.40     |
| SWS2     | \$ 973.60     |
| T25B     | \$ 724.00     |
| T25C     | \$ 850.40     |



**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM  
COMMERCIAL MSRP PRICING DISCOUNTED BY 20%**

| <b>SMA Item</b> | <b>Renewal Price</b> |
|-----------------|----------------------|
| T25D            | \$ 1,040.00          |
| T25E            | \$ 1,230.40          |
| T25S            | \$ 394.40            |
| T2K1            | \$ 490.40            |
| T2RH            | \$ 850.40            |
| T2RJ            | \$ 1,040.00          |
| T2RK            | \$ 1,562.40          |
| T2RL            | \$ 2,036.00          |
| T2X1            | \$ 1,362.40          |
| T2X2            | \$ 1,072.00          |
| T2X3            | \$ 730.40            |
| T2X4            | \$ 602.40            |
| T528            | \$ 172.00            |
| T52C            | \$ 1,983.20          |
| T52D            | \$ 2,931.20          |
| T545            | \$ 126.40            |
| T550            | \$ 495.20            |
| T56A            | \$ 275.20            |
| T56B            | \$ 607.20            |
| T56C            | \$ 670.40            |
| T5C3            | \$ 79.20             |
| T5C4            | \$ 37.60             |
| T5F1            | \$ 237.60            |
| T5F2            | \$ 119.20            |
| T5F8            | \$ 324.80            |
| T5FF            | \$ 198.40            |
| T5FG            | \$ 198.40            |
| T5FM            | \$ 149.60            |
| T5L1            | \$ 1,291.20          |
| T5L3            | \$ 568.80            |
| T5LE            | \$ 668.00            |
| T5LP            | \$ 1,148.80          |
| T5LX            | \$ 1,464.80          |
| T5MC            | \$ 34,620.00         |
| T5ML            | \$ 20,867.20         |
| T5MX            | \$ 4,861.60          |
| T5NL            | \$ 79.20             |
| T5PR            | \$ 126.40            |
| T5R0            | \$ 974.40            |
| T5SC            | \$ 7,825.60          |
| T5SL            | \$ 4,704.00          |
| T5SU            | \$ 126.40            |
| T5SX            | \$ 1,099.20          |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM  
COMMERCIAL MSRP PRICING DISCOUNTED BY 20%**

| <b>SMA Item</b> | <b>Renewal Price</b> |
|-----------------|----------------------|
| T5UC            | \$ 552.80            |
| T5VT            | \$ 119.20            |
| T5WC            | \$ 48.00             |
| T5XC            | \$ 2,416.00          |
| T5XE            | \$ 973.60            |
| TI0H            | \$ 401.60            |
| TI5P            | \$ 300.00            |
| TI6P            | \$ 300.00            |
| TI9P            | \$ 300.00            |
| TRMH            | \$ 2,723.20          |
| TRMM            | \$ 2,723.20          |
| TRUH            | \$ 1,378.40          |
| TRUM            | \$ 1,378.40          |
| TSA2            | \$ 394.40            |
| TSA3            | \$ 552.80            |
| TSA4            | \$ 648.00            |
| TSMB            | \$ 170.40            |
| TSMC            | \$ 170.40            |
| VP50            | \$ 495.20            |
| VP51            | \$ 495.20            |
| VS27            | \$ 328.80            |
| VS28            | \$ 155.20            |
| VS42            | \$ 490.40            |
| VS43            | \$ 790.40            |
| VSDE            | \$ 1,312.00          |
| VSDH            | \$ 789.60            |
| VSDP            | \$ 789.60            |
| VSG1            | \$ 32.00             |
| VSG2            | \$ 32.00             |
| VSG3            | \$ 277.60            |
| VSG4            | \$ 1,185.60          |
| VSG5            | \$ 1,976.00          |
| VSN1            | \$ 395.20            |
| VSNC            | \$ 24,660.80         |
| VSNL            | \$ 14,860.00         |
| VSNX            | \$ 3,478.40          |
| VSX1            | \$ 241.60            |
| W9SM            | \$ 44.00             |
| WDF1            | \$ 216.80            |
| WMAP            | \$ 1,406.40          |
| WMAV            | \$ 1,939.20          |
| WMAX            | \$ 2,646.40          |
| WMDE            | \$ 344.80            |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM  
COMMERCIAL MSRP PRICING DISCOUNTED BY 20%**

| <b>SMA Item</b> | <b>Renewal Price</b> |
|-----------------|----------------------|
| WMDP            | \$ 345.60            |
| WMEL            | \$ 345.60            |
| WMEM            | \$ 873.60            |
| WMFB            | \$ 345.60            |
| WMGC            | \$ 786.40            |
| WMLC            | \$ 254.40            |
| WMM7            | \$ 873.60            |
| WMMW            | \$ 873.60            |
| WMPR            | \$ 1,319.20          |
| WMPS            | \$ 873.60            |
| WMSM            | \$ 187.20            |
| WMU2            | \$ 441.60            |
| WP81            | \$ 208.00            |
| WP82            | \$ 374.40            |
| WP83            | \$ 582.40            |
| WPB5            | \$ 54.40             |
| WPCP            | \$ 407.20            |
| WPD1            | \$ 216.80            |
| WPFA            | \$ 46.40             |
| WPMD            | \$ 88.00             |
| WPP5            | \$ 799.20            |
| WPP6            | \$ 1,514.40          |
| WPP7            | \$ 2,512.80          |
| WPP8            | \$ 1,897.60          |
| WPRA            | \$ 1,315.20          |
| WPSA            | \$ 162.40            |
| WPSB            | \$ 814.40            |
| WPSC            | \$ 1,302.40          |
| WPSM            | \$ 187.20            |
| WPSP            | \$ 260.80            |
| WRAA            | \$ 948.80            |
| WRAB            | \$ 948.80            |
| WRAC            | \$ 474.40            |
| WRAD            | \$ 474.40            |
| WRAE            | \$ 349.60            |
| WRAF            | \$ 349.60            |
| WRAG            | \$ 175.20            |
| WRAH            | \$ 175.20            |
| WRAJ            | \$ 88.00             |
| WRAK            | \$ 88.00             |
| WRAM            | \$ 516.00            |
| WRAN            | \$ 516.00            |
| WRAP            | \$ 258.40            |

**PRICING BELOW REFLECTS PITNEY BOWES PRICE LIST XM  
COMMERCIAL MSRP PRICING DISCOUNTED BY 20%**

| <b>SMA Item</b> | <b>Renewal Price</b> |
|-----------------|----------------------|
| WRAQ            | \$ 258.40            |
| WRAR            | \$ 129.60            |
| WRAT            | \$ 129.60            |
| WRAU            | \$ 765.60            |
| WRAV            | \$ 765.60            |
| WRAW            | \$ 383.20            |
| WRAX            | \$ 383.20            |
| WRAY            | \$ 192.00            |
| WRAZ            | \$ 192.00            |
| WRBP            | \$ 948.80            |
| WRBQ            | \$ 1,081.60          |
| WRBR            | \$ 948.80            |
| WRBT            | \$ 901.60            |
| WRBU            | \$ 765.60            |
| WRBX            | \$ 374.40            |
| WRBY            | \$ 582.40            |
| WRBZ            | \$ 208.00            |
| WRCA            | \$ 948.80            |
| WRCD            | \$ 474.40            |
| WRCF            | \$ 237.60            |
| WRCH            | \$ 4,592.80          |
| WRCJ            | \$ 2,296.80          |
| WRCL            | \$ 1,148.80          |
| WRCN            | \$ 566.40            |
| WRCP            | \$ 283.20            |
| WRCR            | \$ 141.60            |
| WRCT            | \$ 2,296.80          |
| WRCV            | \$ 1,148.80          |
| WRCX            | \$ 574.40            |
| WRDA            | \$ 832.00            |
| WRDC            | \$ 416.00            |
| WRDE            | \$ 208.00            |
| WRDG            | \$ 1,664.00          |
| WRDH            | \$ 832.00            |
| WRDI            | \$ 416.00            |
| WSMS            | \$ 828.00            |
| WSMT            | \$ 1,240.00          |
| WSSB            | \$ 162.40            |
| Z6ME            | \$ 566.40            |
| Z6MG            | \$ 987.20            |