

CITY ADMINISTRATOR  
ROBERT OMANS

CITY CLERK  
DEBBIE LEE

FINANCE DIRECTOR  
ROBIN NEWCOMB

PUBLIC WORKS DIRECTOR  
MATHEW BAILEY

POLICE CHIEF  
RICH ALBO

FIRE CHIEF  
ED MILLS

PLANNER  
COLLEDA MONICK

## General Government Committee Agenda

November 26, 2025

8:30 AM



119 W FIRST STREET  
CLE ELUM, WA 98922

MAYOR  
MATTHEW LUNDH

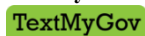
MAYOR PRO TEM  
STEVEN HARPER

GENERAL GOVERNMENT  
COMMITTEE  
STEVEN HARPER - CHAIR  
JERRED WEIS  
AUDREY MALEK

CITY ATTORNEY  
CURTIS CHAMBERS

Join Virtually via Zoom: <https://zoom.us/j/7573184018?pwd=dERndjBJVC9GdVQ1d2ISRExwZFhXZz09>  
Meeting ID: 757 318 4018 Passcode: 98922

Join by Phone: 1-(253)215-8782, Meeting ID: 757 318 4018, Passcode:98922

TextMyGov

Receive city text alerts: text CLEELUM to 91896

**DISCLAIMER:** The City does not guarantee that virtual or telephonic access to the City Council meeting will be available, and the City does not warrant audio quality. Attendees are encouraged to attend in person.

1. **Call to Order, Pledge of Allegiance**
2. **Unfinished Business**
  - a. Animal Incident Form
  - b. CEMC Title 6 Animals — (Update)
  - c. Mobile Vendor Fee — Discussion
3. **New Business**
  - a. General Government Committee — Meeting Minutes — October 22, 2025
  - b. Planning Director Job Description
  - c. Assistant City Administrator Job Description
  - d. William LaRue's Employment Contract
  - e. 2026 Salary Ordinance
  - f. Señor Bones New 5 - Year Lease
  - g. City of Cle Elum Agreement with Upper Kittitas County Senior Center 2025
  - h. Pitney Bowes Leasing Agreement — Renewal
  - i. Ordinance 2025-027 — Interest Income to General Fund
4. **Other Committee Comments**
5. **Adjournment**

# General Government Committee Agenda November 26, 2025

119 W FIRST STREET  
CLE ELUM, WA 98922

## *Upcoming Meetings:*

*Coal Mines Trail Commission Meeting — December 1, 2025, at 4:00 p.m.*

*Public Works & Community Development Committee Meeting — December 3, 2025, at 8:30 a.m.*

*Regular Council Meeting — December 9, 2025, at 6:00 p.m.*

*Lodging Tax & Events Committee Meeting — December 10, 2025, at 8:30 a.m.*

*Historic Preservation Commission Meeting — December 16, 2025, at 3:00 p.m.*

*Planning Commission Meeting — December 16, 2025, at 6:00 p.m.*

*Public Safety & Health Committee Meeting — December 17, 2025, at 1:00 p.m.*

*General Government Committee Meeting — December 24, 2025, at 8:30 a.m.*

# City of Cle Elum Animal Incident Report Form

Cle Elum-Roslyn Police Department  
700 E 1st St, Cle Elum, WA 98922  
Phone: (509) 674-2991

Submit form in person, by mail, or via email to [police@cityofcleelum.com](mailto:police@cityofcleelum.com)

## Instructions

Please fill out this form to report an animal-related incident (e.g., stray animal, dog bite, animal neglect) within the City of Cle Elum, Roslyn, or South Cle Elum. All fields marked with an asterisk (\*) are required. Submit the completed form to the Cle Elum-Roslyn Police Department.

## 1. Reporter Information

Name\*

Address

Phone Number\*

Email

Are you reporting anonymously? Yes

## 2. Incident Details

Date of Incident\* (e.g., MM/DD/YYYY)

Time of Incident\* (e.g., 2:30 PM)

Location of Incident\* (Street address or description)

Type of Incident\*   
Stray Animal  
Dog Bite  
Animal Neglect  
Aggressive Animal

Description of Incident\*  
(Provide a detailed description of what happened)

Do you believe this incident may indicate repetitive behavior

### 3. Animal Details

Type of Animal\* (e.g., Dog, Cat, Other)

Breed (Closest Breed Animal Appears to be)

Color

Size (Approximate)   
Small  
Medium  
Large

Collar or Tags? Yes  (Describe tags, if any)

Animal Behavior\* (e.g., aggressive, scared, injured)

### 4. Witness Information (Optional)

Witness Name

Witness Contact

Witness Statement

### 5. Additional Information

Additional Comments

### Submission Instructions

- **In Person or Mail:** Deliver to Cle Elum-Roslyn Police Department, 700 E 1st St, Cle Elum, WA 98922.
- **Email:** Send to [police@cityofcleelum.com](mailto:police@cityofcleelum.com).
- **Online:** Visit <https://cleelum.nextrequest.com> to submit electronically.

## Title 6 ANIMALS

Chapters:

**6.04**      **Regulation of Animals ~~and Fowl~~**

### Chapter 6.04

#### REGULATION OF ANIMALS ~~AND FOWL~~

Sections:

- 6.04.010**      **Definitions.**
- 6.04.020**      **License and registration required.**
- 6.04.030**      **License and registration for dogs.**
- 6.04.040**      **Unlawful to keep animals which are offensive, dangerous or which constitute a nuisance.**
- 6.04.050**      **Limitation on number.**
- 6.04.060**      **Dogs and cats not to be permitted at large.**
- 6.04.070**      **Excessive noise by dogs or ~~fowl~~ prohibited.**
- 6.04.080**      **Manner of keeping animals ~~and fowl~~.**
- 6.04.081**      **Grazing animals – Defined.**
- 6.04.082**      **General space requirements.**
- 6.04.083**      **Barns, corrals and enclosures.**
- 6.04.084**      **Animals being driven or ridden.**
- 6.04.085**      **Abandonment of animals.**
- 6.04.086**      **Animals in heat.**
- 6.04.087**      **Animal abuse.**
- 6.04.088**      **Rabies inoculation.**
- 6.04.089**      **Cruelty to animals.**
- 6.04.090**      **Impounding of animals ~~and fowl~~.**
- 6.04.100**      **Notice of impounding.**
- 6.04.110**      **Redemption of impounded animals ~~or fowl~~.**
- 6.04.120**      **Destruction or release of unclaimed animals ~~and fowl~~.**

- 6.04.130 Purchase of unclaimed animals ~~or fowl~~.
- 6.04.140 Records to be maintained.
- 6.04.150 Disposition of dangerous animals ~~or fowl~~.
- 6.04.160 Impounding for observation.
- 6.04.170 Vicious animals ~~or fowl~~ may be destroyed.
- 6.04.180 Interference with enforcement.
- 6.04.190 Penalty for violation.

### 6.04.010 Definitions.

For the purpose of this chapter the following words shall have the following meanings:

“Animal” means any and all types of animals, including fowl, both domesticated and wild, male and female, singular and plural.

“At large” means off the premises of the owner or custodian of the animal ~~or fowl~~, and not under the physical control of the owner or custodian either by leash, cord, chain or similar restraining device.

“Authorized person” means any law enforcement officer or their designated Animal Control experts~~police officer or the city pound master~~, or any other person acting under the order or direction of a law enforcement officer or designated Animal Control experts.

~~police officer or of the city pound master.~~

“Exotic animal” means any animal that is neither native to the United States nor traditionally raised and tamed by humans. All exotic animals kept within the city must be licensed and registered as per Section 6.04.020.

~~“Fowl” means any and all fowl, domesticated and wild, male and female, singular and plural.~~

“Owner or custodian” means any person or persons, firm, association or corporation, owning, keeping, having charge of, harboring or feeding any animal ~~or fowl~~ in the city.

“Person” means any person, firm, partnership, corporation or association.

“Vicious animal ~~or fowl~~” means any animal ~~or fowl~~ which has evidenced characteristics rendering it reasonably apparent to a prudent person that the animal ~~or fowl~~ is likely to harm persons or other animals.

(Ord. 967 § 1, 1992; Ord. 651 § 1, 1971)

**6.04.020 License and registration required.**

A. All dogs in the city must be licensed and registered if over three months of age. The dog license shall be an annual license which shall expire at midnight on December 31st of each year and shall be issued by the city clerk upon payment of the following license fees:

|   | <b>Neutered<br/>Male or<br/>Spayed<br/>Female</b> | <b>Unneutered<br/>or Unspayed<br/>Female</b> |
|---|---|--|
| First dog                               | \$ <del>15.07</del> .50                           | \$1 <del>50</del> .00                        |
| Second dog                              | <del>5</del> 10.00                                | <del>5</del> 13.00                           |
| Third dog and<br>each dog<br>thereafter | <del>5</del> 27.00                                | <del>5</del> 32.00                           |

B. Licenses and tags will be available Mondays through Fridays during normal business hours at the Cle Elum ~~Police Department or online if offered by the City police department~~. The owner or custodian shall state at the time the application is made for each dog license, upon the form provided for that purpose, the owner’s name and address and the name, breed, color and sex of each dog owned, kept or harbored by him or her; provided, this section shall not apply to dogs brought temporarily into the city for a period not to exceed ten days during any calendar year.

C. All exotic pets kept within the city must be licensed and registered. The exotic pet license shall be an annual license which shall expire at midnight on December 31st of each year. Such

license shall be issued by the city clerk upon payment to the clerk of a fee, and upon the satisfactory completion by the owner or keeper of the animal of the registration form provided by the clerk.

(Ord. 1109 § 1, 1999; Ord. 970 § 1, 1992; Ord. 967 § 2, 1992; Ord. 931 § 1, 1991; Ord. 822 § 1, 1984; Ord. 783 § 1, 1981; Ord. 651 § 3, 1971)

### **6.04.030 License and registration for dogs.**

A. All dogs within the City of Cle Elum must be licensed and registered if over three months of age. The animal license shall be an annual license that shall expire at midnight on December 31st of each year. Upon payment of the license fee as set forth in Section 6.04.020A., the city shall issue to the owner or the custodian a license fee receipt and a metal tag for each animal so licensed. The license shall be stamped thereon with the city's name, the current year, and the number corresponding with the number on the issued receipt. Every owner or custodian must provide each dog with a collar to which the license tag must be securely fastened, and must ensure that the collar and tags are worn by the dog at all times. Dog tags are not transferable from one dog to the other. No refund shall be made on any animal license fee as a result of death to the dog or for any other reason.

B. Animal license applications for dogs must include proof of current rabies and distemper immunization.

C. This section shall not apply to dogs brought temporarily into the city.

(Ord. 1342 § 2, 2011)

**Editor's note:** Ord. No. [1342](#), § 1, adopted March 8, 2011, repealed the former § [6.04.030](#). Section 2 of said ordinance enacted a new § [6.04.030](#) as set out herein. The former § [6.04.030](#) pertained to tag and collar and derived from Ord. [822](#) § 2, adopted 1984; Ord. [651](#) § 4, adopted 1971.

#### **6.04.040 Unlawful to keep animals which are offensive, dangerous or which constitute a nuisance.**

It is unlawful for any person, firm or corporation to keep or allow to be kept, within the city, any animal ~~or fowl~~ that is bothersome, noisome, or offensive to the adjacent property owner(s), or which constitutes a nuisance, as determined by the city council after a written complaint is received and a hearing is held. ~~dangerous, noisome or offensive to the adjacent property owner(s), or which animal constitutes a nuisance, which determination shall be made by the city council after a written complaint is received by the city council and a hearing on the complaint is held by the city council.~~

(Ord. 967 § 3, 1992; Ord. 651 § 5, 1971)

#### **6.04.050 Limitation on number.**

The raising, keeping, breeding or boarding of small animals are subject to the following requirements:

- A. Small animals that are kept as household pets in a dwelling unit in aquariums, terrariums, cages or similar containers shall not be limited in number unless such animals constitute a nuisance.
- B. Other small animals kept as household pets in a dwelling unit shall be limited to four of any one kind.
- C. The number of small animals kept outside a dwelling unit shall be limited as follows:
  - 1. On sites of less than twenty thousand square feet, three per dwelling unit;
  - 2. On sites of between twenty thousand and thirty-five thousand square feet, five per dwelling unit; and

3. On sites greater than thirty-five thousand square feet, one additional small animal per dwelling unit for each one-half acre of site area over thirty-five thousand square feet up to a maximum of twenty.

D. For the purposes of this section, the following definitions shall apply:

1. "Household pets" means small animals that are kept within a dwelling unit.
2. "Small animal" means any animal other than livestock or animals considered to be predatory or wild which are kept outside a dwelling unit all or part of the time. Animals considered predatory or wild, excluding those in zoo animal breeding facilities, shall be considered small animals when they are taken into captivity for the purposes of breeding, domestication, training, hunting or exhibition.

E. If more than one dwelling unit exists on a lot or parcel then, for the purposes of this section, the limitations as set forth above shall apply to each lot or parcel and not to each dwelling unit.

F. Canine limitations: No more than four canines per parcel are permitted, regardless of the number of dwelling units on the parcel. In multi-family dwellings, the total number of canines on the parcel shall not exceed four, and each dwelling unit is limited to no more than two canines.

(Ord. 1452 § 1, 2016; Ord. 822 § 3, 1984; Ord. 651 § 6, 1971)

#### **6.04.060 Dogs and cats not to be permitted at large.**

No owner or custodian of any dog or cat shall permit the same to go at large. A dog or cat is considered at large when it is free of restraint or confinement, without leash, and without a person to control the animal. A dog or cat shall not be "at large" if it remains on the owner's premises. A violation of this section is declared to be a nuisance and dangerous to the public health, safety and welfare.

(Ord. 1342 § 2, 2011; Ord. 651 § 2, 1971)

#### **6.04.070 Excessive noise by ~~Animals~~~~dogs or fowl~~ prohibited.**

No owner or custodian of any ~~dog or fowl~~animal shall permit the same to remain outside of the dwelling of such owner or custodian or outside of the closed building where the ~~dog or fowl~~animal is kept while any such ~~dog or fowl~~animal is kept while any such ~~dog or fowl~~animal is causing excessive or frequent noises which disturb, or is likely to disturb, the comfort or repose of other persons in the neighborhood. A violation of this section is declared to be a public nuisance and adverse to the public health and welfare.

(Ord. 1342 § 3, 2011; Ord. 651 § 7, 1971)

#### **6.04.080 Manner of keeping animals and fowl.**

No owner or custodian of any animal ~~or fowl~~ shall keep or harbor or maintain any such animal ~~or fowl~~, or maintain any place in which such animal ~~or fowl~~ is kept, in such manner as to be unclean or hazardous to health. Unclean or hazardous conditions include, but are not limited to, the unhealthy accumulation of waste, inadequate sanitation, or conditions that pose a risk to the health or safety of the animal, or the public. ~~filthy or unsanitary~~. Violation of this section is declared to be a public nuisance and adverse to the public health, safety and welfare.

(Ord. 651 § 8, 1971)

#### **6.04.081 Grazing animals – Defined.**

A. *Grazing Animals Defined.* A grazing animal is considered to be one horse, one cow, one mule, four sheep, two burros, four goats or two llamas.

B. Grazing animals must be kept within adequate space and properly constructed fences. Animals raised for commercial purposes require a valid business license. Such animals are to be kept within proper space and properly constructed fences. Animals raised for commercial purposes are considered a business and business licenses are required.

(Ord. 887 § 1, 1989)

### **6.04.082 General space requirements.**

With respects to each grazing animal to be kept within the city the owner or keeper thereof must provide a minimum of ten thousand square feet of grazing area for each grazing animal.

(Ord. 887 § 1, 1989)

### **6.04.083 Barns, corrals and enclosures.**

No person shall keep, use or maintain any livestock barn, corral or enclosure located closer than fifty feet~~which is located closer than one hundred feet~~ to any neighboring residence or other inhabited building within the city.

(Ord. 887 § 1, 1989)

### **6.04.084 Animals being driven or ridden.**

No person shall ride or drive any horse, mare, mule, burro or any other beast of burden of any description in or upon any of the streets or public places within the city faster than an ordinary walking gait; nor ride any of said animals across or onto any sidewalk, parking strip, tavern or other commercial building.

(Ord. 887 § 1, 1989)

### **6.04.085 Abandonment of animals.**

It is unlawful for any person to abandon within the city any domestic animal by dropping off or leaving such animal on any street, road, alley, highway or by dropping off or leaving such animal on the street, road, alley, highway or any other public place or upon private property without the consent of such private property owner. An animal is abandoned when left in any such place without any provision made for the care and feeding of such animal by its owner or keeper.

(Ord. 887 § 1, 1989)

#### **6.04.086 Animals in heat.**

Every female dog or cat in heat shall be confined in a building or secure enclosure, in such manner that such female dog or cat cannot come into contact with another animal except for planned breeding.

(Ord. 887 § 1, 1989)

#### **6.04.087 Animal abuse.**

~~[Stricken and replaced with reference to RCW 16.52.205: Animal cruelty in the first degree.] No person shall beat, cruelly treat, torment, overload, overwork or otherwise abuse an animal or cause, instigate or permit any dog fight, cock fight, bull fight or other combat between animals or between animals and humans.~~

(Ord. 887 § 1, 1989)

#### **6.04.088 Rabies inoculation.**

All ~~dogs, cats, and ferrets~~ ~~dogs~~ licensed within the city shall at all times wear a rabies tag evidencing current rabies inoculation ~~as required by WAC 246-100-197-9-b~~

(Ord. 887 § 1, 1989)

## 6.04.089 Cruelty to animals.

~~[Stricken and replaced with reference to RCW 16.52.207: Animal cruelty in the second degree.]A. *Injuring Animal with Vehicle.* No person shall willfully injure, beat, abuse or run down any animal with a vehicle. Any person who kills or injures an animal while driving a vehicle shall stop at the scene of the accident and render such assistance as practicable, shall make reasonable efforts to locate and identify himself to the owner or to any person having custody of the animal and shall report the accident immediately to the department of public safety or animal control officer.~~

~~B. *Feeding and Care of Animals.* It is unlawful for any person to keep or harbor an animal within the city without providing a suitable amount of wholesome food and clean water for the nutrition and comfort thereof, and without providing a clean sleeping area, or to leave the premises upon which the animal is confined or to which it customarily returns for more than 24 hours without providing for the feeding and care of such animal in the absence of the person.~~

~~C. *Poisoning of Animals.* It is unlawful for any person to willfully or maliciously poison any domestic animal or bird or to lay out or expose any kind of poison or to leave exposed any poisoned food or drink for man, animal or fowl, or any substance or fluid whatever whereon or wherein there is or shall be deposited or mingled any kind of poison or poisonous or deadly substance, or fluid whatever, on any premises or in any unenclosed place, or to aid or abet any person in doing so; except, that the provisions of this section shall not apply to the killing by poison of any animal or bird in a lawful and humane manner by the owner thereof or by a duly authorized servant or agent of such owner, or by the owner, or by a person acting pursuant to instructions from a duly constituted public authority, in accordance with the exceptions provided in RCW Chapter 16.52.190.~~

~~D. *Injury to Animal – Neglect of Injured Animal.* It is unlawful for any person to:~~

- ~~1. Willfully and cruelly injure or kill any animal by any means causing it fright or pain;~~
- ~~2. By reason of neglect or intent, to cause or allow any animal to endure pain, suffering or injury or to fail or neglect to aid or attempt alleviation of pain, suffering or injury such person has caused to any animal; or~~
- ~~3. Maintain any place where fowl or any animals are suffered to fight upon exhibition or for sport upon any wager.~~

~~E. *Criminal Penalty.* Any person and any owner or custodian found to have violated this Section shall be shall be guilty of a misdemeanor, punishable by not more than 90 days in jail and a fine of not more than \$500.00.~~

(Ord. 1342 § 4, 2011; Ord. 887 § 1, 1989)

#### **6.04.090 Impounding of animals and fowl.**

For any violation of this chapter, any authorized person may impound any such offending animal ~~or fowl~~ in the city animal shelter, or, if he deems it necessary, in a suitable private animal shelter.

(Ord. 651 § 9, 1971)

#### **6.04.100 Notice of impounding.**

Not later than two days after the impounding of any animal ~~or fowl~~ under the provisions of this chapter, the city ~~Police Department or their designated Animal Control experts police department or city poundmaster~~ shall notify the owner or custodian, if known, ~~by phone call, text message, or personal contact~~ either in person or by first-class United States mail, of the impounding, describing the animal or fowl, and the place and time of taking and advising where the animal is held. If the owner or custodian is unknown a written notice shall be posted for not less than five calendar days on the ~~City Hall main entrance and/or, on the city website or official social media pages. east door of the City Hall (main entrance).~~ The notice shall also advise that unless the animal is redeemed within five days after the date of service or posting of notice, the animal may be sold or destroyed.

(Ord. 822 § 4, 1984; Ord. 651 § 10, 1971)

### 6.04.110 Redemption of impounded animals or fowl.

A. The owner or lawful custodian of any animal ~~or fowl~~ impounded under the provisions of this chapter may reclaim such animal within five days after the notification by phone call, text message, personal contact, or posting of notices as provided in Section 6.04.100~~personal service, mailing, or date of posting of notices above provided~~; provided, however, the animal ~~or fowl~~ shall be released to the owner or custodian only upon payment of the annual license fees for such animal if not paid, and all ~~of the~~ costs and charges incurred by the city for impounding and maintenance of the animal or fowl. These charges shall be paid to the city clerk~~Police Department~~ and shall consist of the following:

1. For each impounding or capturing of any animal ~~or fowl~~, included in the annual license fee; \$10.00;
2. For food and care, \$5.00 per day per animal or fowl.

B. Any owner of an animal ~~or fowl~~ being impounded, not wishing to reclaim the animal ~~or fowl~~ or pay the charges for the animal, may sign a form "release of ownership," giving the city the right to find the animal ~~or fowl~~ a new owner or in the event a new owner cannot be found, the right to destroy the animal or fowl. No additional fee shall accompany this certificate.~~A fee of \$10.00 payable to the city shall accompany each certificate.~~

(Ord. 822 § 5, 1984; Ord. 718 § 2, 1977; Ord. 651 § 11, 1971)

### 6.04.120 Destruction or release of unclaimed animals and fowl.

All animals ~~and fowl~~ impounded under the provisions of this chapter, if unclaimed, shall be retained in the animal shelter for a minimum period of five days. If at the expiration of five days from date of notice to owner or the date of posting of notice or mailing of notice, the animal ~~or fowl~~ has not been reclaimed, it may be destroyed; or, except in the case of vicious animals or fowl, it may be released to any person, upon such person obtaining a license as provided in this chapter and paying a \$10.00 new owner's fee.

(Ord. 822 § 6, 1984; Ord. 651 § 12, 1971)

### **6.04.130 Purchase of unclaimed animals or fowl.**

In the event any animal ~~or fowl~~ is released to any person other than the owner or lawful custodian pursuant to and in accordance with the provisions of Section [6.04.120](#), such person to whom the animal ~~or fowl~~ is so released shall be deemed a purchaser of the same from the city. The purchaser shall receive from the city clerk a certificate of purchase, and the certificate shall be conclusive evidence of the vesting of complete title to such animal ~~or fowl~~ in the purchaser and of the termination of all interest and rights of the former owner in and to the animal or fowl.

(Ord. 651 § 13, 1971)

### **6.04.140 Records to be maintained.**

The ~~P~~police ~~D~~department shall prepare in duplicate a detailed record of each animal ~~or fowl~~ impounded showing the time and place of taking, a description of the animal or fowl, the name and address of the person to whom released, date of release or other disposition of the animal or fowl. The original copy of this record shall be filed with and maintained in the records of the ~~P~~police ~~D~~department and shall be available to the public for inspection, ~~and one copy thereof shall be filed and maintained in the records of the city clerk.~~

(Ord. 822 § 7, 1984; Ord. 651 § 14, 1971)

### **6.04.150 Disposition of dangerous animals or fowl.**

Whenever it reasonably appears to an authorized person attempting to impound an animal ~~or fowl~~ under the provisions of this chapter that the animal ~~or fowl~~ is dangerous to the public, if capture cannot be effected safely and promptly, said person is authorized to destroy the animal ~~or fowl~~ forthwith.

(Ord. 651 § 15, 1971)

### **6.04.160 Impounding for observation.**

Any authorized person, upon receiving notice that any animal ~~or fowl~~ has bitten any person or has acted in such manner as to indicate that it has rabies or other similar dangerous disease, is authorized to detain such animal ~~or fowl~~ after its identification by the victim or a witness, and the animal ~~or fowl~~ shall be held under observation and for examination by a veterinarian for a period of not less than ten days. The owner or custodian of such animal ~~or fowl~~ will be required to produce proof of rabies immunization. If no owner is located, the city will hold the animal ~~or fowl~~ for ten days, and if the animal is not redeemed by the owner or custodian, it may be sold or destroyed as otherwise provided in this chapter. The owner or custodian of the animal ~~or fowl~~ shall be liable for all medical costs incurred by any person as a result of such animal's behavior, and shall also pay all veterinarian's fees and costs of impoundment and care as provided in this chapter before such animal may be redeemed.

(Ord. 822 § 8, 1984; Ord. 651 § 16, 1971)

### **6.04.170 Vicious animals ~~or fowl~~ may be destroyed.**

Any vicious animal ~~or fowl~~ impounded under the provisions of this chapter and remaining unredeemed after notice has been given as provided in this chapter, or any animal ~~or fowl~~ which has bitten any person and after examination by a qualified veterinarian has been determined by him to have rabies or other disease rendering the animal dangerous to persons, may be destroyed by any authorized person.

(Ord. 651 § 17, 1971)

### **6.04.180 Interference with enforcement.**

It is unlawful for any person, firm, organization or corporation to interfere with, hinder, delay or impede any authorized person in the enforcement of the provisions of this chapter.

(Ord. 651 § 18, 1971)

**[Note: Consult Chief Albo for any revisions to this section.]****6.04.190 Penalty for violation.**

A. *Civil Penalties – First and Second Violations.* Any person and any owner or custodian violating any provisions of this chapter (with the exception of Section [6.04.089](#)) shall incur a fine in the amount of \$50.00 for a first violation, and a fine in the amount of \$100.00 for a second violation within the twelve consecutive month period following the date on which the first violation was found to be committed.

B. *Criminal Penalties – Third and Subsequent Violations.* A third violation of any provision of this chapter (with the exception of Section [6.04.089](#)) within the 12-consecutive month period following the date on which the first violation was found to be committed shall be a misdemeanor, punishable by not more than 90 days in jail and a fine of not more than \$500.00. A fourth violation of any provision of this chapter (with the exception of CEMC [6.04.089](#)) within the 12-consecutive month period following the date on which the first violation was found to be committed shall be a gross misdemeanor, punishable by not more than one year in jail and a fine of not more than \$5,000.00. A fifth or subsequent violation of any provision of this chapter (with the exception of Section [6.04.089](#)) shall be a gross misdemeanor, regardless of the passage of time from the date on which the first violation was found to be committed, punishable by not more than one year in jail and a fine of not more than \$5,000.00.

(Ord. 1342 § 5, 2011; Ord. 822 § 9, 1984; Ord. 651 § 19, 1971)

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**The Cle Elum Municipal Code is current through Ordinance 1700, passed June 10, 2025.**

Disclaimer: The city clerk's office has the official version of the Cle Elum Municipal Code. Users should contact the city clerk's office for ordinances passed subsequent to the ordinance cited here.

[City Website: cityofcleelum.com](http://cityofcleelum.com)

[City Telephone: \(509\) 674-2262](tel:(509)674-2262)

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The Cle Elum Municipal Code is current through Ordinance 1700, passed June 10, 2025.

[Hosted by General Code.](#)

**Title 6**  
**ANIMALS<sup>1</sup>**

**Chapters:**

- 6.04**    **Animal Control**
- 6.08**    **Dog Feces Removal**
- 6.10**    **Dangerous and Potentially Dangerous Dogs**
- 6.12**    *Repealed*
- 6.14**    **Police Dogs**
- 6.16**    **Exotic Animals**
- 6.18**    **Livestock**

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<sup>1</sup> For statutory provisions on animals, see Title 16 RCW.

**Chapter 6.04**  
**ANIMAL CONTROL**

Sections:

- 6.04.010 Purpose.
- 6.04.020 Definitions.
- 6.04.030 Dog and cat licensing.
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- 6.04.260 Legal or equitable enforcement action.
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- 6.04.280 *Repealed.*
- 6.04.290 *Repealed.*
- 6.04.300 Violation – Criminal and civil penalty.
- 6.04.305 Habitual offender.
- 6.04.310 *Repealed.*

**6.04.010 Purpose.**

It is declared the public policy of the city to secure and maintain such levels of animal control as will protect human health and safety, and to the greatest degree practicable, prevent injury to property and cruelty to animal life. To this end, it is the purpose of this chapter to provide a means of licensing dogs, cats, animal shelters, hobby kennels, kennels and pet shops and controlling errant animal behavior so that it shall not become a public nuisance and to prevent cruelty to animals. (Ord. 2613 (part), 2017; Ord. 1340 § 1, 1986)

**6.04.020 Definitions.**

In construing the provisions of this chapter, except where otherwise plainly declared or clearly apparent from the context, words used in this chapter shall be given their common and ordinary meaning; in addition, the following definitions shall apply to each reference to the following words or phrases:

- A. “Abandons” means the knowing or reckless desertion of an animal by its owner or the causing of the animal to be deserted by its owner, in any place, without making provisions for the animal’s adequate care, and includes, but is not limited to, arrest, involuntary or voluntary commitment, entrance to a medical or rehabilitation program, or other event causing the animal to be without care and/or shelter for the duration of the owner’s confinement.
- B. “Abatement” means the termination of any violation by reasonable and lawful means determined by the director in order that an owner or a person presumed to be the owner shall comply with this chapter.
- C. “Animal” means any nonhuman mammal, bird, reptile, or amphibian.
- D. “Animal control operations board” means the operations board of the governing entity of the animal control authority, as established by the interlocal agreement.
- E. “Animal control authority” means the Sumner police department, acting alone or in partnership with other agencies for enforcement of animal control laws and the shelter and welfare of animals.
- F. “Animal control officer” means any individual employed, contracted or appointed by the animal control authority for the purpose of aiding in the enforcement of this chapter or any other law or ordinance relating to the licensing of animals, control of animals or seizure and impoundment of animals, and includes any state or municipal peace officer, sheriff, constable or other employee whose duties in whole or in part include assignments which involve the seizure and taking into custody of any animal.
- G. “City” means the city of Sumner, Washington.
- H. “Director” means the Sumner chief of police.
- I. “Domesticated animal” means any dog, cat, rabbit, horse, mule, bovine animal, lamb, goat, sheep, hog, bird, or other animal made to be domestic.
- J. “Euthanasia” means the humane destruction of an animal accomplished by a method that involves instantaneous unconsciousness and immediate death, or by a method that causes painless loss of consciousness, and death during such loss of consciousness.
- K. “Exotic animals” shall mean any of the following:
1. Venomous species of snakes capable of inflicting serious physical harm or death to human beings;
  2. Nonhuman primates and prosimians;
  3. Bears;
  4. Nondomesticated species of felines;
  5. Nondomesticated species of canines and their hybrids, including wolf and coyote hybrids;
  6. The order Crocodylia, including alligators, crocodiles, caimans and gavials.
- L. “Grooming parlor” means any place or establishment, public or private, where animals are bathed, clipped or combed, whether or not for compensation, for the purpose of enhancing their aesthetic value.
- M. “Hobby kennel” means a noncommercial kennel at or adjoining a private residence where six or more adult animals are bred and/or kept for hunting, training and exhibition for organized shows, field, working, and/or obedience trials or for enjoyment of their species.
- N. “Kennel” means a place where six or more adult dogs or cats or any combination thereof is kept whether by owners of the dogs and cats or by persons providing facilities and care, whether or not for compensation, but not including a veterinary hospital or clinic. An adult dog or cat is one of either sex, altered or unaltered, that has reached the age of six months.

O. “Leash” shall mean a cord, strap, or chain of sufficient strength so that the animal is under the control of a competent person accompanying the animal. For purposes of this definition, “leash” does not include an electronic leash or other similar device where a competent person in control of the animal is not holding a cord, strap, or chain directly attached to the animal.

P. “Livestock” means horses, bovine animals, sheep, goats, swine, reindeer, donkeys, mules and fowl.

Q. “Owner” means any person having a right, claim, title, legal share, or right of possession to an animal or a person having lawful control, custody, or possession of an animal, or who, by reason of the animal being seen residing consistently in a location owned or controlled by the person, is presumed to be the owner.

R. “Pack of dogs” means a group of three or more dogs running upon either public or private property, not that of its owner, in a state in which either its control or ownership is in doubt or cannot readily be ascertained and when such dogs are not restrained or controlled.

S. “Person” means any individual, partnership, firm, joint stock company, corporation, association, trust, estate or other legal entity, and agents of those entities.

T. “Pet shop” means a person or establishment that acquires for the purpose of sale live animals, including birds, reptiles, fowl and fish, bred by others, whether as owner, agent, or on consignment, and sells, or offers to sell, such live animals, including birds, reptiles, fowl and fish, to the public or to retail outlets.

U. “Potentially dangerous dog” means any dog that without provocation: (1) inflicts bite(s) on a human, domestic animal, or livestock either on public or private property; or (2) chases or approaches a person upon the streets, sidewalks, or any public grounds or private property in a menacing fashion or apparent attitude of attack; or (3) any dog with a known propensity, tendency, or disposition to attack unprovoked or to cause injury or otherwise to threaten the safety of humans, domestic animals, or livestock on any public or private property.

V. “Dangerous dog” means any dog that: (1) inflicts severe injury on or kills a human being without provocation, or (2) inflicts severe injury on or kills an animal without provocation while the animal inflicting the injury is off the property where its owner resides, or (3) has been previously found to be potentially dangerous, the owner having received notice of such, and the animal again aggressively bites, attacks or endangers the safety of humans or other animals. Any dog which inflicts injury to a human or animal while trespassing on the property of another is the presumed provoker, unless such presumption is overcome by the preponderance of the evidence.

W. Restraint. An animal is considered to be under “restraint” if it is maintained and remains within the property limits of its owner or keeper.

X. “Running at large” means to be off the premises of the owner or on the premises of another without the written permission of the owner thereof and not on a leash and not under the control of the owner or competent person authorized by the owner. This definition shall not include a “service animal” as defined in this section if such restraint would interfere with the service animal’s work or the nature of the animal’s owner’s or keeper’s disability prevents use of a restraint.

Y. “Shelter” means a facility which is used to house or contain stray, homeless, abandoned or unwanted animals and which is owned, operated or maintained by a public body, an established humane society, animal welfare society, society for the prevention of cruelty to animals or other nonprofit organization or person devoted to the welfare, protection and humane treatment of animals.

Z. “Under control” means the animal is under control and restrained from approaching any bystander or other animal and from causing or being the cause of physical property damage when off the premises of the owner.

AA. “Vicious” means a propensity to do any act that might endanger the safety of any person, animal or property of another, including, but not limited to, a disposition to mischief or fierceness as might occasionally lead to attack on human beings without provocation, whether in play or outbreak of untrained nature.

BB. “Service animal” shall mean a dog that is individually trained to do work or perform tasks for a person who has a disability as defined under state or federal law.

CC. “Proper enclosure” means, while on the owner’s property, the animal shall be confined indoors or in a securely enclosed and locked pen or structure, suitable to prevent the entry of young children and designed to prevent the animal from escaping. Such pen or structure shall have a locking door with a padlock, secure sides, a concrete floor or, if the pen or structure has no bottom secured to the sides, then the sides must be embedded in the ground no less than one foot and a secure top attached to the sides and shall also provide protection from the elements for the animal. The structure must comply with all applicable provisions of the local building and zoning codes.

DD. “Warning sign” means a clearly visible and conspicuously displayed sign containing words and a symbol (to inform children or others incapable of reading) warning that there is a dangerous animal on the property.

EE. “Muzzle” means a muzzle made in a manner that will not cause injury to the animal or interfere with its vision or respiration but shall prevent it from biting any person or animal.

FF. “Severe injury” means any physical injury which results in broken bones or disfiguring lacerations requiring multiple sutures or cosmetic surgery.

GG. “Provocation” means any threatening or aggressive act that would reasonably incite or stimulate a dog to react in self-defense, including, but not limited to, inciting movements, aggressive tones, and offensive touching.

HH. “Tether” means (1) to restrain an animal by tying or securing the animal to any object or structure; and (2) a device, including, but not limited to, a chain, rope, cable, cord, tie-out, pulley, or trolley system for restraining an animal.

II. “Dog” means an animal of the species *Canis lupus familiaris*.

JJ. “Necessary shelter” means a structure sufficient to protect a dog from wind, rain, snow, cold, heat, or sun that has bedding to permit a dog to remain dry and reasonably clean and maintain a normal body temperature.

KK. “Necessary water” means water that is in sufficient quantity and of appropriate quality for the species for which it is intended and that is accessible to the animal or as directed by a veterinarian for medical reasons.

LL. “Kennel license” means a license/registration/permit that is issued to any place for a fee determined by city ordinance where animals are kept, trained, groomed, boarded (long or short term), sold, or rehomed after a successfully passed inspection of said premises by an appointee designated by the animal control authority. Licensed veterinarians who, in addition to veterinary medical services on the premises, provide the ancillary services of boarding, grooming, and foster care for their patients, are exempt from the kennel licensing requirements of this chapter. (Ord. 2816 § 1, 2022; Ord. 2780 § 1, 2021; Ord. 2613 (part), 2017; Ord. 2541 § 1, 2015; Ord. 2405 § 1, 2012; Ord. 2324 § 1, 2010; Ord. 2281 § 1, 2008; Ord. 1901 § 1, 1999; Ord. 1760 § 1, 1996; Ord. 1340 § 2, 1986)

#### **6.04.030 Dog and cat licensing.**

A. License Requirements. All dogs and cats seven months of age or older which are harbored, kept or maintained in the city shall be licensed by the city annually on a schedule established by the animal control authority; provided, however, that dogs kept in kennels need not be licensed as provided in SMC 6.04.040; provided further, that this section shall not apply to dogs used by the police department for police work. No more than five dogs and/or cats may be individually licensed by a residence or to an owner in the city of Sumner.

B. Fees. Dog and cat licenses shall be issued by the animal control authority upon application and payment of an annual license fee made payable to Metro Animal Services. The fee for each animal license shall be as set forth in the following schedule of fees. Applications for a dog or cat license shall be on forms provided by the animal control authority. No prorating of a license fee for a portion of the calendar year shall be made. Every dog or cat kept within the city limits shall be provided by its owner with a collar or harness made of leather, metal or other substantial material, which shall be worn by such dog or cat at all times when off the premises of the licensed owner and to which the license tag provided shall be securely fastened.

**Animal Control Fees:**

- |      |  |          |
|------|--|----------|
| (1)  | Juvenile dogs – eight weeks through six months               | \$0.00   |
| (2)  | Adult dogs – seven months or older:                          |          |
|      | Altered  | \$20.00  |
|      | Unaltered  | \$60.00  |
| (3)  | Juvenile cats – eight weeks through six months               | \$0.00   |
| (4)  | Adult cats – seven months or older:                          |          |
|      | Altered  | \$12.00  |
|      | Unaltered  | \$60.00  |
| (5)  | Reduced rates for senior citizens, 65 years of age or older: |          |
| (a)  | Dogs:  |          |
|      | Altered  | \$10.00  |
|      | Unaltered  | \$30.00  |
| (b)  | Cats:  |          |
|      | Altered  | \$6.00   |
|      | Unaltered  | \$30.00  |
| (6)  | Exotic animal – owner’s license                              | \$100.00 |
| (7)  | Kennel license fee   | \$75.00  |
| (8)  | Replacement tag fee  | \$5.00   |
| (9)  | Permit for potentially dangerous dog                         | \$250.00 |
| (10) | Annual renewal of permit for potentially dangerous dog       | \$50.00  |
| (11) | Permit for dangerous dog                                     | \$500.00 |
| (12) | Annual renewal of permit for dangerous dog                   | \$100.00 |
| (13) | Animal Shelter Fees.   |          |

In order to receive the fee advantage for altered dogs and cats, an individual must provide either proof of alteration from a licensed veterinarian or a written statement from a licensed veterinarian that the spay/neuter procedure would be harmful to the animal.

A. Adoption Fees. Adoption fee shall include an animal license, spaying/neutering of the animal and a microchip.

B. Spay/Neuter Deposit. Fee charged to a new owner if the animal is too young to be altered. The deposit is refunded upon providing proof of alteration within 120 days of adoption.

C. Owner Drop Off Fee. Fee charged to an owner who surrenders their animal to animal control for adoption.

D. Owner Euthanasia Fee. Fee charged to an owner who surrenders their animal to animal control for euthanization.

E. Boarding Fee. Fee charged to an owner for costs associated with boarding an animal that has been

impounded or taken into protective custody including the first and last day that the animal is retained by the impounding authority even where the animal is in custody for less than a full day.

F. Impound/Redemption Fee. Fee charged to an owner for costs associated with completing the intake and disposition process of an animal that has been impounded.

These fees shall be set annually by the animal control operations board and shall be based on comparables as well as actual costs associated with professional services. The animal control operations board shall provide each participating city with a copy of these fees. The “animal control operations board” means the operations board of the governing entity of the animal control authority, as established by the interlocal agreement.

- (14) Checks – Any person who issues a check for which funds are insufficient (NSF) will be assessed a fee of \$40.00. In addition, any license(s) or penalties paid with such checks will be invalid. Additional costs incurred by the city in collecting NSF checks shall be considered a cost of abatement and will be the personal obligation of the animal owner and will be subject to civil litigation.

C. License Revocation. If the animal control authority has reason to believe by a preponderance of the evidence that a dog license was issued to a dog that has been designated a potentially dangerous or dangerous dog in any jurisdiction, the license shall be revoked with the provisions of chapter 6.10 SMC taking effect.

D. Penalty. Any person who fails to obtain a license within 30 days after the license expiration date but before 60 days of the expiration date shall pay a penalty of \$10.00 per license. Any person who fails to obtain a license within 60 days of the license expiration date shall pay a penalty of \$20.00 per license. No late payment penalty shall be charged on new license applications if:

1. The owner submits proof of purchase of the animal within the preceding 30 days; or
2. The owner has moved into the city within the preceding 30 days; or
3. The animal is currently, or has been within the preceding 30 days, under the age which requires a license; or
4. The owner purchases the license(s) voluntarily prior to in-person or field contact by animal control personnel; or
5. The owner submits other proof deemed acceptable in the animal control authority’s administrative policy.

E. Nonapplicability. Provisions of this section shall not apply to dogs or cats in the custody of a veterinarian or animal shelter, a service animal, or whose owners are nonresidents temporarily within the city for a period not exceeding 30 days. Dogs and cats are exempt from the above licensing provisions when they are in the custody of a recognized animal rescue group. In order to qualify as a recognized group, proof of registration with the Internal Revenue Service pursuant to IRC 501(c)(3) must be submitted to the Humane Society by the group. (Ord. 2819 § 1, 2022; Ord. 2613 (part), 2017; Ord. 2541 § 2, 2015; Ord. 2500 § 1, 2014; Ord. 2405 § 2, 2012; Ord. 2344 § 1, 2010; Ord. 2324 § 2, 2010; Ord. 2281 § 2, 2008; Ord. 2257 § 1 (part), 2008; Ord. 1901 § 2, 1999; Ord. 1340 § 3, 1986)

#### **6.04.040 Animal shelter and kennel license – Required.**

It is unlawful for any person to keep or maintain any animal shelter or kennel within the city of Sumner without first obtaining a valid and subsisting license therefor. The fee for such license shall be set forth in SMC 6.04.030. Each license and certificate of inspection issued pursuant to this chapter shall be conspicuously displayed at the establishment to which such license was issued. The license shall be dated and numbered and shall bear the name of the city and the name and address of the owner or keeper of the establishment, and the expiration date of the license. The license shall run for a period of one year from the date of purchase. (Ord. 2613 (part), 2017; Ord. 1901 § 3, 1999; Ord. 1340 § 4, 1986)

**6.04.050 Animal shelter and kennel license – Zoning and health requirements.**

A. Zoning Compliance. The applicant for an original animal shelter or kennel license shall, prior to issuance of the animal shelter or kennel license, present to the animal control authority evidence of approval from the city of Sumner planning commission and the Sumner city council.

B. Health Inspection. Before an animal shelter or kennel license may be issued by the animal control authority, a certificate of inspection from the animal control authority must be issued showing that the animal shelter, kennel, or pet shop is in compliance with hygienic standards of this chapter or other applicable chapters or regulations. (Ord. 2613 (part), 2017; Ord. 1340 § 5, 1986)

**6.04.060 Hobby kennel license.**

A. License Required. It is unlawful for any person to keep or maintain any dog or cat within the city for the purpose of a hobby kennel without obtaining a valid license therefor. The fee for such license shall be as set forth in SMC 6.04.030.

B. Limitation of Number of Dogs and Cats Allowed. The total number of dogs and cats over six months of age kept by a hobby kennel shall not exceed the total number authorized by the animal control authority based on the following guidelines:

1. The number of animals permitted shall be established by the animal control authority based on such factors as animal size, type and characteristics of the breed and the amount of lot area; provided, that the maximum number shall not exceed 25 where the lot area contains five acres or more; the maximum number shall not exceed 10 where the lot area contains 35,000 square feet but less than five acres and the maximum shall not exceed five where the lot area is less than 35,000 square feet.
2. All open run areas shall be completely surrounded by a six-foot fence set back at least 20 feet from all property lines.
3. No commercial signs or other appurtenances advertising the kennel are permitted on the property.
4. The director may require additional setback, fencing, screening, or soundproofing requirements as he/she deems necessary to insure the compatibility of the hobby kennel with surrounding development.
5. The hobby kennel shall limit dog and cat reproduction to no more than 12 offspring per license year.
6. Each animal in the hobby kennel shall have current and proper immunization from disease according to the animal's species and age. For dogs such shall consist, as a minimum, of DHL inoculation for dogs over three months of age and rabies inoculations for those over six months of age. (Ord. 2613 (part), 2017; Ord. 1901 § 4, 1999; Ord. 1340 § 6, 1986)

**6.04.070 Animal shelters, kennels and pet shops – Reports – Inspections – Sanitation.**

A. Report of Animal Disposition. Each animal shelter, kennel or pet shop shall maintain a list which is available upon request to the animal control authority, quarterly, based upon the calendar year, of all dogs and cats auctioned off, given away, sold or otherwise disposed of. The list shall include the origin, the age and type of dog or cat, and the name and address of the person to whom the dog or cat was given or purveyed.

B. Inspection. It shall be the duty of the director or his/her designee to make or cause to be made such inspections as may be necessary to insure compliance with other applicable sections of this chapter. The owner or keeper of an animal shelter, kennel or pet shop shall admit to the premises, for the purpose of making an inspection, any officer, agent or employee of the animal control authority at any reasonable time that admission is requested.

C. Unsanitary Conditions Unlawful. It is unlawful to keep, use or maintain within the city any animal shelter, kennel or pet shop that is unsanitary, nauseous, foul or offensive, or in any way detrimental to public health and/or safety and not in compliance therewith. Failure to comply with this section may be cause for revocation or denial of a license to use, keep or maintain such animal shelter, kennel or pet shop. (Ord. 2613 (part), 2017; Ord. 2324 § 3, 2010; Ord. 1340 § 7, 1986)

**6.04.080 Animal shelters, kennels and pet shops – General standards.**

Animal shelters, kennels and pet shops shall meet the following conditions:

- A. Housing facilities shall be provided for the animals and such shall be structurally sound and shall be maintained in good repair; shall be designed so as to protect the animals from injury; shall contain the animals; and shall restrict the entrance of other animals.
- B. Electric power shall be supplied in conformance with city and state electrical codes adequate to supply lighting and heating as may be required by this chapter. Water shall be supplied at sufficient pressure and quantity to clean indoor housing facilities and primary enclosures of debris and excreta.
- C. Suitable food and bedding shall be provided and stored in facilities adequate to provide protection against infestation or contamination by insects or rodents. Refrigeration shall be provided for the protection of perishable foods.
- D. Provision shall be made for the removal and disposal of animal and food wastes, bedding, dead animals, and debris. Disposal facilities shall be maintained in a sanitary condition, free from the infestation or contamination of insects or rodents or disease and from obnoxious or foul odors.
- E. Washroom facilities, including sinks and toilets with hot and cold running water, must be conveniently available for cleaning purposes, and a large sink or tub provided for the purpose of washing utensils, equipment and facilities.
- F. Sick animals shall be separated from those appearing healthy and normal and, if for sale, shall be removed from display and sale. Sick animals shall be kept in isolation quarters with adequate ventilation to prevent contaminating well animals.
- G. There shall be an employee on duty at all times during hours any shelter, kennel or pet shop is open.
- H. An employee or owner shall come in to feed, water and do the necessary cleaning of animals and birds on days the shelter, kennel or pet shop is closed.
- I. No person shall knowingly sell a sick or injured animal or bird.
- J. No person shall misrepresent an animal or bird to a consumer in any way. (Ord. 2613 (part), 2017; Ord. 1340 § 8, 1986)

**6.04.090 Animal shelters, kennels and pet shops – Indoor facilities.**

Animal shelters, kennels and pet shops which have indoor housing facilities for animals and birds shall:

- A. Be sufficiently heated or cooled to protect such animals from temperatures to which they are not normally acclimatized;
- B. Be adequately ventilated to provide for the health of animals contained therein and to assist in the removal of foul and obnoxious odors. Provision shall be made so that the volume of air within any enclosed indoor facility shall be changed three times or more each hour. This may be accomplished through the rotation and periodic opening of doors and windows. If fans or ventilating equipment are used, they shall be constructed in conformance with current standards of good engineering practice with respect to noise and minimization of drafts;
- C. Have sufficient natural or artificial lighting to permit routine inspection and cleaning at any time of day. In addition, sufficient natural or artificial lighting shall be supplied in the area of sinks and toilets to provide for the hygiene of animal caretakers;
- D. Have interior wall and ceiling surfaces constructed of materials which are resistant to the absorption of moisture and odors, or such surfaces shall be treated with a sealant or with paint, when such materials are not originally resistant to moisture or odors. Floor surfaces shall not be made of unsealed wood. In addition, interior walls shall be constructed so that the interface with floor surfaces is sealed from the flow or accumulation of moisture or debris;

E. Contain a drainage system which shall be connected to a sanitary sewer or septic tank system which conforms to the standards of building codes in force within the city and shall be designed to rapidly remove water and excreta in the cleaning of such indoor housing facility under any condition of weather or temperature; provided, this requirement shall not apply to hobby kennels and pet shops. All indoor housing facilities for animals, fish, or birds shall be maintained in a clean and sanitary condition and a safe and effective disinfectant shall be used in the cleaning of such facilities;

F. Conform with all applicable development standards of the city zoning code. (Ord. 2613 (part), 2017; Ord. 1340 § 9, 1986)

**6.04.100 Animal shelters, kennels and pet shops – Outdoor facilities.**

Animal shelters, kennels and pet shops which have outdoor facilities for animals and birds shall:

A. Be constructed to provide shelter from excessive sunlight, rain, snow, wind, or other elements. In addition, such facilities shall be constructed to provide sufficient space for the proper exercise and movement of each animal contained therein;

B. Be constructed to provide drainage and to prevent the accumulation of water, mud, debris, excreta, or other materials and shall be designed to facilitate the removal of animal and food wastes;

C. Be constructed with adequate walls or fences to contain the animals kept therein and to prevent entrance of other animals;

D. Conform with all applicable development standards of the city zoning code. (Ord. 2613 (part), 2017; Ord. 1340 § 10, 1986)

**6.04.110 Grooming parlors – License.**

It is unlawful for any person to keep or maintain any grooming parlor without first obtaining a valid and subsisting license therefor. The fee for such license shall be as set forth in SMC 6.04.030. However, if the grooming parlor is operated as a part of the business of a kennel, or a pet shop, the fee shall be in addition to the fee established for a kennel or pet shop license. (Ord. 2613 (part), 2017; Ord. 1901 § 5, 1999; Ord. 1340 § 11, 1986)

**6.04.120 Grooming parlors – Conditions.**

Grooming parlors shall:

A. Not board animals but keep only dogs and cats for a reasonable time in order to perform the business of grooming;

B. Provide such restraining straps for the dog or cat while it is being groomed so that such animal shall neither fall nor be hanged;

C. Sterilize all equipment after each dog or cat has been groomed;

D. Not leave animals unattended before a dryer;

E. Not prescribe nor administer treatment or medicine that is the province of a licensed veterinarian as provided in RCW 18.92.010;

F. Not put more than one animal in each cage;

G. Have floors and walls in rooms, pens and cages used to retain animals or in areas where animals are clipped, groomed or treated constructed of water-impervious material that can readily be cleaned, and which must be maintained in good repair;

H. Have hot and cold water conveniently available and a large sink or tub provided (minimum size, 24 inches by 18 inches by 12 inches);

- I. Have toilet and hand-washing facilities with hot and cold running water conveniently available for personnel employed;
- J. Have only equipment necessary to the operation of the licensed establishment kept or stored on the premises that shall only be stored in a sanitary or orderly manner;
- K. Have all cages, pens, or kennels used for holding animals kept in a clean and sanitary condition and disinfected on a routine basis;
- L. Comply with all applicable development standards of the city zoning code. (Ord. 2613 (part), 2017: Ord. 1901 § 6, 1999: Ord. 1340 § 12, 1986)

**6.04.130 Rule and regulation promulgation.**

The director is authorized to promulgate rules and regulations not in conflict with this chapter as they pertain to the conditions and operations of animal shelters, hobby kennels, kennels, pet shops, and grooming parlors, guard dog purveyors, guard dog trainers and guard dog owners. Such rules and regulations shall be enacted in accordance with city procedures for adopting such rules and regulations. The animal control authority may, in addition to other penalties provided in this chapter, revoke, suspend or refuse to renew any animal shelter, hobby kennel, kennel, grooming parlor, pet shop, guard dog purveyor, guard dog trainer license or guard dog registration upon good cause or for failure to comply with any provision of this chapter. (Ord. 2613 (part), 2017: Ord. 1340 § 13, 1986)

**6.04.140 Reapplication after license denial.**

No applicant shall be issued a kennel license, who has previously had such license or registration revoked or a renewal refused, for a period of one year after the date of revocation or refusal and until such applicant meets the requirements contained herein to the satisfaction of the animal control authority. (Ord. 2816 § 2, 2022; Ord. 2613 (part), 2017: Ord. 1340 § 14, 1986)

**6.04.150 Animal nuisances.**

For purposes of this chapter, violations of this chapter are nuisances and shall include, but not be limited to, the following:

- A. Any public nuisance relating to animal control known at common law or in equity jurisprudence;
- B. Animals (excluding household pets, such as dogs and cats), particularly horses, mules, rabbits, bovine animals, lambs, goats, sheep, birds, hogs, chickens or other animals made to be domestic, being kept in any districts which do not comply with the existing zoning regulations;
- C. Animals running at large within the city;
- D. Any domesticated animal, whether licensed or not, which runs at large in any park, or enters any public beach, pond, fountain, or stream therein, or upon any public playground or school ground; provided, however, that this section shall not prohibit a person from walking or exercising an animal in a public park or on any public beach when such animal is on a leash, tether or chain not to exceed eight feet in length. This section shall not apply to a service animal if a leash would interfere with the service animal's work or the nature of the owner's or keeper's disability prevents use of a leash;
- E. Any animal which enters any place where food is stored, prepared, served or sold to the public, or any other public building or hall. This section shall not apply to a service animal if a leash would interfere with the service animal's work or the nature of the owner's or keeper's disability prevents use of a leash;
- F. A female domesticated animal, whether licensed or not, while in heat, accessible to other animals for purposes other than controlled and planned breeding;
- G. Any domesticated animal which chases, runs after or jumps at vehicles using the public streets and alleys;
- H. Any domesticated animal which habitually snaps, growls, snarls, jumps upon or otherwise threatens persons lawfully using the public sidewalks, streets, alleys, or other public ways and city-owned properties;

- I. Any animal which has exhibited vicious propensities and which constitutes danger to the safety of persons or property off his premises or lawfully on his premises;
- J. A vicious animal or animal with vicious propensities which runs at large at any time, or which is off the owner's premises not securely leashed and in the control of a person of suitable age and discretion to control or restrain such animal;
- K. Any domesticated animal which howls, yelps, whines, barks, or makes other oral noises, in such a manner that unreasonably annoys, disturbs, or interferes with the comfort, repose, health or safety of any person;
- L. Any domesticated animal which enters upon another person's property without the permission of that person;
- M. Animals on any public property not under control by their owner or other competent person by a leash. This section shall not apply to a service animal if a leash would interfere with the service animal's work or the nature of the owner's or keeper's disability prevents use of a leash;
- N. Animals kept, harbored, or maintained and known to have a contagious disease unless under the treatment of a licensed veterinarian;
- O. Animals running in packs. (Ord. 2613 (part), 2017; Ord. 2405 § 3, 2012; Ord. 1760 § 2, 1996; Ord. 1340 § 15, 1986)

**6.04.155 Rabies – Mandatory vaccination and quarantine.**

- A. All dogs and cats three months or older shall be vaccinated against rabies.
- B. An owner of a dog or cat shall provide written documentation of rabies vaccination for a dog or cat when such written documentation is requested by a law enforcement officer or animal control officer as part of an investigation involving a dog or cat biting a human or animal.
- C. In cases where a dog or cat has bitten a person or caused an abrasion of the skin, the animal shall be quarantined for a period of no less than 10 days. The purpose of the quarantine is to ensure no adverse health problems with the animal are detected. The quarantine may be completed at the owner's home, veterinary clinic or animal shelter as determined by the investigating law enforcement officer or animal control officer. (Ord. 2613 (part), 2017; Ord. 2405 § 4, 2012)

**6.04.160 Police dog interference.**

*Repealed by Ord. 2324.* (Ord. 1340 § 16, 1986)

**6.04.170 Cruelty to animals.**

It is unlawful:

- A. For a person to knowingly, recklessly, or with criminal negligence inflict unnecessary suffering or pain upon an animal.
- B. For an owner of an animal to knowingly, recklessly, or with criminal negligence:
  - 1. Fail to provide the animal with necessary shelter, rest, sanitation, space, or medical attention and the animal suffers unnecessary or unjustifiable physical pain as a result of the failure;
  - 2. To abandon the animal; or
  - 3. Abandon the animal and: (a) as a result of being abandoned, the animal suffers bodily harm; or (b) abandoning the animal creates an imminent and substantial risk that the animal will suffer substantial bodily harm.
- C. For a person to violate the provisions herein:
  - 1. Violation of subsection (A), (B)(1), or (B)(2) of this section is a misdemeanor.

2. Violation of subsection (B)(3) of this section is a gross misdemeanor.

D. In any prosecution of animal cruelty under subsection (A) or (B)(1) of this section, it shall be an affirmative defense, if established by the defendant by a preponderance of the evidence, that the defendant's failure was due to economic distress beyond the defendant's control. (Ord. 2613 (part), 2017: Ord. 2324 § 5, 2010: Ord. 1340 § 17, 1986)

**6.04.175 Confinement of an animal in a motor vehicle.**

It is unlawful for an owner or person to confine any animal in a motor vehicle in such a manner that places it in a life- or health-threatening situation by exposure to a prolonged period of extreme heat or cold, without proper ventilation or other protection from such heat or cold. In order to protect the health and safety of such animal, an animal control officer or law enforcement officer who has probable cause to believe that this section is being violated shall have the authority to enter such motor vehicle by any reasonable means under the circumstances, after making a reasonable effort to locate the owner. (Ord. 2613 (part), 2017: Ord. 2324 § 6, 2010)

**6.04.177 Tethering of an animal.**

A. Violation.

1. It is unlawful to restrain outside or tether a dog as follows, except for a period of time that is not reckless and is otherwise in compliance with this section:

- a. If the dog is tethered in a manner that causes the dog injury or pain;
- b. If the dog is tethered in a manner that results, or could reasonably result, in the dog becoming frequently entangled on the restraint or another object;
- c. If there are multiple dogs tethered, and each dog is not on a separate tether and not secured to a separate fixed point;
- d. With a tether that does not allow the dog to sit, lie down, and stand comfortably without the restraint becoming taut and that does not allow the dog a range of movement;
- e. If the dog is ill, suffering from a debilitating disease, injured, in distress, in the advanced stages of pregnancy, or under six months of age;
- f. If the dog does not have access to clean water and necessary shelter that is safe and protective, and constructed or attached in such a way that the dog cannot knock over the shelter or water vessel while tethered;
- g. If the dog is tethered in a manner that results in the dog being left in unsafe or unsanitary conditions or that forces the dog to stand, sit, or lie down in its own excrement or urine;
- h. If the dog is tethered by means of a choke, pinch, slip, halter, or prong-type collar, or by any means other than with a properly fitted buckle-type collar or harness that provides enough room between the collar or harness and the dog's throat to allow normal breathing and swallowing; and
- i. If the weight of the tether unreasonably inhibits the free movement of the dog within the area allowed by the length of the tether.

2. It shall constitute an exception to subsections (A)(1)(b) through (e) of this section only if:

- a. The dog is tethered while it is receiving medical care or treatment under the supervision of a licensed veterinarian or is being groomed;
- b. The dog is tethered while participating temporarily in an exhibition, show, contest, or other event in which the skill, breeding, or stamina of the dog is judged or examined;
- c. The dog is being kept temporarily at a camping or recreation area;

- d. The dog is being cared for temporarily after having been picked up as a stray or as part of a rescue operation;
- e. The dog is being transported in a motor vehicle or temporarily restrained or tied after being unloaded from a motor vehicle;
- f. The dog is being trained or used by a federal, state, or local law enforcement agency or military or national guard unit; or
- g. The dog is in the physical presence of the owner or person who keeps or controls the dog.

B. Penalty. Each incident involving a violation of this section is a separate offense. Any owner who violates this section is subject to the following penalties:

- 1. A first offense shall result in a correction warning being issued requiring the offense to be corrected by the owner, or person who keeps or controls the dog, within seven days after the date of the warning being issued in lieu of an infraction unless the offense poses an imminent risk to the health or safety of the dog or the dog has been injured as a result of the offense.
- 2. A second offense is a class 2 civil infraction under RCW 7.80.120(1)(b) and shall be subject to the maximum penalty allowed thereunder and as hereinafter amended.
- 3. A third or subsequent offense is a class 1 civil infraction under RCW 7.80.120(1)(a) and shall be subject to the maximum penalty allowed thereunder and as hereinafter amended. (Ord. 2613 (part), 2017)

**6.04.180 Poisonous snakes and reptiles.**

*Repealed by Ord. 2324. (Ord. 1340 § 18, 1986)*

**6.04.190 Enforcement power.**

A. The director and his/her authorized animal control officers are authorized to take such lawful action, including the authority to issue citations and infractions, as may be required to enforce the provisions of this chapter as they pertain to animal cruelty, shelter, welfare and enforcement of control.

B. The director or his/her authorized animal control officer shall not enter a building designated for and used for private purposes, unless a proper warrant has first been issued upon a showing that the officer has reasonable cause to believe an animal is being maintained in the building in violation of this chapter; provided, however, that the director and his/her authorized animal control officers, while pursuing or observing any animal in violation of this chapter may enter upon any public or private property, except any building designated for and used for private purposes, for the purpose of abating the animal violation being pursued or observed.

C. No person shall deny, prevent, obstruct or attempt to deny, prevent or obstruct an animal control officer or law enforcement officer from pursuing any animal observed to be in violation of this chapter. Further, no person shall fail or neglect, after a proper warrant has been presented, to promptly permit the director or the authorized animal control officer to enter private property to perform any duty imposed by this chapter. Any person in violating this subsection is guilty of a misdemeanor. (Ord. 2613 (part), 2017; Ord. 1760 § 3, 1996; Ord. 1340 § 19, 1986)

**6.04.200 Impoundment – Authority – Holding.**

The director and his/her authorized representative may impound any animals found doing any of the acts defined as a public nuisance, found abandoned, and/or being subjected to cruel treatment as defined by law and herein. After such animals are impounded, the animal control authority shall ascertain whether the animal is licensed or otherwise identifiable and, if reasonably possible, return the animal to the owner together with a notice of violation of this chapter, and if it is not reasonably possible to immediately return the animal to its owner, or if the owner cannot be identified or located, the animal control authority shall notify the owner within five business days by certified mail to the owner's last known address or telephone that the animal has been impounded and may be redeemed. Any animal impounded pursuant to this chapter shall be held for the owner at least 72 hours after receipt of notification by certified mail or by telephone from the impounding agency. Notice via certified mail to owner's last known address is deemed received three days after mailing by the animal control authority. See SMC 6.04.030 for impound

fees. Any animal suffering from serious injury or disease may be humanely destroyed, or, at the discretion of the impounding authority, may be held for a longer period and redeemed by any person on payment of charges not exceeding those prescribed herein. (Ord. 2613 (part), 2017; Ord. 2257 § 1 (part), 2008; Ord. 1901 § 7, 1999; Ord. 1340 § 20(A), 1986)

**6.04.210 Impoundment – Redemption procedures.**

The owner of any animal impounded pursuant to the provisions of SMC 6.04.200 may redeem it within 72 hours from the time of impounding, upon payment of the fees and costs set forth in SMC 6.04.030. Any such animal not redeemed within 72 hours after being impounded shall be deemed abandoned and may be humanely destroyed or adopted at the discretion of the impounding authority; provided, however, any animal so impounded less than two months of age may be humanely destroyed or adopted at any time after impounding. Livestock not redeemed may be sold at public auction by the impounding agency. The boarding cost for livestock impounded not boarded at the shelter shall be paid by the owner to the boarding facility/stockyard. (Ord. 2613 (part), 2017; Ord. 2324 § 8, 2010; Ord. 2257 § 1 (part), 2008; Ord. 1901 § 8, 1999; Ord. 1340 § 24, 1986)

**6.04.220 Mandatory spay/neuter and microchipping for impounded dogs and cats – Deposit – Refund – Exception.**

A. Mandatory Spay/Neuter and Microchip – Deposit. No unaltered dog or cat that is impounded more than once in any 12-month period may be redeemed by any person until the animal has been neutered/spayed and microchipped and a sum of \$75.00 is deposited with the animal control authority to cover the cost for the spaying or neutering and microchipping the animal.

B. Refund. The deposit shall be refunded upon a showing of proof of alteration and microchipping from a licensed veterinarian. If there is no proof of alteration and microchipping within one year from date of deposit, Metro will retain the deposit.

C. Exception. The deposit shall not be required if the owner or other person redeeming the animal provides a written statement from a licensed veterinarian that the spay, neuter or microchip installation procedure would be harmful to the animal. (Ord. 2780 § 1, 2021; Ord. 2613 (part), 2017; Ord. 2257 § 1 (part), 2008; Ord. 1901 § 9, 1999; Ord. 1340 § 20(B), 1986)

**6.04.230 Impoundment – Inspections.**

The city council is empowered to conduct inspections of facilities receiving animals to insure that animals are treated humanely. (Ord. 2613 (part), 2017; Ord. 1901 § 10, 1999; Ord. 1340 § 20(C), 1986)

**6.04.240 Feral cats and dogs.**

Feral cats and dogs can spread disease in the animal shelter. As a result, any cat or dog impounded that is determined by the animal control officer to be feral will be separated from the other animal(s) in the shelter and will be humanely destroyed as soon as possible. (Ord. 2613 (part), 2017; Ord. 1901 § 11, 1999; Ord. 1340 § 20(D), 1986)

**6.04.250 Animal availability for research.**

*Repealed by Ord. 1901.* (Ord. 1340 § 20(E), 1986)

**6.04.260 Legal or equitable enforcement action.**

Notwithstanding the existence or use of any other remedy, the director may seek legal or equitable relief to enjoin acts or practices and abate any conditions which constitute a violation of this chapter, or other regulations adopted in this chapter. (Ord. 2613 (part), 2017; Ord. 1340 § 21, 1986)

**6.04.270 Enforcement by notice and order.**

*Repealed by Ord. 2324.* (Ord. 1340 § 22, 1986)

**6.04.280 Appeals.**

*Repealed by Ord. 2324.* (Ord. 1901 § 12, 1999; Ord. 1340 § 23, 1986)

**6.04.290 Nuisance abatement – Generally.**

*Repealed by Ord. 2324.* (Ord. 1340 § 25(A), 1986)

**6.04.300 Violation – Criminal and civil penalty.**

A. Any person found in violation of SMC 6.04.170(B)(3) is guilty of a gross misdemeanor and upon conviction shall be punished by a fine not to exceed \$5,000, or by imprisonment in jail not to exceed 365 days, or by both such fine and imprisonment.

B. Any person violating any of the remaining provisions of this chapter shall be guilty of a misdemeanor and upon conviction shall be punished by a fine not to exceed \$1,000, or by imprisonment in jail not to exceed 90 days, or by both such fine and imprisonment; provided, that any person who shall violate the provisions of SMC 6.04.030(A) or 6.04.150(A), (C), (D), (E), (F), (G), (H), (I), (K), (L), (M), and (O) shall be deemed to have committed an infraction and shall be punished by a maximum penalty of \$250.00. (Ord. 2613 (part), 2017; Ord. 2324 § 12, 2010; Ord. 2281 § 3 (part), 2008; Ord. 1760 § 4, 1996; Ord. 1340 § 26(A), 1986. Formerly 6.04.310.)

**6.04.305 Habitual offender.**

Any person who, after receiving two or more convictions, singularly or in combination, of crimes relating to animals within a 10-year period, or any combination of two findings of potentially dangerous and/or dangerous animals within 10 years, or any four infractions, singularly or in combination, found to be committed in any municipal or district court within a five-year period may be designated as a “habitual violator” by the director and shall be prohibited from owning animals for a period of not less than 10 years. A violation of this prohibition shall be a gross misdemeanor, punished by a maximum penalty of a fine not to exceed \$5,000, or by imprisonment in jail not to exceed 364 days, or by both such fine and imprisonment. (Ord. 2613 (part), 2017)

**6.04.310 Violations – Abatement.**

*Repealed by Ord. 2324.* (Ord. 2281 § 3 (part), 2008; Ord. 1760 § 5, 1996; Ord. 1340 § 26(B), 1986. Formerly 6.04.320.)

**Chapter 6.08**  
**DOG FECES REMOVAL**

Sections:

- 6.08.010 Allowing deposit prohibited.
- 6.08.020 Removal of feces deposited.
- 6.08.030 Proper disposal.
- 6.08.040 Violation – Civil infraction.

**6.08.010 Allowing deposit prohibited.**

No person owning or in charge of any dog shall cause or allow such dog to soil, defile, defecate on any common thoroughfare, sidewalk, passageway, bypath, play area, park, or any place where people congregate or walk, or upon any public property whatsoever, or upon any private property, without the permission of the owner of the property. (Ord. 1317 § 1, 1985)

**6.08.020 Removal of feces deposited.**

Any person owning or in charge of any dog which soils, defiles, defecates on any common thoroughfare, sidewalk, passageway, bypath, play area, park, or any place where people congregate or walk, or upon any public property whatsoever, or upon any private property, without the permission of the owner of the property, shall immediately remove all feces deposited by any such dog, in a sanitary manner. (Ord. 1317 § 2, 1985)

**6.08.030 Proper disposal.**

The feces removed from the aforementioned designated areas shall be disposed of by the person owning or in charge of any such dog in a sealed, nonabsorbent, leakproof container. (Ord. 1317 § 3, 1985)

**6.08.040 Violation – Civil infraction.**

Any violation of the provisions of this chapter shall be a Class 2 civil infraction and any person found in violation thereof shall be assessed a monetary penalty in an amount not to exceed \$125.00 plus applicable statutory assessments. (Ord. 2541 § 5, 2015; Ord. 1317 § 4, 1985)

## Chapter 6.10

### DANGEROUS AND POTENTIALLY DANGEROUS DOGS

Sections:

- 6.10.010 General provisions.
- 6.10.020 Declaring dog as potentially dangerous.
- 6.10.030 Appealing the declaration of potentially dangerous dog.
- 6.10.040 Permits for potentially dangerous dogs.
- 6.10.050 Declaring dog as dangerous.
- 6.10.060 Appealing the declaration of dangerous dog.
- 6.10.070 Permits for dangerous dogs.
- 6.10.080 Confinement of potentially dangerous or dangerous dog.
- 6.10.090 Notification of status of potentially dangerous or dangerous dog.
- 6.10.095 Potentially dangerous or dangerous dogs temporarily located within this jurisdiction.
- 6.10.100 Relocating a potentially dangerous or dangerous dog from another jurisdiction.
- 6.10.110 Vacating a dangerous or potentially dangerous dog declaration.
- 6.10.120 Violations.

#### **6.10.010 General provisions.**

A. Definitions. In construing the provisions of this chapter, unless the context clearly requires otherwise, the definitions in SMC 6.04.020 shall apply. In addition, the following definitions shall apply to each reference to the following words or phrases:

1. "Director" means the police chief of the city in which the dog resides or is kept, or the police chief's designee.
2. "Exhaustion of the appeal process" means that the owner has declined and/or failed to appeal the matter further or has exhausted all appeal options.
3. "Metro" means Metro Animal Services.
4. "Municipal court" means the court or hearing examiner designated, by the city in which the dog resides or is kept, to handle appeals of dangerous dog and potentially dangerous dog declarations.
5. "Premises" means the registered owner's current address that has been inspected and approved by Metro.

Except where otherwise plainly declared or clearly apparent from the context, words used in this chapter shall be given their common and ordinary meaning.

B. Calculating Deadlines. If the deadline to comply with any requirement of this chapter falls on a day that Metro Animal Services is closed, the deadline shall be extended to the next day that Metro Animal Services is open to the public.

C. All notices, declarations, and final determinations required to be served on an owner shall be served in one of the following methods:

1. Certified mail, return receipt requested, and regular mail to owner's last known address; or
2. Personally; or
3. If the owner cannot be located after diligent attempts to serve the owner by one of the first two methods, by posting the declaration in a conspicuous place at the owner's last known address.

When service is accomplished by mail pursuant to subsection (C)(1) of this section, service shall be considered complete on the third day after the item is postmarked.

D. This chapter does not apply to dogs used by law enforcement officials for police work. (Ord. 2676 § 1 (part), 2019)

**6.10.020 Declaring dog as potentially dangerous.**

A. Metro may find and declare a dog potentially dangerous if any animal control officer has probable cause to believe that the dog falls within the definitions set forth in SMC 6.04.020(U) and the exclusions contained in this section do not apply.

1. The written finding must be based upon:

- a. The written complaint of a citizen who is willing to testify that the dog has acted in a manner which causes it to fall within the definition of SMC 6.04.020(U); or
- b. Dog bite reports filed with the Metro; or
- c. Actions of the dog witnessed by any animal control officer or law enforcement officer; or
- d. Other substantial evidence.

2. Exclusions. A dog may not be declared potentially dangerous if Metro determines, by a preponderance of the evidence, that the threat, injury, or bite alleged to have been committed by the dog was sustained by a person who was at the time committing a willful trespass or other tort upon the premises occupied by the owner of the dog, or who was tormenting, abusing, or assaulting the animal, or who has been in the past observed or reported to have tormented, abused, or assaulted the dog, or who was committing or attempting to commit a crime.

B. Notice to Declare. If any animal control officer determines there is probable cause to declare a dog potentially dangerous, Metro must provide the dog owner with notice that the dog will be declared potentially dangerous. Fifteen days after the notice is served, unless such notice is otherwise rescinded by Metro or the director, the dog will be deemed potentially dangerous pursuant to this chapter.

1. Contents of Notice. The notice shall be in writing and shall state the statutory basis for the declaration, the reasons Metro considers the dog potentially dangerous, a statement that the dog is subject to permitting and other restrictions required by this chapter, including a recitation of the restrictions and requirements in SMC 6.10.040 (permitting), 6.10.080 (confinement), and 6.10.090 (notification), an explanation of the owner's rights, the proper procedure for appealing the declaration, and the opportunity to meet with the director and give reasons or information as to why the dog should not be declared potentially dangerous. The meeting must be requested by the owner and must take place within 15 days of service of the notice. The director has authority to extend the 15-day deadline for the meeting under extenuating circumstances.

2. Restrictions. Upon service of the notice, the dog shall at all times be confined pursuant to SMC 6.10.080. Furthermore, the owner must comply with all requirements set forth in SMC 6.10.090.

3. Meeting. If, within 15 days after service of the notice, the owner requests a meeting with the director, the director shall notify the owner of the date, time, and location for such meeting. During such meeting, the director will determine whether the owner has established good cause for the notice to be rescinded and will orally inform the owner of his or her decision at such time. Following the meeting, the director shall serve the owner with a written letter explaining the director's decision. If the director rescinds the notice, the dog will not be deemed potentially dangerous and no further action is required by the owner.

4. Effect of Notice. On the sixteenth day following service of the notice to declare, unless said notice is rescinded by Metro or the director, the dog shall be deemed potentially dangerous. (Ord. 2676 § 1 (part), 2019)

**6.10.030 Appealing the declaration of potentially dangerous dog.**

If the owner wishes to appeal the declaration of potentially dangerous dog:

A. The owner shall submit a written notice of appeal to the municipal court together with the applicable fee charged by the city in which the dog resides or is kept for dangerous dog appeals, and shall serve a copy of the same upon

Metro within 15 calendar days of the day the dog is deemed to be potentially dangerous pursuant to the notice to declare described in SMC 6.10.020(B).

B. On appeal before the municipal court, the burden shall be on the city to prove the declaration of potentially dangerous dog, as defined in SMC 6.04.020(U), is supported by a preponderance of the evidence. The municipal court shall set a hearing on the appeal with notice to all parties of the date, time, and location of the hearing.

C. The hearing before the municipal court is not subject to the evidentiary rules of the court system, but shall be guided by the concept of due process. Evidence, including hearsay evidence, is admissible if in the judgment of the court it is the kind of evidence upon which reasonably prudent persons are accustomed to rely upon in the conduct of their affairs. The court may exclude evidence that is irrelevant, unreliable, immaterial, or unduly repetitious.

D. The municipal court shall have the authority to make the following determination on appeal:

1. Rescind the declaration of potentially dangerous dog;
2. Uphold the declaration of potentially dangerous dog; or
3. Condition the declaration of potentially dangerous dog for a period not to exceed 12 months, at which time the municipal court shall conduct a review hearing to determine if sufficient evidence supports maintaining the declaration of potentially dangerous dog. During any period of conditional declaration, the owner shall obtain a potentially dangerous dog permit and comply with all provisions set forth in SMC 6.10.040 (permitting), 6.10.080 (confinement), and 6.10.090 (notification). The owner is responsible for requesting a review hearing at the end of the conditional declaration period. The conditional declaration shall remain in effect until it is revised or rescinded by the municipal court.

E. If the owner wishes to appeal the municipal court's decision, the appeal must be filed with the clerk of the Pierce County superior court, and a copy of the appeal served upon Metro, within 15 calendar days of the date of the municipal court's written decision.

F. While any appeal is pending, the provisions of SMC 6.10.080 and 6.10.090 shall apply. (Ord. 2676 § 1 (part), 2019)

**6.10.040 Permits for potentially dangerous dogs.**

A. It is unlawful for an owner to have a potentially dangerous dog in the city without a current permit issued under this section. Within 15 calendar days following either: (1) the expiration of the appeal deadline, if no appeal is filed, or (2) service of a decision affirming the declaration on appeal after exhaustion of the appeal process, the owner of a potentially dangerous dog shall obtain a permit from Metro.

B. Permit Submittals. Metro may issue a permit to the owner of a potentially dangerous dog if the owner completes the following:

1. Provides payment of the permit fee;
2. Provides proof that the dog has been microchipped (and microchip number is provided);
3. Provides a current, color, digital photograph (in electronic format) each of the front and the profile/side of the dog (minimum three inches by five inches in size) for identification purposes;
4. Provides proof of current rabies vaccination;
5. Provides proof of a policy of liability insurance, such as homeowner's insurance, issued by an insurer qualified under RCW Title 48 in the amount of at least \$100,000, insuring the owner for any personal injuries or property damage inflicted by the potentially dangerous dog; and
6. Demonstrates the following to Metro during an inspection of the premises:
  - a. The dog is confined in a proper enclosure as defined in SMC 6.04.020(CC);

- b. There is a conspicuously posted and clearly visible warning sign as defined in SMC 6.04.020(DD);
- c. The dog is wearing a current license tag; and
- d. Possession of a muzzle for the dog as defined in SMC 6.04.020(EE). The muzzle must be available at the time of inspection.

The inspection by Metro, and any reinspections that may be necessary, must be scheduled within 10 calendar days after the end of the 15-day appeal deadline, if no appeal is made, or service of a decision affirming the declaration on appeal after exhaustion of the appeal process, if an appeal is made. An owner who fails to pass inspection shall pay a \$50.00 reinspection fee per occurrence. Reinspection must occur during the prescribed 10-calendar-day period.

C. Permit Renewal. The owner of a potentially dangerous dog shall renew the potentially dangerous dog permit annually and within 30 days of the expiration of the permit. To renew the permit, the owner must provide the following to Metro:

1. Proof of current rabies vaccination;
2. A policy of liability insurance, such as homeowner's insurance, issued by an insurer qualified under RCW Title 48 in the amount of at least \$100,000, insuring the owner for any personal injuries and property damage inflicted by the potentially dangerous dog; and
3. Payment of the renewal fee. See SMC 6.04.030(B).

D. With no less than 48 hours' notice, Metro has the right to inspect the premises and ensure adherence to the requirements herein. (Ord. 2676 § 1 (part), 2019)

#### **6.10.050 Declaring dog as dangerous.**

A. Metro may find and declare a dog dangerous if any animal control officer has probable cause to believe that the dog falls within the definitions set forth in SMC 6.04.020(V) and the exclusions contained in this section do not apply. The written finding must be based upon:

1. The written complaint of a citizen who is willing to testify that the animal has acted in a manner which causes it to fall within the definition of SMC 6.04.020(V); or
2. Dog bite reports filed with Metro; or
3. Actions of the dog witnessed by any animal control officer or law enforcement officer; or
4. Other substantial evidence.

B. Exclusions. A dog shall not be declared dangerous if Metro determines, by a preponderance of the evidence, that the threat, injury, or bite alleged to have been committed by the dog was sustained by a person who was at the time committing a willful trespass or other tort upon the premises occupied by the owner of the dog, or who was tormenting, abusing, or assaulting the dog, or who has been in the past observed or reported to have tormented, abused, or assaulted the dog, or who was committing or attempting to commit a crime.

C. Notice to Declare. If any animal control officer determines there is probable cause to declare a dog dangerous, Metro must provide the dog owner with notice that the dog will be declared dangerous. Fifteen days after the notice is served, unless such notice is otherwise rescinded by Metro or the director, the dog will be deemed dangerous pursuant to this chapter.

1. Contents of Notice. The notice shall be in writing and shall state the statutory basis for the declaration, the reasons Metro considers the dog dangerous, a statement that the dog is subject to permitting and other restrictions required by this chapter, including a recitation of the restrictions in SMC 6.10.070 (permitting), 6.10.080 (confinement), and 6.10.090 (notification), an explanation of the owner's rights, the proper procedure for appealing the declaration, and the opportunity to meet with the director and give reasons or information as

to why the dog should not be declared dangerous. The meeting must be requested by the owner and must take place within 15 days of service of the notice. The director has authority to extend the 15-day deadline for the meeting under extenuating circumstances.

2. Restrictions. Upon service of the notice, the dog shall at all times be confined pursuant to SMC 6.10.080. Furthermore, the owner must comply with all requirements set forth in SMC 6.10.090.

3. Meeting. If, within 15 days after service of the notice, the owner requests a meeting with the director, the director shall notify the owner of the date, time, and location for such meeting. During such meeting, the director will determine whether the owner has established good cause for the notice to be rescinded or amended from dangerous to potentially dangerous, and will orally inform the owner of its decision at such time. Following the meeting, the director shall serve the owner with a written letter explaining the director's decision. If the director rescinds the notice, the dog will not be deemed dangerous and no further action is required by the owner. If the director amends the notice to declare from dangerous to potentially dangerous, the same appeal period applies as if the notice to declare had not been amended.

4. Effect of Notice. On the sixteenth day following service of the notice to declare, unless said notice is rescinded or amended by Metro or the director, the dog shall be deemed dangerous. (Ord. 2676 § 1 (part), 2019)

**6.10.060 Appealing the declaration of dangerous dog.**

If the owner wishes to appeal the declaration of dangerous dog:

A. The owner shall submit a written notice of appeal to the municipal court together with the applicable fee charged by the city in which the dog resides or is kept for dangerous dog appeals, and shall serve a copy of the same upon Metro within 15 calendar days of the day the dog is deemed to be dangerous pursuant to the notice described in SMC 6.10.050(C).

B. On appeal before the municipal court, the burden shall be on the city to prove the declaration of dangerous dog, as defined in SMC 6.04.020(V), is supported by a preponderance of the evidence. The municipal court shall set a hearing on the appeal with notice to all parties of the date, time, and location of the hearing.

C. The hearing before the municipal court is not subject to the evidentiary rules of the court system, but shall be guided by the concept of due process. Evidence, including hearsay evidence, is admissible if in the judgment of the court it is the kind of evidence upon which reasonably prudent persons are accustomed to rely upon in the conduct of their affairs. The court may exclude evidence that is irrelevant, unreliable, immaterial, or unduly repetitious.

D. The municipal court shall have the authority to make the following determination on appeal:

1. Rescind the declaration of dangerous dog;

2. Uphold the declaration of dangerous dog; or

3. Condition the declaration of dangerous dog for a period not to exceed 12 months, at which time the Sumner municipal court shall conduct a review hearing to determine if sufficient evidence supports maintaining the declaration of dangerous dog. During any period of conditional declaration, the owner shall obtain a dangerous dog permit and comply with all provisions set forth in SMC 6.10.070 (permitting), 6.10.080 (confinement), and 6.10.090 (notification). The owner is responsible for requesting a review hearing at the end of the conditional declaration period. The conditional declaration shall remain in effect until it is revised or rescinded by the municipal court.

E. If the owner wishes to appeal the municipal court's decision, the appeal must be filed with the clerk of the Pierce County superior court, and a copy of the appeal served upon Metro, within 15 calendar days of the date of the municipal court's written decision.

F. While any appeal is pending, the provisions of SMC 6.10.080 and 6.10.090 shall apply. (Ord. 2676 § 1 (part), 2019)

**6.10.070 Permits for dangerous dogs.**

A. It is unlawful for an owner to have a dangerous dog in the city without a current permit issued under this section. Within 15 calendar days following either (1) the expiration of the appeal deadline, if no appeal is filed, or (2) service of a decision affirming the declaration on appeal after exhaustion of the appeal process, the owner of a dangerous dog shall obtain a permit from Metro.

B. Permit Submittals. Metro may issue a permit to the owner of a dangerous dog if the owner completes the following:

1. Provides payment of the permit fee;
2. Provides proof that the dog has been microchipped (and microchip number provided);
3. Provides a current, color, digital photograph (in electronic format) each of the front and the profile/side of the dog (minimum three inches by five inches in size) for identification purposes;
4. Provides proof of current rabies vaccination;
5. Provides proof of a policy of liability insurance (such as homeowner's insurance) issued by an insurer qualified under RCW Title 48 in the amount of at least \$500,000, insuring the owner for any personal injuries and property damage inflicted by the dangerous animal;
6. Demonstrates the following to Metro during an inspection of the premises:
  - a. The dog is confined in a proper enclosure as defined in SMC 6.04.020(CC);
  - b. There is a conspicuously posted and clearly visible warning sign as defined in SMC 6.04.020(DD);
  - c. The dog is wearing a current license tag; and
  - d. Possession of a muzzle for the dog as defined in SMC 6.04.020(EE). The muzzle must be available at the time of inspection.

The inspection by Metro, and any reinspections, must be scheduled within 10 calendar days after the end of the 15-day appeal deadline, if no appeal is made, or service of a decision affirming the declaration on appeal after exhaustion of the appeal process, if an appeal is made. An owner who fails to pass inspection will be subject to a \$50.00 reinspection fee per occurrence. Reinspection must occur during the prescribed 10-calendar-day period.

C. Permit Renewal. The owner of a dangerous dog shall renew the dangerous dog permit annually and no later than 30 days of the expiration of the permit. To renew the permit, the owner must provide the following to Metro:

1. Proof of a current rabies vaccination;
2. A policy of liability insurance, such as homeowner's insurance, issued by an insurer qualified under RCW Title 48 in the amount of at least \$500,000, insuring the owner for any potential injuries and property damage inflicted by the dangerous dog; and
3. Payment of the renewal fee. See SMC 6.04.030(B).

D. With no less than 48 hours' notice, Metro has the right to inspect the premises and ensure adherence to the requirements herein. (Ord. 2676 § 1 (part), 2019)

**6.10.080 Confinement of potentially dangerous or dangerous dog.**

Every dangerous or potentially dangerous dog must at all times be confined and controlled as follows:

A. On the premises in a proper enclosure as defined in SMC 6.04.020(CC);

B. In an area completely enclosed by a fence of sufficient height, substance, and condition to prevent the escape of the dog while under the direct, in person, supervision of a person 18 years or older who is capable of preventing the escape of the dog from the fenced area; or

C. If beyond the premises, then securely leashed and humanely muzzled while under the direct supervision of a person 18 years or older who is capable of controlling the dog, and any other restrictions deemed necessary by Metro.

These restrictions apply while an appeal of the potentially dangerous dog declaration or dangerous dog declaration is pending. (Ord. 2676 § 1 (part), 2019)

**6.10.090 Notification of status of potentially dangerous or dangerous dog.**

A. The owner of a dog that has been declared potentially dangerous or dangerous dog shall immediately notify Metro when such dog:

1. Is loose or unconfined; or
2. Has bitten or otherwise injured a human being or attacked another animal or livestock; or
3. Is sold or given away or dies; or
4. Is permanently relocated to another address; or
5. Is temporarily moved to another address for longer than 30 days.

B. At least 48 hours prior to a potentially dangerous or dangerous dog being sold, moved or given away, the owner shall provide the name, address, and telephone number of the new owner to Metro. Prior to selling, moving, or giving the dog away, the owner shall also notify the new owner that the dog has been declared potentially dangerous or dangerous. The new owner shall comply with all of the requirements of this chapter.

These restrictions apply while an appeal of the potentially dangerous dog declaration or dangerous dog declaration is pending. (Ord. 2676 § 1 (part), 2019)

**6.10.095 Potentially dangerous or dangerous dogs temporarily located within this jurisdiction.**

Any dog that is declared dangerous or potentially dangerous by another jurisdiction shall, at all times that the dog is located within the city, comply with the confinement restrictions imposed by SMC 6.10.080, regardless of whether the dog resides in the city. (Ord. 2781 § 1 (Exh. A), 2021)

**6.10.100 Relocating a potentially dangerous or dangerous dog from another jurisdiction.**

Upon relocation to this city, any dog that is declared dangerous or potentially dangerous by another jurisdiction shall comply with all dangerous or potentially dangerous dog obligations imposed by this chapter as follows: (1) upon relocation to this city, the owner shall immediately comply with the confinement restrictions in SMC 6.10.080 and the notification requirements of SMC 6.10.090, and (2) within 15 working days, the owner shall obtain a dangerous or potentially dangerous dog permit from Metro. For purposes of this provision, a dog shall be considered to have relocated to this city when either: (1) the owner of the dog resides within the city, or (2) the dog has been physically present or kept in the city for more than 15 days. A dog shall be considered “kept in the city” for any particular day even when the dog is taken out of the city for a day trip or errand. (Ord. 2781 § 1 (Exh. A), 2021; Ord. 2676 § 1 (part), 2019)

**6.10.110 Vacating a dangerous or potentially dangerous dog declaration.**

A. Dogs Declared Dangerous or Potentially Dangerous by Metro. Three years after a dog has been declared potentially dangerous or dangerous, the owner may request that Metro vacate the declaration by serving such a request to Metro along with the applicable fee charged by the city in which the dog resides or is kept. A vacancy shall not be considered unless the dog has been in compliance and has no violations of the restrictions and permitting requirements imposed as a result of the declaration for a minimum of three years. Upon receipt of a request to vacate a declaration, Metro shall provide the request to the director for consideration. The director may vacate the declaration if it determines that the declaration is no longer appropriate as a result of a change in the dog’s behavior due to age, health, training, and/or other factors. It is the owner’s burden to provide information to Metro in

support of vacating the declaration. There shall be no appeal from Metro's decision in response to a request to vacate a declaration.

B. Dogs Declared Dangerous or Potentially Dangerous by Another Jurisdiction. For any dog that has been declared potentially dangerous or dangerous by another jurisdiction, three years after the dog has resided within the city, the owner may request that Metro waive the permit requirement and confinement restrictions by serving such a request to Metro along with the applicable fee charged by the city in which the dog resides or is kept. A waiver shall not be considered unless the dog has been in compliance and has no violations of the restrictions and permitting requirements imposed as a result of the declaration for a minimum of three years. Metro may waive any such dangerous dog or potentially dangerous dog restrictions or requirements if it determines that such restrictions or requirements are no longer appropriate as a result of a change in the dog's behavior due to age, health, training, and/or other factors. It is the owner's burden to provide information to Metro in support of waiving the restrictions and requirements. There shall be no appeal from Metro's decision in response to a waiver request under this section. (Ord. 2781 § 1 (Exh. A), 2021; Ord. 2676 § 1 (part), 2019)

**6.10.120 Violations.**

A. Criminal Penalties. It shall be unlawful for any person owning or harboring or having care of a potentially dangerous dog or dangerous dog to allow or permit such dog to be in violation of SMC 6.10.040(A) (permitting for potentially dangerous dogs), 6.10.070(A) (permitting for dangerous dogs), 6.10.080 (confinement), 6.10.090(B) (notification), and 6.10.100 (relocating). Any such person found to be in violation of these provisions shall, upon conviction thereof, be found guilty of a gross misdemeanor punishable by imprisonment in jail of no more than 364 days or by fine of not more than \$5,000, or both.

In addition and upon conviction, the court may order the seizure, impoundment, and/or forfeiture of any dog which is the subject of the criminal proceedings. Furthermore, any potentially dangerous or dangerous dog which attacks a human being, domestic animal, or livestock may be ordered destroyed when, in the court's judgment, such dog represents a continuing threat of serious harm to human beings or domestic animals. The court shall order any person convicted under this section to pay all costs of confinement, control, and/or destruction, including any necessary veterinary fees and the daily boarding fee outlined in SMC 6.04.030(B).

B. When Metro determines that a dog is in violation of any provision of this chapter, Metro is authorized to immediately seize and impound such dog. If, after notification to the owner regarding the violation, the owner fails to correct the violation within 15 days, Metro is authorized to destroy the dog.

Metro is authorized, but not required, to grant the owner an extension of time to correct the violation before destruction of the dog. The owner shall pay all costs of confinement and control, including any necessary veterinary fees and the daily boarding fee outlined in SMC 6.04.030(B), and all costs for the destruction of the dog. All costs must be paid before the dog may be redeemed by the owner.

C. In addition to the provisions of subsection (B) of this section, while an appeal is pending, Metro is authorized to immediately seize and impound the dog for the remainder of the appeal process when Metro determines that the dog is in violation of SMC 6.10.080 (confinement) or that the dog has inflicted a bite upon another animal or person. The owner shall pay all costs of confinement and control, including any necessary veterinary fees and the daily boarding fee outlined in SMC 6.04.030(B). All costs must be paid before the dog may be redeemed by the owner.

D. It shall be a Class 1 civil infraction, punishable by a fine not to exceed \$250.00 plus statutory assessments, for any person owning or harboring or having care of a potentially dangerous dog or dangerous dog to allow or permit such dog to be in violation of SMC 6.10.095. (Ord. 2781 § 1 (Exh. A), 2021; Ord. 2676 § 1 (part), 2019)

**Chapter 6.12**

**PIGS**

**(Repealed by Ord. 2852)**

**Chapter 6.14**  
**POLICE DOGS**

Sections:

- 6.14.010 Interference and abuse of police dogs prohibited.
- 6.14.020 Police dogs exempted from animal control provisions.
- 6.14.030 Violation – Punishment.

**6.14.010 Interference and abuse of police dogs prohibited.**

No person shall willfully torment, torture, beat, kick, strike or harass any dog used by a police department for police work, or otherwise interfere with the use of any such dog for police work by said department or its officers or members. (Ord. 2324 § 18 (part), 2010)

**6.14.020 Police dogs exempted from animal control provisions.**

All police dogs and all dogs being trained as police dogs shall be exempt from all the provisions of chapter 6.04 SMC relating to animal control, only when acting in their official or work-related capacity. When in an off-duty capacity, all police dogs and dogs being trained as police dogs shall be subject to all the provisions of the SMC relating to animal control except chapter 6.10 SMC related to dangerous and potentially dangerous dogs. (Ord. 2641 § 1, 2018; Ord. 2324 § 18 (part), 2010)

**6.14.030 Violation – Punishment.**

Any violation of the provisions of this chapter shall be punishable as a gross misdemeanor and may be punished by a fine of not more than \$5,000 or imprisonment of not more than one year in jail, or by both such fine and imprisonment. (Ord. 2324 § 18 (part), 2010)

## **Chapter 6.16**

### **EXOTIC ANIMALS**

Sections:

- 6.16.010 Chapter purpose.
- 6.16.020 Possession unlawful – Exceptions.
- 6.16.030 Chapter limitations.
- 6.16.040 Euthanasia in exigent circumstances.
- 6.16.050 Registration approval process.
- 6.16.060 Registration requirements for animals currently owned – Content.
- 6.16.070 Registration – Issuance – Premises inspection.
- 6.16.080 Periodic inspection of premises.
- 6.16.090 Exotic animals – At large prohibited.
- 6.16.100 Chapter requirements.
- 6.16.110 Violation – Penalty.

**6.16.010 Chapter purpose.**

The purpose of this chapter is to preserve the public health, peace and safety by prohibiting the possession or maintenance of exotic animals other than in the case of certain limited exceptions as provided in SMC 6.16.030, and to limit and set conditions on exotic animals possessed or maintained as of the effective date of the ordinance codified in this chapter. (Ord. 2324 § 19 (part), 2010)

**6.16.020 Possession unlawful – Exceptions.**

It is unlawful for any owner to possess or maintain an exotic animal within the city of Sumner, unless the owner possessed or maintained the exotic animal on or before the effective date of the ordinance codified in this chapter; provided, the owner may continue to possess and maintain such animal until the animal expires, if within 30 calendar days the owner satisfies the registration requirements for such animals contained in this chapter and such rules and regulations as the animal control authority may adopt regarding the possession or maintenance of such animals. Failure to timely register an animal or to comply with the conditions of this chapter shall constitute a violation of this chapter. (Ord. 2324 § 19 (part), 2010)

**6.16.030 Chapter limitations.**

The provisions of this chapter shall not apply to any facility possessing or maintaining exotic animals which is owned, operated or maintained by any city, county, state or the federal government, including but not limited to public zoos, nor shall it apply to museums, laboratories and research facilities maintained by scientific or educational institutions, nor to private or commercial activities such as circuses, fairs, educational or entertainment exhibits or private zoological parks which are otherwise regulated by law, nor to any recognized program engaged in the training of exotic animals as defined in this title for use as service animals by disabled citizens. (Ord. 2324 § 19 (part), 2010)

**6.16.040 Euthanasia in exigent circumstances.**

For purposes of this title, “euthanasia” means the humane destruction of an animal accomplished by a method that involves instantaneous unconsciousness and immediate death, or by a method that causes painless loss of consciousness, and death during such loss of consciousness.

A. Any exotic animal possessed or maintained in violation of this chapter may be subject to impoundment and euthanasia by the animal control authority if any one of the following exigent circumstances is deemed to exist by the animal control officer and confirmed by the director of the animal control program or his/her designee:

1. The exotic animal presents an imminent likelihood of serious physical harm to the public and there is no other reasonably available means of abatement. For the purposes hereof, if an exotic animal wanders or runs loose in the city, it shall be presumed that the exotic animal presents an imminent likelihood of serious physical harm to the public and there is no other reasonably available means of abatement; or

2. There is no reasonable basis to believe that the violation can be or in good faith will be corrected and after reasonable search or inquiry by the animal control authority no facility as authorized by local, state or federal law is available to house the exotic animal; or

3. The exotic animal suffers from a communicable disease injurious to other animals or human beings; provided, that this section shall not apply if the animal is under treatment by a licensed veterinarian and may reasonably be expected to recover without infecting other animals or human beings.

B. After an exotic animal has been impounded, as provided above, the animal control officer shall, as soon as feasible, notify the person who had possessed or maintained the exotic animal, if known, of the exigent circumstances deemed to exist that warranted the impoundment and euthanasia of the exotic animal. The person who had possessed or maintained the exotic animal or another person with an ownership interest in the exotic animal may appeal the determination to the director; provided, that the written appeal must be filed with the director within 10 days of the notice of impoundment referred to hereinabove. Failure to file a written appeal within the 10-day period will constitute a waiver of all rights to an administrative hearing and determination of the matter. Enforcement of any administrative decision shall be stayed during the pending of an appeal, except impoundment of any exotic animal. The director shall issue a written decision on an appeal within 10 days of the hearing. Any appeal from the director's decision must be filed in superior court within 30 days of the date of the director's written decision. (Ord. 2324 § 19 (part), 2010)

**6.16.050 Registration approval process.**

A. An owner who possesses or maintains an exotic animal on or before the effective date of the ordinance codified in this chapter may continue to possess or maintain such animal; provided, the owner registers said animal pursuant to the registration requirements of SMC 6.16.060 with the Sumner animal control authority within 30 calendar days of the effective date of the ordinance codified in this chapter.

B. As a condition of registration, the animal control officer may inspect the proposed premises and confinement device for the animal, which must meet the cage or confinement rules and regulations of the animal control authority. (Ord. 2324 § 19 (part), 2010)

**6.16.060 Registration requirements for animals currently owned – Content.**

For owners who currently possess or maintain exotic animals, a verified registration shall be filed by the owner with the animal control authority and shall contain the following information:

A. A legal or otherwise adequately precise description of the premises which applicant desires to use under the required registration;

B. Whether the applicant owns or rents the premises to be used;

C. If the applicant rents the premises, a written acknowledgement by the property owner that the applicant has the owner's permission to carry on the activity as described in the registration;

D. The extent of improvement upon such premises;

E. A map or diagram of such premises showing where the improvements are located thereon;

F. A statement indicating the species of exotic animal which the applicant currently possessed or maintained on or before the effective date of the ordinance codified in this chapter;

G. A statement indicating how the animal will be caged or otherwise confined, accompanied with a drawing detailing the dimensions of and the materials used for the cage or similar confinement; and such further information as may be required by rules and regulations of the animal control authority. (Ord. 2324 § 19 (part), 2010)

**6.16.070 Registration – Issuance – Premises inspection.**

If, upon review by the animal control authority, the animal control authority verifies that the owner/applicant is the owner, or if a tenant, has the written permission of the property owner as specified in SMC 6.16.060; and if all of the applicable rules and regulations of the animal control authority have been met, the animal control authority shall certify the exotic animal as properly registered and the owner is lawfully entitled to use the premises for the

possession or maintenance of the exotic animal(s) specified in such registration. Provided, however, that the animal control authority shall inspect the premises and confinement cage or other proposed confinement device to ensure all standards required for confining exotic animals as required by rule or regulation have been met. If, however, the cage or confinement device is deemed inadequate, the animal control authority may deny the registration. Where appropriate, the owner/applicant may be required to make such changes as necessary to meet the standards required before registration is approved. (Ord. 2324 § 19 (part), 2010)

**6.16.080 Periodic inspection of premises.**

The animal control authority or his/her designee may make routine, periodic inspections of an owner's premises and records in order to determine the number, kind, weight and condition of exotic animals possessed by the owner, and for purposes of enforcing the provisions of this chapter and the rules and regulations of the animal control authority. (Ord. 2324 § 19 (part), 2010)

**6.16.090 Exotic animals – At large prohibited.**

No person owning or having charge, custody, control, or possession of any exotic animal as defined in this title shall permit or allow the same to be at large at any place within the city, or within the premises of such person in such a manner as to endanger any person lawfully entering or upon such premises. Provided, this shall not apply to a person keeping or maintaining or having in his/her possession or under his/her control any exotic animal when such person is transporting such animal through the city; provided, such person has taken adequate measures to safeguard persons and property. (Ord. 2324 § 19 (part), 2010)

**6.16.100 Chapter requirements.**

A. Any exotic animal shall be kept in an approved containment device unless under the control of the owner of record or his/her designee.

B. Any exotic animal found outside the premises of record and not under the control of the owner or his/her designee will be impounded. If the conditions described in SMC 6.16.040 are not present, the exotic animal shall be released to the owner of record, if known, and prior to release to the owner of record, the owner shall pay the impound fee and the boarding fee as described in SMC 6.04.020. (Ord. 2324 § 19 (part), 2010)

**6.16.110 Violation – Penalty.**

Violation of any of the provisions of this chapter shall constitute a misdemeanor and may be punished by a fine not to exceed \$1,000 and/or by incarceration in jail not to exceed 90 days. (Ord. 2324 § 19 (part), 2010)

## Chapter 6.18

### LIVESTOCK

Sections:

- 6.18.010 Definitions.
- 6.18.020 Keeping of small farm animals.
- 6.18.030 Keeping of large farm animals.
- 6.18.040 Livestock and poultry – At large restricted.
- 6.18.050 Animal sanitation.
- 6.18.060 Violation – Punishment.
- 6.18.080 Construction.

#### **6.18.010 Definitions.**

In construing the provisions of this chapter, except where otherwise plainly declared or clearly apparent from the context, words used in this chapter shall be given their common and ordinary meaning; in addition, the following definitions shall apply to each reference to the following words or phrases:

- A. “Small farm animals” means small fowl, small livestock.
- B. “Large farm animals” means large fowl, large livestock.
- C. “Small fowl” means chickens, ducks, pigeons, pheasant (Golden, Amherst, etc.).
- D. “Large fowl” means peacocks, geese, turkeys, emu/ostrich, etc.
- E. “Small livestock” means miniature pigs such as Kune Kune, Juliana, or Potbelly breeds, miniature goats such as Nigerian or Pygmy breeds, rabbits.
- F. “Large livestock” means horses, bovine animals, sheep, goats, swine, reindeer, donkeys, mules, etc. (Ord. 2852 § 1, 2023)

#### **6.18.020 Keeping of small farm animals.**

The keeping of small farm animals, including chickens, geese, ducks or other small fowl, rabbits, and miniature goats, and miniature pigs is permitted subject to the following standards:

- A. The maximum number of all small fowl and small livestock permitted to a residence shall be:
  - 1. Five small fowl per one-half to one acre. (Example: one-half to 1.99 acre equals five allowed; two acres equal 10 allowed.)
  - 2. Small livestock one-half to one acre: two permitted. Each additional acre two per acre increase allowed.
  - 3. All small fowl and livestock must be maintained in a manner that prevents accumulation of manure, debris, or excess feed to prevent rodents and other pests.
  - 4. Structures and pens for small fowl and small livestock shall be in accordance with recommended sizes for the species and shall be sturdy, weatherproof, escape proof, fall within the zoning allowances for the property, and maintained in a clean fashion.
  - 5. Structures will not be permitted within 25 feet of any property boundary, or occupied building on another’s property (current or hereafter constructed).
  - 6. Male miniature goats and miniature pigs must be neutered.

7. Small farm animals and small livestock may not create a nuisance for the neighborhood. Such nuisances (noise, odor, etc.), confirmed by two separate neighboring residences by affidavit, must be abated within 30 days or the animals may be disallowed at the location.

8. Shelter shall be available in the form of a minimum two-sided pen, stall, or building with a cover which must conform to applicable building codes for the location. (Ord. 2852 § 1, 2023)

**6.18.030 Keeping of large farm animals.**

The keeping of large farm animals is permitted on properties over one acre; provided, that the property contains a minimum of one-half acre of lot area available as pasture, yard, or stall space for each two such animals in any combination. Any pen or building shall be located at least 100 feet from any neighboring building now existing and hereafter constructed, owned by any other person within the city, and must conform to applicable building codes for the location.

**A. Permitted Uses.**

1. Two large fowl per one-half to one acre with additional two per acre increase.

2. Two large livestock per one acre with additional two per acre increase.

3. All large livestock and fowl must be maintained in a manner that prevents accumulation of manure, debris, or excess feed to prevent rodents or other nuisance pests and odors.

4. Shelter shall be available in the form of a minimum two-sided pen, stall, or building with a cover which must conform to applicable building codes for the location.

5. Structures and pens for large fowl and livestock shall be in accordance with recommended sizes for the species and shall be sturdy, weatherproof, escape proof, fall within the zoning allowances for the property, and be maintained in a clean fashion.

6. Any pen, stall, or building shall be located at least 100 feet from any neighboring building now existing and hereafter constructed, owned by any other person within the city.

7. Large farm animals and large livestock may not create a nuisance for the neighborhood. Such nuisances (noise, odor, etc.), confirmed by two separate neighboring residences by affidavit, must be abated within 30 days or the animals may be disallowed at the location. (Ord. 2852 § 1, 2023)

**6.18.040 Livestock and poultry – At large restricted.**

Livestock and poultry must be confined to the owner or caretaker's property boundaries and may not become at large. Livestock or poultry that is with a handler and under control by a normal lead, tether, halter, or reins is permitted. It is unlawful for any person owning or having the charge and control of any livestock or fowl to permit or allow the animals to enter or trespass upon private or public property without the express permission of the owner or caretaker of such property while not under control or at large. Any livestock or fowl at large may be seized and impounded. (Ord. 2852 § 1, 2023)

**6.18.050 Animal sanitation.**

Where any livestock, with the exception of small fowl, deposits any fecal matter upon any public sidewalk, street, alley or within any city park, playground, or cemetery, or upon any other public place or another's property, the keeper of said animal shall remove and dispose of such fecal matter before the keeper of the animal leaves the immediate area where the fecal matter was deposited. For purposes of this section, the "keeper of an animal" shall mean the person who has immediate possession and control of the animal while the animal is on public property as set forth above. (Ord. 2852 § 1, 2023)

**6.18.060 Violation – Punishment.**

Any party keeping livestock in violation of this chapter or failing or refusing to comply with the order of the animal control authority mentioned in SMC 6.04.020 shall be found to have committed a Class 1 civil infraction as adopted by reference and defined under RCW 7.80.120. Additionally, violations of this chapter are subject to the penalties outlined in SMC 6.04.305, Habitual offender. (Ord. 2852 § 1, 2023)

**6.18.080 Construction.**

If the provisions of this chapter are found to be inconsistent with other provisions of the Sumner Municipal Code, this chapter is deemed to control. (Ord. 2852 § 1, 2023)

| MOBILE VENDOR BUSINESS REQUIREMENTS  | BUSINESS REQUIREMENTS FINAL DECISION | COMMENTS  |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
|--|--------------------------------------|---|----------------------------|--|--|-----------|-------|--------|---|-----|-----------------|---|-----|-----------------|--|-----|-----|------------------------|----|----|--|-----|-----------------|---|-----|-----------------|---|-----|-----------------|---|-----|-----|---|-----|-----|--|-----|-----------------|---|-----------------|-----------------|---|----|----|---|-----|-----------------|-------------------------------------|-----|-----|
| City/Town Name   |                                      |   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| Go-Live  | Cle Elum 6/23/20                     |   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| <b>License Types and Fees</b>  |                                      |   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| Mobile Vendor origination fee  | 60                                   |   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| Mobile Vendor renewal fee  | 100                                  |   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| License per location   | 1                                    |   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| Additional location origination fee  | 30                                   | Once a location is established for the UBI with a general endorsement, do you have a different fee for additional locations under the same UBI number?  |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| Additional location renewal fee  | 30                                   |   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| <b>Licensing Procedures- Procedures City/town can select to customize how their licenses are processed in ATLAS</b>                      |                                      |   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| Auto Approval at Origination   | NO                                   | Current endorsements no   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| Auto Approval at Renewal   | NO                                   | Current endorsements yes  |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| License per activity   | NO                                   | Current endorsements no   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| Receive Activity Change work item?   | YES                                  | Current endorsements yes  |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| <b>City Addendum Fields-Does City/town want to make applicants required to answer the following fields?</b>                              |                                      |   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| <b>Rental</b>  | Addendum Y/N                         | <table border="1"> <thead> <tr> <th colspan="3">Current addendum questions</th> </tr> <tr> <th>Questions</th> <th>Paper</th> <th>Online</th> </tr> </thead> <tbody> <tr> <td>Are you a general or specialty construction contractor?</td> <td>Yes</td> <td>Always required</td> </tr> <tr> <td>Do you provide utility service (telephone/cellular/FTP, cable, gas, electric, garbage)?</td> <td>Yes</td> <td>Always required</td> </tr> <tr> <td>Number of employees (cannot accept zero)</td> <td>Yes</td> <td>Yes</td> </tr> <tr> <td>Number of rental units</td> <td>No</td> <td>No</td> </tr> <tr> <td>Check any of the following that can be found at this business location</td> <td>Yes</td> <td>Always required</td> </tr> <tr> <td>If yes to flammable/hazardous materials: Average gallons required</td> <td>Yes</td> <td>Always required</td> </tr> <tr> <td>Is the physical address of the business in a residence?</td> <td>Yes</td> <td>Always required</td> </tr> <tr> <td>If yes: how many customers will be visiting the residence per week?</td> <td>Yes</td> <td>Yes</td> </tr> <tr> <td>Square feet of floor space used by your business at this location</td> <td>Yes</td> <td>Yes</td> </tr> <tr> <td>Will you be making any exterior or interior modifications?</td> <td>Yes</td> <td>Always required</td> </tr> <tr> <td>(1) Emergency contact name and phone number</td> <td>Always required</td> <td>Always required</td> </tr> <tr> <td>(2) Emergency contact name and phone number</td> <td>No</td> <td>No</td> </tr> <tr> <td>Do you have emergency alarm monitoring service?</td> <td>Yes</td> <td>Always required</td> </tr> <tr> <td>Non-incident first date of business</td> <td>Yes</td> <td>Yes</td> </tr> </tbody> </table> | Current addendum questions |  |  | Questions | Paper | Online | Are you a general or specialty construction contractor? | Yes | Always required | Do you provide utility service (telephone/cellular/FTP, cable, gas, electric, garbage)? | Yes | Always required | Number of employees (cannot accept zero) | Yes | Yes | Number of rental units | No | No | Check any of the following that can be found at this business location | Yes | Always required | If yes to flammable/hazardous materials: Average gallons required | Yes | Always required | Is the physical address of the business in a residence? | Yes | Always required | If yes: how many customers will be visiting the residence per week? | Yes | Yes | Square feet of floor space used by your business at this location | Yes | Yes | Will you be making any exterior or interior modifications? | Yes | Always required | (1) Emergency contact name and phone number | Always required | Always required | (2) Emergency contact name and phone number | No | No | Do you have emergency alarm monitoring service? | Yes | Always required | Non-incident first date of business | Yes | Yes |
| Current addendum questions   |                                      |   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| Questions  | Paper                                |   | Online                     |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| Are you a general or specialty construction contractor?  | Yes                                  |   | Always required            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| Do you provide utility service (telephone/cellular/FTP, cable, gas, electric, garbage)?  | Yes                                  |   | Always required            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| Number of employees (cannot accept zero)   | Yes                                  | Yes   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| Number of rental units   | No                                   | No  |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| Check any of the following that can be found at this business location   | Yes                                  | Always required   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| If yes to flammable/hazardous materials: Average gallons required  | Yes                                  | Always required   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| Is the physical address of the business in a residence?  | Yes                                  | Always required   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| If yes: how many customers will be visiting the residence per week?  | Yes                                  | Yes   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| Square feet of floor space used by your business at this location  | Yes                                  | Yes   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| Will you be making any exterior or interior modifications?   | Yes                                  | Always required   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| (1) Emergency contact name and phone number  | Always required                      | Always required   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| (2) Emergency contact name and phone number  | No                                   | No  |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| Do you have emergency alarm monitoring service?  | Yes                                  | Always required   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| Non-incident first date of business  | Yes                                  | Yes   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| How many rental units at this location?  | Y                                    |   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| Property type: House, duplex, apartment, other   | Y                                    |   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| Are you renting the entire place?  | Y                                    |   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| Is the property contact the same as emergency contact?   | Y                                    |   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| <b>Mobile Vendor</b>   | Required Attachments                 |   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| <b>Activity</b>  |                                      |   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| Food or beverage   | YES                                  |   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| Selling of Goods   | YES                                  |   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| Personal Services  | YES                                  |   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| <b>Home Occupation</b>   | Addendum Y/N                         |   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| How many vehicles associated with the business or business activities will be parked at the residence?                                   | Y                                    |   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| <b>Additional addendum question changes</b>  |                                      |   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| <b>Other Information Regarding Licensing - BLS will use the following information to provide informed customer service to businesses</b> |                                      |   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| City Current Expiration Date   |                                      |   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |
| Current Mobile Vendor license and conversion discussion  | ?                                    |   |                            |  |  |           |       |        |   |     |                 |   |     |                 |  |     |     |                        |    |    |  |     |                 |   |     |                 |   |     |                 |   |     |     |   |     |     |  |     |                 |   |                 |                 |   |    |    |   |     |                 |                                     |     |     |

• Food permit  
• Site plan

**CLE ELUM GENERAL GOVERNMENT COMMITTEE**  
**MINUTES**  
**OCTOBER 22, 2025**  
**8:30 AM**  
119 W FIRST STREET  
CLE ELUM, WA 98922

**1. Call to Order/Pledge of Allegiance**

**Present:**

Steven Harper  
Jerred Weis via zoom

**Absent:**

Audrey Malek

**Staff Present:**

Matthew Lundh - Mayor  
Rob Omans - City Administrator  
Debbie Lee - Clerk  
Whitney Prosek - Office Assistant

**2. Unfinished Business**

a. [Animal Incident Form](#)

This item will be addressed after the Cle Elum Municipal Code Title 6 – Animals has been updated.

b. [CEMC Title 6 Animals - Update](#)

Committee Member Steven Harper noted that Title 6 is a complex issue, and a discussion was held about the need for code enforcement input and potential adoption of a new framework. Jackie VanDongen, Code Enforcement, believes there are several important elements that should be included, such as leash laws, regulations about leaving animals in vehicles, and the ability to seize animals when necessary. VanDongen will review the animal code from a city of similar size, then tailor it to fit the needs of the City of Cle Elum. A draft revision will be provided one week prior to the next committee meeting, at which time the committee will review and discuss the proposed changes. Licensing will be addressed concurrently. The overall goal is to create a clear, enforceable animal code for the city.

**3. New Business**

a. [September 24, 2025, General Government Meeting Minutes](#)

# General Government Committee Agenda

## October 22, 2025

119 W FIRST STREET  
CLE ELUM, WA 98922

**MOTION: Committee Member Weis made a motion to approve the September 24, 2025, Cle Elum General Government Committee Meeting Minutes; seconded by Committee Member Harper.**

**MOTION CARRIED: 2 yes 0 no.**

### b. Title 8 Health & Safety

Committee Member Harper spoke with Councilmember Buechele-Curtis, and it was agreed that the Safety & Health Committee will take the lead on working on this chapter.

### c. Mobile Vendor Fee - Discussion

The Department of Revenue (DOR) is implementing an optional mobile vendor license, set to take effect in June 2026. Whitney Prosek, Office Assistant, informed the committee that this new licensing process would be more involved than a standard business license. The vendors would be required to upload documentation such as food permits, insurance, and fire inspection reports. This information would be beneficial for the city to have on file. The city will have the authority to determine the amount of the mobile vendor fee. Currently, a special use permit costs \$300. When applications are submitted through the DOR, they will be reviewed and forwarded to Colleda Monick, Planner and Ed Mills, Fire Chief. The city may consider setting the mobile vendor fee at a level that covers administrative review costs, potentially eliminating the need for additional permits.

Questions were raised about how this would apply to existing brick-and-mortar businesses that want to operate a pop-up stand. There will be a discussion with Monick to clarify what requirements would apply to both brick-and-mortar and mobile vendors, ensuring mobile vendors do not gain an unfair advantage. The existing code already includes provisions regarding spacing between similar food trucks and brick-and-mortar businesses.

Further discussion is planned for the next committee meeting.

### d. Señor Bones Lease Extension - Discussion

Rob Omans, City Administrator, confirmed that Señor Bones currently holds a lease that is set to expire at the end of October 2026.

Ruston Weaver has leased the space for four years and is interested in extending the lease for an additional four years. He explained that several vendors have approached them requesting a signed three-year contract in order to offer better pricing. Securing fixed prices for locally sourced products would be a major benefit to Señor Bones.

The business currently employs 18 staff members. Committee Member Steven Harper noted that the committee does not have the authority to approve or extend leases but can make a recommendation to the city council. The city expressed interest in extending the lease, with options to either sign a new lease now or wait until the current lease expires in October 2026.

# General Government Committee Agenda

## October 22, 2025

119 W FIRST STREET  
CLE ELUM, WA 98922

Harper raised whether a two-, three-, or five-year extension would be most appropriate. In light of the possibility of bankruptcy, acknowledging any new lease would still need to be honored. A five-year total term, with a four-year extension, was suggested as a potential option. There was also discussion about whether the current lease includes an escalator clause to keep pace with inflation and whether the new lease should be reviewed for potential updates in this regard. Harper recognizes a stable tenant offers clear value to the city but wants to do due diligence regarding inflation.

The committee will recommend a lease extension approval to the City Council at its first meeting in November.

4. **Other Committee Comments**

5. **Adjourn**

The meeting was adjourned at 9:01 a.m.

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Steven Harper, Chair

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Debbie Lee, Clerk



# City of Cle Elum

POSITION DESCRIPTION  
DECEMBER 2025

**POSITION TITLE:** PLANNING DIRECTOR

**REPORTS TO:** Reports directly to the City Administrator or their designee under the direction of the Mayor.

**SALARY RANGE:** \$ 8,716 - \$ 10,594 per Month

**STATUS:** Full Time Exempt

**AFFILIATION:** Non-Union

**WORKWEEK BASIS:** 40

**JOB SUMMARY:** The City Planner performs a wide range of tasks primarily in an office environment that involves a significant degree of analytical, communication, and decision-making skills and abilities. This position requires a thorough knowledge of planning principles and practices, applicable laws and regulations, and the responsibilities of local governments. The City Planner shall work independently, and as a member of a team, in performing current planning, long range planning, and for assisting with the building permit processes as necessary. As a representative of the City, extensive contact with property owners, developers, the Planning Commission, and committee members, elected officials and the general public is required.

## ESSENTIAL JOB FUNCTIONS:

1. Prepare, present, and implement an annual work program including the completion of multiple tasks in a complete and timely manner.
  - a. Prepare and participate in staff meetings.
  - b. Keep the Mayor, City Administrator, and their designee(s) informed on priorities, activities, accomplishments, and emerging issues, as well as communications with elected officials and as a representative of the City.
2. Manage and effectively utilize City resources.
  - a. Establish and maintain such application forms and administrative procedures as may be necessary to implement City regulations.
  - b. Maintain files and records in accordance with City record retention requirements.
  - c. Periodically review and evaluate policies, forms, and procedures.
  - d. Work closely with city staff to provide the efficient and effective delivery of city services.
  - e. Prepare, recommend, and implement changes to increase productivity and efficiencies.
  - f. Contribute to the maintenance of the City's web site.
3. Manage the periodic review, update, and implementation of the City's Comprehensive Plan, Shoreline Master Program, subarea plans, other City plans, and Development Regulations, as assigned.

4. Manage the review and approval of planning and land use applications (subdivisions, short plats, site design review, sign permits, short-term rental applications, etc.), in accordance with the provisions of the Cle Elum Municipal Code.
  - a. Interpret City ordinances, regulations, and requirements and determine the applicability of the Cle Elum Municipal Code to proposed projects and development activities.
  - b. Respond to public inquiries, (in person, by phone/email), explain zoning, code, processes, permit status, design standards; prepare public-facing materials and update website content as needed
  - c. Conduct the required completeness and consistency reviews and make decisions on land use, shoreline, and related planning and land use applications, as assigned.
  - d. Work closely with the Building Official and Fire Chief to implement the International Building Codes as adopted by the city.
  - e. Serve as a SEPA Responsible Official or in a supporting role to the Designated SEPA Responsible Official.
  - f. Conduct Public Hearings in front of a Hearing Examiner and Council when required.
  - g. Provide staff support for the issuance of other City permits and licenses such as business licenses.
  
5. Maintain effective working relationships with the County, the cities, towns, and state and federal agencies, and Indian Tribes.
  - a. Represent the City in local, regional, and state-wide planning activities, as assigned.
  - b. Review and comment on land use applications and planning projects under review by local, state, and federal agencies.

Support the Code Enforcement Officer with planning- and land use–related Cle Elum Municipal Code violations.

6. Manage consulting contracts, coordinate the activities of City staff and consultants involved in land use planning activities, and provide staff support to planning projects, as assigned.
  
7. Research, prepare, and participate in the submission of grant applications and the management grant awards and contracts.
  
8. Maintain a professional level of understanding of current and emerging trends and planning issues.
  
9. Provide staff support to the Mayor, City Administrator, City Council, Planning Commission, and other boards, commissions, and committees, as assigned. Prepare and present summary reports on planning activities and emergent issues to the Mayor, City Administrator, City Administrator, and City Council.
  
10. Support the Historic Preservation Commission: develop scope of work, prepare agendas, take minutes, facilitate and run meetings, coordinate public noticing, update website, prepare regular reports to Council/commissions.
  
11. Support the Planning Commission: similarly, prepare work program, coordinate meeting logistics, take minutes, run meeting sessions, coordinate public notice, post materials online, and produce follow-up reporting/documentation.
  - a. Code amendment & policy work: lead updates to municipal code sections (e.g., Titles 12 & 14, 15, 16, 17, and 18, historic preservation overlays), prepare staff reports for Council, engage in public outreach.

12. Strong oversight of Critical Areas Ordinances: ensure accurate interpretation and application of regulations related to the 100-year floodplain, fish-bearing streams, wetlands, steep slopes, etc. Perform reviews and coordinate with outside agencies as needed; ensure the City's code and processes align with state law (e.g., Washington Growth Management Act) and implement regulatory protections for critical areas.
13. Perform other duties as assigned by the Mayor, the City Administrator, and their designee(s).

**NECESSARY KNOWLEDGE AND ABILITIES:**

***Knowledge of:***

1. Principles and practices of city land use planning and permitting.
2. The Washington State Growth Management Act, Environmental Policy Act, Shoreline Management Act, and municipal land use, zoning, annexation, and subdivision ordinances.
3. Methods and techniques of effective technical report preparation and presentation and a basic understanding of the public information process.
4. Local government code enforcement principles, practices, and methods.

***Ability to:***

1. Establish and maintain effective working relationships with employees, supervisors, and the general public.
2. Prepare and implement an annual work program.
3. Work effectively independently and as a member of a team.
4. Analyze complex situations, problems, and data, and use sound judgment in drawing conclusions and in making recommendations and decisions.
5. Comprehend and articulate complex facts and relationships in detail and to summarize and write clearly, concisely, and legibly.
6. Communicate effectively to the public to explain permit procedures, codes and how to interpret technical information.
7. Read and interpret City plans, permits, maps, and environmental documents.
8. Handle stressful situations and effectively deal with difficult or angry people.

**MINIMUM QUALIFICATIONS:**

1. Bachelor's degree from an accredited college or university in Urban, Regional, or City Planning, or a closely related field. A master's degree is preferred. Candidates with a degree in another field may qualify based on equivalent professional planning experience, which may be substituted for education on a year-for-year basis.
2. Five (5) to seven (7) years of professional planning experience in local government or a comparable setting. Experience encompassing both current and long-range planning is strongly preferred. A master's degree may substitute for one (1) year of the required experience.
3. Demonstrated experience with critical areas review (floodplains, wetlands, streams, steep slopes) and familiarity with state regulatory frameworks (GMA, SEPA, etc.).
4. Experience staffing boards/commissions (agenda/minute preparation, meeting management, public noticing, reporting) is preferred.
5. Proven ability to coordinate complex projects, manage consultants/contracts, and collaborate across departments and agencies.
6. Excellent written and oral communication skills; ability to present to commissions, Council, and the public; comfortable with evening meetings.
7. Certification such as AICP (American Institute of Certified Planners) preferred but not required.
8. Valid Washington State Driver's License.

**PHYSICAL DEMANDS AND WORKING CONDITIONS:**

The workstation for the position is Cle Elum City Hall and regular attendance during business hours is required. Attendance at four or more-night meetings a month is expected, and meeting project deadlines may require working more than forty hours per week. Participation in early morning, lunchtime, and additional evening meetings, as well as occasional weekend meetings, may be required. Occasional travel may be required, including overnight stays, but the need to do so will typically be known in advance. Typically, work is performed in a private office located in a moderately noise office environment of City Hall. Work may occasionally be performed with exposure to inclement weather including temperature extremes and windy/dusty conditions will occur.

**COMPENSATION AND BENEFITS:**

|                       |                                |                  |                                   |
|-----------------------|--------------------------------|------------------|-----------------------------------|
| <b>Wage Range:</b>    | \$104,590 - \$127,130 per Year | <b>Benefits:</b> | Paid Medical Benefits             |
|                       | \$ 8,716 - \$ 10,594 per Month |                  | PERS Retirement System            |
|                       |                                |                  | \$275 VEBA per Month              |
|                       |                                |                  | Vacation / Sick Time              |
| <b>Incentive Pay:</b> | Longevity                      |                  | 12 Paid Holidays + 1 Personal Day |

**NOTICE:**

The above position description does not include ALL essential and nonessential duties of this job. All employees with disabilities are encouraged to contact the city administrator to review and discuss the essential and non-essential functions of the job. An employee with a disability can evaluate the job in greater detail to determine if the essential functions can be performed safely with or without reasonable accommodations.

The City of Cle Elum is an Equal Opportunity employer.



# City of Cle Elum

POSITION DESCRIPTION  
DECEMBER 2025

**POSITION TITLE:** ASSISTANT CITY ADMINISTRATOR

**REPORTS TO:** Reports directly to the City Administrator under the direction of the Mayor.

**SALARY RANGE:** \$ 7,222 - \$ 8,779 per Month

**STATUS:** Full Time Exempt

**AFFILIATION:** Non-Union

**WORKWEEK BASIS:** 40

**JOB SUMMARY:** The Assistant City Administrator serves as a key member of the City's leadership team, supporting the City Administrator in managing and coordinating the daily operations of the City, providing both professional management and administrative leadership. This position plays a key role in implementing City policies, overseeing departmental functions, administering human resource activities, and coordinating internal and external relationships and communications. The role demands strong independent judgment, initiative, and discretion while promoting collaboration, proactive problem solving, transparency, and a positive, service-oriented organizational culture within a small-city setting.

## ESSENTIAL JOB FUNCTIONS

### ***Assistant City Administrator:***

1. Provide high level support to the City Administrator, Mayor, City Council, and all City departments.
2. Assists the City Administrator in managing city operations, programs, and policy implementation.
3. Oversees all departments within city hall and supervises staff as delegated by the City Administrator.
4. Prepares reports, presentations, and policy recommendations for the City Administrator and City Council.
5. Serves as backup to key function at City Hall as directed.
6. Coordinates special projects, interdepartmental initiatives, and process improvement efforts.
7. Meets with a variety of civic leaders, business leaders and community groups regarding their concerns, program priorities and City services.
8. Attend a variety of meetings and conferences, serve on committees and administrative boards, and represent the City Administrator as directed.
9. Attend all regularly and specially scheduled council meetings (usually two per month) unless excused by the City Administrator or Mayor.
10. Attend community events and activities and represent the City as directed.

11. Serves as Acting City Administrator in the absence of the City Administrator.
12. Maintain a high level of customer service in all interactions with the public.
13. Performs other duties as directed by the City Administrator or Mayor.

***Human Resource Administration:***

1. Administers and supports all human resource functions including recruitment, hiring, onboarding, employee relations, training, and performance management.
2. Manages labor relations activities, including acting as Chief negotiator, handles and/or participates in grievances and interest arbitration hearings. Directly assists all departments in the resolution of grievances and administration of collective bargaining agreements.
3. Represents the City in administrative hearings such as unemployment, industrial insurance, and human rights.
4. Ensures compliance with federal, state, and local employment laws and regulations.
5. Maintains and updates personnel policies, job descriptions, and the employee handbook.
6. Provides guidance to department heads and supervisors on personnel policies, HR-related issues and best practices.
7. Coordinates benefits administration and work with external providers on insurance and retirement programs.
8. Promotes professional development and a positive, inclusive organizational culture.

***Public Information Officer***

1. Develops and implements communication strategies to inform and engage residents, businesses, and community stakeholders.
2. Oversees preparation of press releases, newsletters, website updates, and social media content.
3. Serves as a spokesperson for the city when designated by the Mayor or City Administrator.
4. Coordinates community outreach efforts and public information during special events, emergencies, and major initiatives.
5. Ensures clear, consistent, and transparent communication between city leadership, staff, and the public.

**NECESSARY KNOWLEDGE AND ABILITIES:**

***Knowledge, Skills, and Abilities:***

- Thorough understanding of public administration, personnel management, and organizational development.

- Knowledge of applicable employment laws, labor relations, and workplace policies.
- Strong communication and interpersonal skills; adept at engaging diverse audiences.
- Demonstrated ability to conduct thorough and accurate research.
- Analyze complex issues, make data-driven recommendations, and manage multiple priorities.
- Proficiency in Microsoft Office and other management software.
- Commitment to ethical leadership, teamwork, and community service.
- Establish, evaluate and implement administrative/operational policies, practices and procedures.
- Maintain confidential data and information.
- Prepare and analyze complex reports.
- Communicate effectively and persuasively in both oral and written form.
- Analyze and solve problems.

**MINIMUM QUALIFICATIONS:**

- At least 5 years’ experience working in public administration, human resources, communications, or related fields.
- Valid Washington State Driver’s License.

**PHYSICAL DEMANDS AND WORKING CONDITIONS:**

The Assistant City Administrator works primarily in a professional office environment and interacts frequently with elected officials, city staff, and the public. The position requires attendance at evening meetings, public hearings, and community events as part of regular duties. Work is typically performed indoors, with occasional travel to other government offices, conferences, or training sessions. The role may involve managing multiple projects under tight deadlines and responding to issues outside normal business hours, especially during emergencies or community incidents. This position requires a high degree of professionalism, discretion, and adaptability in a fast-paced municipal setting.

**COMPENSATION AND BENEFITS:**

|                       |  |                  |  |
|-----------------------|--|------------------|--|
| <b>Wage Range:</b>    | \$86,668 - \$105,346 per Year<br>\$ 7,222 - \$ 8,779 per Month | <b>Benefits:</b> | Paid Medical Benefits<br>PERS Retirement System<br>\$275 VEBA per Month<br>Vacation / Sick Time<br>12 Paid Holidays + 1 Personal Day |
| <b>Incentive Pay:</b> | Longevity  |                  |  |

**NOTICE:**

The above position description does not include ALL essential and nonessential duties of this job. All employees with disabilities are encouraged to contact the city administrator to review and discuss the essential and non-essential functions of the job. An employee with a disability can evaluate the job in greater detail to determine if the essential functions can be performed safely with or without reasonable accommodations.

The City of Cle Elum is an Equal Opportunity employer.

**CITY OF CLE ELUM EMPLOYMENT AGREEMENT  
[WILLIAM LARUE] – [UTILITIES OPERATIONS MANAGER]**

**THIS AGREEMENT** is entered into by and between the CITY OF CLE ELUM, a municipal corporation, hereinafter referred to as “City”, and [WILLIAM LARUE], hereinafter referred to as “Employee”, and is effective this 1<sup>st</sup> day of January 2026.

**WHEREAS**, the City desires to employ the services of the Employee as the Utilities Operations Manager for the City of Cle Elum to perform the duties provided by Cle Elum City Code, the Revised Code of Washington, and such other duties as may be directed by the Mayor or designee; and

**WHEREAS**, it is the desire of the City to secure and retain the services of the Employee and provide inducement for Employee to remain in such employment and ensure Employee’s peace of mind consistent with City policies and the terms of this Agreement, while promoting high standards for ethical behavior; and

**WHEREAS**, the Employee desires to accept employment as the Utilities Operations Manager for the City of Cle Elum, Washington;

**NOW, THEREFORE**, in consideration of the mutual covenants herein contained, the City and Employee agree as follows:

**Section 1. Commencement of Employment.** The City hereby agrees to employ Employee as the Utilities Operations Manager, and Employee hereby agrees to accept employment in accordance with the terms and provisions of this Agreement hereinafter set forth. Employee agrees to commence employment with the City as Utilities Operations Manager on January 1, 2026.

**Section 2. Duties.** Employee shall perform in good faith all duties and responsibilities of the Utilities Operations Manager as set forth in the job description (attachment “A”), as may be amended from time to time, the City’s Employee Handbook as currently enacted or hereafter amended, and other duties as may be assigned from time to time by the Mayor or designee. Employee shall devote their full time, energies, interests, and abilities to the performance of the duties and responsibilities of their position and shall not engage in any activities that conflict with or interfere with the performance of this Agreement.

**Section 3. Term.**

A. Employee shall be employed for an indefinite term at the discretion of the Mayor. Employee shall be considered an “at-will” employee of the City.

B. Nothing in this Agreement shall prevent, limit or otherwise interfere with the City’s right to terminate this Agreement, with or without cause, at any time, subject only to the severance provisions set forth in Section 7(D) of this Agreement, applicable federal, state and local laws, and the City’s Employee Handbook. To the extent there is any conflict between the language of this Agreement and the Handbook, the language of this Agreement shall control.

**Section 4. Salary.** City agrees to pay Employee a salary of \$ 11,260 per Month which is Step 3 of the Employer’s Salary Schedule for non-represented employees, plus Longevity Pay as outlined in the employee handbook. Longevity Pay will commence at the start of the sixth year

employed by the City of Cle Elum. The salary shall be paid in accordance with the normal and usual procedure for payment of wages to employees. Employee shall be entitled to receive a step increase after successful completion of the six-month trial period which begins January 1, 2026. Employee shall be entitled to an annual cost-of-living increases, if any, based on the City's annual salary ordinance.

**Section 5. Hours of Work.** The Employee is a confidential exempt employee for purposes of the Federal Fair Labor Standards Act and Washington State Minimum Wage Act, and as such shall not work a fixed forty hour per week schedule. Employee's schedule of work each day and week shall vary in accordance with the work required to be performed including such time as may be necessary outside normal business hours. The Employee shall generally work at the Cle Elum water and wastewater treatment facilities during regular business hours of the Employer. The Employee may be required to attend meetings of the Cle Elum City Council and such other City Boards and Commissions as requested by the City Mayor, or as required by the duties of the position.

**Section 6. Benefits.** The following benefits shall be provided to Employee:

A. Vacation Leave Benefit. Employee shall earn and accrue vacation leave at a rate of 10-hours per month. This leave will continue through the sixth year of employment, then follow the table in the Employee Handbook.

B. Other Leave Benefits. Employee shall earn and accrue sick leave time, personal holiday and Holidays as provided for employees of the City in accordance with the Employee Handbook.

B. Insurance Benefits. The Employer will pay 100% of the Medical Plan Premiums for Employee and their Dependents; including but not limited to Medical, Dental, Vision, Life, Accidental Death and Dismemberment and Employee Assistant Program.

C. Retirement and Deferred Compensation. Employee is eligible for PERS 2 or 3 Retirement and Deferred Compensation pursuant to City policy.

D. Health Reimbursement Plan. The Employer shall pay into an HRA-VEBA account the sum of two hundred seventy-five (\$275) dollars per month.

E. Work-related expenses. Employee shall be reimbursed for work-related expenses the same as other employees as provided by the City's Personnel Policies Manual. City may provide and pay for a cell phone and a laptop computer for business use only.

F. Training and Professional Certification. City shall pay the costs of Employee's membership in professional associations. City shall provide funding for Employee to attend a state conference annually. Other costs of professional or required training shall be paid by the City as approved by the Mayor or designee.

**Section 7. Termination, Resignation and Severance Pay.**

A. By City. It is recognized by Employee that this Agreement is a contract for personal services, and Employee acknowledges and agrees that the City may terminate Employee for any reason at any time, with or without cause. Nothing in this Agreement shall be construed other

than an at-will employment relationship between the City and the Employee, and the Employee expressly acknowledges that no contrary representations have been made by the Employer.

B. By Employee. In the event Employee shall resign employment with the City, Employee agrees that they shall provide the City not less than thirty (30) days' prior written notice of the effective date of such resignation in order to afford the City a reasonable opportunity to find a replacement for Employee. The Mayor or designee may in their sole discretion waive or reduce this notice requirement.

C. The following reasons shall constitute grounds to terminate this Agreement with Cause and without payment of the severance provided in subparagraph D of this section:

1. A breach of this Agreement;
2. The commission of any willful or negligent act that results in financial or reputational harm to the City;
3. Failure to follow any lawful directive of the Mayor or designee or failure to perform Employee's duties under this Agreement provided that Employee has been given notice and an opportunity to cure an alleged failure to perform any duties that are not emergency-related within a 30-day cure period; or
4. Misconduct, which includes but is not limited to criminal misbehavior, abuse of public office, or other gross misconduct, deceit, embezzlement, theft of funds or property, assault, any form of racial, sexual or other harassment prohibited by state or federal law, and any other form of misconduct set forth in the Personnel Policies Manual.

D. If Employee is terminated by City without cause or requested to resign for the convenience of City during such time as Employee is willing and able to perform Employee's duties under this Agreement, City shall pay Employee, as severance, a cash payment identified as follows equal to not less than two-month salary, depending upon the City's prior notice to Employee as provided below:

|                        |                                |
|------------------------|--------------------------------|
| 91 days or more notice | Two (2) months severance pay   |
| 31-90 days notice      | Three (3) months severance pay |
| 30 days or less notice | Six (6) months severance pay   |

Such payment shall fully and finally release City from any and all further obligations to Employee or under this Agreement. Employee shall continue to responsibly and dutifully perform their assigned work during the period between notice of separation and their last day of employment with the City. Failure to do so may result in forfeiture of severance pay. In lieu of continuing to perform their duties, the City may elect to place the Employee on paid administrative leave pending separation. Any severance shall be paid in a lump sum unless otherwise agreed to by Employer and Employee.

E. The City agrees to pay Employee any unused leave consistent with the City's Employee Handbook upon any voluntary or involuntary separation. Employee agrees to immediately return to City all City property of any kind which may be in Employee's possession.

## **Section 8. General Provisions.**

A. This Agreement constitutes the entire agreement between the parties, and both parties acknowledge that there are no other agreements, oral or otherwise.

B. The parties hereby further agree that this Agreement cannot be amended or modified without the written agreement of both parties; provided, however, that nothing herein shall be interpreted to limit or prohibit the City from amending personnel or adopting other policies and ordinances otherwise establishing standards for the Employee's performance. In the event of conflict between such rules and this Agreement, this Agreement shall control.

C. If any provision of this Agreement is held to be unconstitutional or otherwise invalid for any reason or should any portion of this Agreement be preempted by state or federal law or regulation, such decision or preemption shall not affect the validity of the remaining portions of the Agreement or its application.

D. Notice. Any written notices required to be given by the City to Employee, or by Employee to the City, shall be delivered to the following parties at the following addresses:

1. City of Cle Elum  
Mayor's Office  
119 W First Street  
Cle Elum, WA 98922
  
2. William LaRue  
2320 Umptanum Road  
Ellensburg, WA 98926

Any notices may be either delivered personally to the addressee of the notice or may be deposited in the United States mail, postage prepaid, to the address set forth above. Any notice so posted in the United States mail shall be deemed received three (3) days after the date of mailing.

E. Each of the provisions of this Agreement has been reviewed and negotiated by the Employee and Employer and represents the combined work product of the parties. No presumption or other rules of construction which would interpret the provisions of this Agreement in favor of or against the party preparing the same shall be applicable in connection with the construction or interpretation of any of the provisions of this Agreement.

**IN WITNESS WHEREOF**, the parties have caused this Agreement to be signed and executed as of this \_\_\_\_ day of \_\_\_\_\_, 2025.

CITY OF CLE ELUM

EMPLOYEE

\_\_\_\_\_  
Matthew Lundh, City Mayor

\_\_\_\_\_  
William LaRue

Attest:

\_\_\_\_\_  
Debbie Lee, City Clerk

**CITY OF CLE ELUM**  
**WASHINGTON**  
**ORDINANCE NO. XXXX**

---

**AN ORDINANCE OF THE CITY OF CLE ELUM,  
WASHINGTON, UPDATING AND ADOPTING THE 2026  
SALARY SCHEDULE FOR EACH POSITION IN THE CITY  
OF CLE ELUM; AND ESTABLISHING AN EFFECTIVE  
DATE**

---

WHEREAS, the City Mayor has prepared and submitted to the Council of the City of Cle Elum the 2026 Salary and Wage Plan Base Pay schedule; and

WHEREAS City Council feels it essential to maintain a living wage job to attract and retain quality employees; and

WHEREAS the salary schedule in this Ordinance has been adjusted from the May 2025 Salary Schedule Ordinance No. 1697 and increased based on an Annual Cost of Living Adjustment; and

WHEREAS, the City and Teamsters Local 760 has entered into Collective Bargaining Agreements in which salaries for union members have already been agreed upon.

NOW, THEREFORE, THE CITY COUNCIL OF THE CITY OF CLE ELUM, WASHINGTON, DO ORDAIN AS FOLLOWS:

Section 1. The 2026 Salary and Wage Plan Base Pay is attached as Attachment A, and this Ordinance supersedes all prior salary Ordinances and shall be in effect January 1, 2026.

Section 2. Severability. Should any portion of this Ordinance, or its application to any person or circumstance, be declared unconstitutional or otherwise invalid for any reason, such decision shall not affect the validity of the remaining portions of this Ordinance or its application to other persons or circumstances.

Section 3. Effective Date. This Ordinance shall be published in the official newspaper of the City and shall take effect and be in full force five (5) days after the date of publication.

PASSED BY THE CLE ELUM CITY COUNCIL AT A REGULAR MEETING THEREOF ON THE 9<sup>th</sup> DAY OF DECEMBER 2025.

CITY OF CLE ELUM

---

Matthew Lundh, Mayor

ATTEST/AUTHENTICATED

---

Debbie Lee, City Clerk  
Approved as to form:

---

Curtis Chambers, City Attorney

Filed with City Clerk:  
Passed by the City Council:  
Ordinance No.:  
Date Posted:

**ATTACHMENT A**

|  |  |             |
|--|--|-------------|
|  | All Directors                            | <b>3.0%</b> |
|  | Police Union - Officers & Admin Asst     | <b>7.0%</b> |
|  | Police Union - Rec Tech/Recpt            | <b>9.5%</b> |
|  | Public Works / Library / City Hall Union | <b>5.0%</b> |

**2026 SALARY AND WAGE PLAN BASE PAY**

|  | 0-11 MONTHS |         |        | 12-23 MONTHS |         |        | 24-35 MONTHS |         |        | 36-47 MONTHS |         |        | 48+ MONTHS |         |        |
|--|-------------|---------|--------|--------------|---------|--------|--------------|---------|--------|--------------|---------|--------|------------|---------|--------|
|  | ANNUAL      | MONTHLY | HOURLY | ANNUAL       | MONTHLY | HOURLY | ANNUAL       | MONTHLY | HOURLY | ANNUAL       | MONTHLY | HOURLY | ANNUAL     | MONTHLY | HOURLY |
| <b>City Administrator</b>                    | 127,716     | 10,643  | 61.40  | 134,102      | 11,175  | 64.47  | 140,807      | 11,734  | 67.70  | 147,847      | 12,321  | 71.08  | 155,239    | 12,937  | 74.63  |
| <b>Assistant City Administrator</b>          | 86,668      | 7,222   | 41.67  | 91,002       | 7,583   | 43.75  | 95,552       | 7,963   | 45.94  | 100,329      | 8,361   | 48.24  | 105,346    | 8,779   | 50.65  |
| <b>Finance Director/Deputy Clerk</b>         | 114,281     | 9,523   | 54.94  | 119,995      | 10,000  | 57.69  | 125,994      | 10,500  | 60.57  | 132,294      | 11,025  | 63.60  | 138,909    | 11,576  | 66.78  |
| <b>Planning Director</b>                     | 104,590     | 8,716   | 50.28  | 109,820      | 9,152   | 52.80  | 115,311      | 9,609   | 55.44  | 121,076      | 10,090  | 58.21  | 127,130    | 10,594  | 61.12  |
| <b>City Clerk</b>                            | 84,115      | 7,010   | 40.44  | 88,338       | 7,361   | 42.47  | 92,726       | 7,727   | 44.58  | 97,365       | 8,114   | 46.81  | 102,253    | 8,521   | 49.16  |
| <b>Building / Planning Tech</b>              | 65,458      | 5,455   | 31.47  | 68,723       | 5,727   | 33.04  | 72,176       | 6,015   | 34.70  | 75,754       | 6,313   | 36.42  | 79,539     | 6,628   | 38.24  |
| <b>Code Enforcement Officer</b>              | 55,224      | 4,602   | 26.55  | 57,970       | 4,831   | 27.87  | 60,882       | 5,073   | 29.27  | 63,939       | 5,328   | 30.74  | 67,142     | 5,595   | 32.28  |
| <b>Billing Clerk</b>                         | 54,808      | 4,567   | 26.35  | 57,533       | 4,794   | 27.66  | 60,424       | 5,035   | 29.05  | 63,419       | 5,285   | 30.49  | 66,602     | 5,550   | 32.02  |
| <b>Office Assistant</b>                      | 46,222      | 3,852   | 22.22  | 48,526       | 4,044   | 23.33  | 50,939       | 4,245   | 24.49  | 53,518       | 4,460   | 25.73  | 56,181     | 4,682   | 27.01  |
| <b>Librarian</b>                             | 52,345      | 4,362   | 25.17  | 54,962       | 4,580   | 26.42  | 57,710       | 4,809   | 27.75  | 60,595       | 5,050   | 29.13  | 63,625     | 5,302   | 30.59  |
| <b>Library Assistant (part-time)</b>         |             |         |        |              |         |        |              |         |        |              |         |        |            |         | 23.60  |
| <b>Public Works Director</b>                 | 107,211     | 8,934   | 51.54  | 112,571      | 9,381   | 54.12  | 118,200      | 9,850   | 56.83  | 124,110      | 10,342  | 59.67  | 130,315    | 10,860  | 62.65  |
| <b>Public Works Field Supervisor</b>         | 74,443      | 6,204   | 35.79  | 78,146       | 6,512   | 37.57  | 82,056       | 6,838   | 39.45  | 86,154       | 7,179   | 41.42  | 90,459     | 7,538   | 43.49  |
| <b>Mechanic</b>                              | 64,168      | 5,347   | 30.85  | 67,392       | 5,616   | 32.40  | 70,762       | 5,897   | 34.02  | 74,277       | 6,190   | 35.71  | 77,979     | 6,498   | 37.49  |
| <b>Operator/Maintenance</b>                  | 59,488      | 4,957   | 28.60  | 62,483       | 5,207   | 30.04  | 65,603       | 5,467   | 31.54  | 68,869       | 5,739   | 33.11  | 72,322     | 6,027   | 34.77  |
| <b>Maintenance Worker</b>                    | 51,501      | 4,292   | 24.76  | 54,080       | 4,507   | 26.00  | 56,784       | 4,732   | 27.30  | 59,613       | 4,968   | 28.66  | 62,587     | 5,216   | 30.09  |
| <b>Cemetery / Parks Caretaker (seasonal)</b> |             |         | 23.60  |              |         |        |              |         |        |              |         |        |            |         |        |
| <b>Utilities Operations Manager</b>          | 122,556     | 10,213  | 58.92  | 128,684      | 10,724  | 61.87  | 135,118      | 11,260  | 64.96  | 141,874      | 11,823  | 68.21  | 148,968    | 12,414  | 71.62  |
| <b>Water/Wastewater Treatment Operator 2</b> | 74,277      | 6,190   | 35.71  | 78,000       | 6,500   | 37.50  | 81,890       | 6,824   | 39.37  | 85,987       | 7,166   | 41.34  | 90,293     | 7,524   | 43.41  |
| <b>Water/Wastewater Treatment Operator 1</b> | 64,168      | 5,347   | 30.85  | 67,371       | 5,614   | 32.39  | 70,741       | 5,895   | 34.01  | 74,277       | 6,190   | 35.71  | 78,000     | 6,500   | 37.50  |
| <b>Police Chief</b>                          | 116,901     | 9,742   | 56.20  | 122,746      | 10,229  | 59.01  | 128,883      | 10,740  | 61.96  | 135,327      | 11,277  | 65.06  | 142,094    | 11,841  | 68.31  |
| <b>Sergeant</b>                              | 102,228     | 8,519   | 49.15  | 109,416      | 9,118   | 52.60  |              |         |        |              |         |        |            |         |        |
| <b>Corporal</b>                              | 98,928      | 8,244   | 47.56  | 101,472      | 8,456   | 48.78  |              |         |        |              |         |        |            |         |        |
| <b>Police Officer</b>                        | 78,672      | 6,556   | 37.82  | 82,608       | 6,884   | 39.72  | 86,712       | 7,226   | 41.69  | 91,068       | 7,589   | 43.78  | 95,616     | 7,968   | 45.97  |
| <b>Adm Asst/Records Mng.</b>                 | 74,292      | 6,191   | 35.72  | 79,008       | 6,584   | 37.98  | 81,900       | 6,825   | 39.38  | 85,992       | 7,166   | 41.34  | 90,300     | 7,525   | 43.41  |
| <b>Rec Tech/Recpt</b>                        | 58,260      | 4,855   | 28.01  | 61,152       | 5,096   | 29.40  | 64,212       | 5,351   | 30.87  | 67,440       | 5,620   | 32.42  | 70,824     | 5,902   | 34.05  |
| <b>Fire Chief Administrator</b>              | 98,929      | 8,244   | 47.56  | 103,876      | 8,656   | 49.94  | 109,070      | 9,089   | 52.44  | 114,523      | 9,544   | 55.06  | 120,249    | 10,021  | 57.81  |
| <b>Fire Admin Assistant (part-time)</b>      | 14,400      | 1,200   |        |              |         |        |              |         |        |              |         |        |            |         |        |

## LEASE AGREEMENT

THIS LEASE AGREEMENT (this “Lease”) is entered into and effective as of this \_\_\_\_ day of \_\_\_\_\_, 2025, by and between the City of Cle Elum, a Washington municipal corporation (“Lessor” or “City”), and Chez Weaver, LLC, a Washington limited liability company (“Lessee”) (collectively, the “Parties”). For and in consideration of the mutual promises, covenants and conditions herein, the Parties enter into this Lease Agreement with the terms and conditions as follows:

**1. Premises.** Lessor does hereby agree to lease to Lessee the Premises consisting of approximately 1,445 rentable square feet of space, as generally depicted on Exhibit A, located within the Cle Elum City Hall located at 119 West First Street, Cle Elum, Washington, 98922 (“City Hall”). The City Hall, the land upon which it is situated, all other improvements located on such land, and all Common Areas appurtenant to the City Hall are referred to as the “Property.”

**2. Permitted Use.** Lessee shall have the exclusive right to use the Premises as a restaurant-style facility with a drive-through, but without a Commercial Type I hood (the “Permitted Use”), and for no other purpose. Lessee shall use the Premises only for the Permitted Use and in compliance with all laws, including building/fire codes and accessibility laws. Lessee shall not do or permit any act to be done on or around the Premises that violates any law, ordinance, governmental regulation or order or that will increase the existing rate of insurance on the Premises, the City Hall, or the Property, or cause the cancellation of any insurance on the Premises, the City Hall, or the Property. Lessee shall not commit or allow to be committed any waste upon the Premises, or any public or private nuisance. Lessee shall not do or permit anything to be done on the Premises, the City Hall, or the Property which will obstruct or interfere with the rights of other lessees or occupants of the Property, or their employees, officers, agents, servants, contractors, customers, clients, visitors, guests, or other licensees or invitees, or to injure or annoy such persons.

**3. Drive-Through Window.** Lessor represents that the Premises includes a drive-through window and related drive-through facilities as of the Commencement Date (the “Drive-Through Window”). Lessor covenants that, during the Term, it shall not remove, close, or materially alter the Drive-Through Window or the external circulation/access serving the Drive-Through Window without Lessee’s prior written consent, which consent shall not be unreasonably withheld or delayed.

**4. Compliance with Laws.** Lessee shall be responsible for complying with all laws applicable to the Premises as a result of the Permitted Use, and Lessee shall be responsible for making any changes or alterations as may be required by law, rule, regulation, or order for the Permitted Use at its sole cost and expense. Otherwise, if changes or alterations are required by law, rule, regulation, or order unrelated to the Permitted Use, Lessor shall make such changes and alterations at its expense.

**5. Term.** The term of this Lease shall be sixty (60) months commencing on January 1, 2026 (the “Commencement Date”) and shall terminate on December 31, 2030 (the “Termination Date”). Upon the Termination Date, if no extension of the Lease or new Lease Agreement is entered into, this Lease shall convert to a month-to-month lease, which may be terminated upon 90 days’ written notice by either party. The City reserves the right to increase rent in any subsequent lease

agreement or extension of the Lease Term as agreed to in writing by the Parties, or in the instance this Lease converts to a month-to-month tenancy following the Lease Term provided above. Notice of any rent increase shall be provided to Lessee in accordance with Washington state law.

**6. Holdover.** If Lessee remains after termination without Lessor's consent, Lessee shall be a Lessee at sufferance and pay 150% of the last monthly Rent, plus other charges, and shall be liable for Lessor's actual damages. This does not waive Lessor's right to regain possession.

**7. Rent.** Beginning on the Commencement Date, Lessee shall pay monthly Rent of \$1,297.66, which includes a leasehold excise tax per Chapter 82.29A RCW at the current rate of 12.84%, due in advance on the first (1st) day of each month, without setoff or deduction. Rent is prorated for any partial month based on a 30-day month. Commencing on the 1st day of January, 2027 (i.e., the date that is one year following the Commencement Date), and on the same day of each year during the Term thereafter (each, an "Adjustment Date"), Rent shall be increased by five percent (5%) of the Rent payable immediately prior to the Adjustment Date. Each adjusted monthly Rent amount resulting from such increase shall be effective on the Adjustment Date and due and payable beginning with the first Rent payment date following such Adjustment Date. Should the leasehold excise tax rate under Chapter 82.29A RCW change, the City will provide reasonable notice of such change in writing to the Lessee, including the adjusted monthly rent amount due to and effective date of such change.

**8. Late Charges; Default Interest.** If any sum is not received within 5 days after due, Lessee shall pay Lessor an amount equal to the greater of \$100 or 5% of the overdue amount for the cost of collecting and handling such late payment in addition to the amount due. All delinquent sums payable by Lessee to Lessor and not paid within five (5) business days after their due date shall, at Lessor's option, bear interest at the rate of (15%) per annum, or the highest rate of interest allowable by law, whichever is less (the "Default Rate"). Interest on all delinquent amounts shall be calculated from the original due date to the date of payment.

**9. Utilities and Services.** Lessee shall be responsible for the procurement and payment of all utilities including, but not limited to, water, sewer, electricity, gas, and garbage. Lessee will ensure that all accounts for water, sewer, electricity, gas, and garbage are in the Lessee's name as soon as is practicable after the execution and effective date of this Lease Agreement. Should the Lessor receive any charges for water, sewer, electricity, gas, or garbage attributable to the Lessee after the effective date of this Agreement, Lessor will provide an invoice to Lessee for such charges which must be paid by Lessee within thirty (30) days of the date of said invoice. Lessee is solely responsible for its data/telecommunications services (internet, broadband/Wi-Fi, and telephone), including any installation, equipment, and monthly charges. Lessee shall not install cabling, make roof/penetrations, or place telecom equipment without Lessor's prior written consent and shall prevent any liens. Temporary interruptions shall not entitle Lessee to rent abatement or damages except to the extent caused by Lessor's gross negligence or willful misconduct.

**10. Taxes and Assessments.** Lessee shall pay all taxes, assessments, liens and license fees ("Taxes") levied, assessed or imposed by any authority having the direct or indirect power to tax or assess any such liens, related to or required by Lessee's use of the Premises as well as all Taxes on Lessee's personal property located on the Premises.

**11. Common Areas.**

- a. **Definition.** The term “Common Areas” means all areas, facilities and building systems that are provided and designated from time to time by Lessor for the general non-exclusive use and convenience of Lessee and other lessees of the Property and which are not leased or held for the exclusive use of a particular lessee. To the extent that such areas and facilities exist within the Property, Common Areas include hallways, entryways, stairs, elevators, driveways, walkways, terraces, docks, loading areas, restrooms, trash facilities, parking areas and garages, roadways, pedestrian sidewalks, landscaped areas, security areas, lobby or mall areas, common HVAC systems, common electrical service, equipment and facilities, and common mechanical systems, equipment and facilities. Lessee shall comply with, and shall use commercially reasonable efforts to cause its employees, officers, agents, servants, contractors, customers, clients, visitors, guests, or other licensees or invitees to comply with, reasonable rules and regulations concerning the use of the Common Areas adopted by Lessor from time to time, and shall not interfere with the use of Common Areas by others. Without advance notice to Lessee and without any liability to Lessee, Lessor may change the size, use, or nature of any Common Areas, erect improvements on the Common Areas or convert any portion of the Common Areas to the exclusive use of Lessor or selected lessees, so long as Lessee is not thereby deprived of the substantial benefit of the Premises. Lessor reserves the use of exterior walls and the roof of the City Hall and other improvements at the Property, and the right to install, maintain, use, repair and replace pipes, ducts, conduits, and wires leading through the Premises in areas which will not materially interfere with Lessee’s use thereof.

**12. Use of the Common Areas.** Lessee shall have the non-exclusive right, in common with such other Lessees to whom Lessor has granted or may grant such rights, to use the Common Areas.

**13. Maintenance of Common Areas.** Lessor shall maintain the Common Areas in good order, condition and repair. In performing such maintenance, Lessor shall use commercially reasonable efforts to minimize interference with Lessee’s use and enjoyment of the Premises.

**14. Maintenance and Repairs; Surrender.** Lessee shall, at its sole cost and expense, maintain the entire Premises in good condition and promptly make all non-structural repairs and replacements necessary to keep the Premises safe and in good condition, including all HVAC components and other utilities and systems to the extent exclusively serving the Premises. Lessor shall maintain and repair the City Hall structure, foundation, subfloor, exterior walls, roof structure and surface, and HVAC components and other utilities and systems to the extent serving more than just the Premises, and the Common Areas. Lessee shall not damage any demising wall or disturb the structural integrity of the Premises, the City Hall, or the Property and shall promptly repair any damage or injury done to any such demising walls or structural elements caused by Lessee or its employees, officers, agents, servants, contractors, customers, clients, visitors, guests, or other licensees or invitees. Notwithstanding anything in this Section to the contrary, Lessee shall not be responsible for any repairs to the Premises made necessary by the negligence or willful misconduct of Lessor or its employees, officers, agents, servants, contractors, customers, clients, visitors, guests, or other licensees or invitees therein. If Lessee fails to perform Lessee’s obligations under this Section, Lessor may at Lessor’s option enter upon the Premises after 10

days' prior notice to Lessee and put the same in good order, condition and repair and the cost thereof together with interest thereon at the Default Rate set forth in Section 8 shall be due and payable to Lessor together with Lessee's next installment of Rent. Upon expiration or earlier termination of the Term, Lessee shall promptly and peacefully surrender the Premises to Lessor, together with all keys, in materially as good condition as when received by Lessee from Lessor or as thereafter improved (but subject to any obligations to remove any Lessee's Alterations and/or restore the same as further provided in this Lease), reasonable wear and tear and insured casualty excepted.

**15. Alterations.** Lessee may make alterations, additions or improvements to the Premises (the "Alterations"), only with the prior written consent of Lessor, which consent, with respect to Alterations not affecting the structural components of the Premises or utility systems therein or for which the aggregate cost and expense does not exceed \$10,000, shall not be unreasonably withheld, conditioned, or delayed. Lessor shall have 30 days following Lessee's request for Lessor's consent to any Alterations to respond to such request, provided that Lessee's request includes the names of Lessee's contractors and reasonably detailed plans and specifications therefor. The term "Alterations" shall not include: (i) Lessee's Signage (as further provided in Section 17), or (ii) the installation of shelves, movable partitions, Lessee's equipment and trade fixtures that may be installed and removed without damaging existing improvements or the structural integrity of the Premises, the City Hall, or the Property. Lessee shall perform all work at Lessee's expense and in compliance with all applicable laws and shall complete all Alterations in accordance with plans and specifications approved by Lessor, using contractors approved by Lessor, and in a manner so as not to unreasonably interfere with other Lessees. Lessee shall pay when due, or furnish a bond for payment of (as set forth in Section 21), all claims for labor or materials furnished to or for Lessee at, or for use in, the Premises, which claims are or may be secured by any mechanics' or materialmen's liens against the Premises or the Property or any interest therein. Any improvements installed as part of Lessee Alterations performed or caused to be performed by Lessee shall become the property of Lessor, unless Lessor requires removal upon the expiration or earlier termination of the Term, which shall be at Lessee's sole cost and expense. Lessee shall immediately repair any damage to the Premises caused by removal of improvements performed as part of Lessee's Alterations.

**16. Access and Right of Entry.** After twenty-four (24) hours' notice from Lessor (except in cases of emergency, when no notice shall be required), Lessee shall permit Lessor and its agents, employees and contractors to enter the Premises at all reasonable times to make repairs, inspections, alterations or improvements, provided that Lessor shall use reasonable efforts to minimize interference with Lessee's use and enjoyment of the Premises. This Section shall not impose any repair or other obligation upon Lessor not expressly stated elsewhere in this Lease. After reasonable notice to Lessee, Lessor shall have the right to enter the Premises for the purpose of (a) showing the Premises to prospective purchasers or lenders at any time, and to prospective Lessees within 180 days prior to the expiration or sooner termination of the Term, and (b) posting "for lease" signs within 180 days prior to the expiration or sooner termination of the Term.

**17. Signage.** Lessee shall obtain Lessor's written consent as to size, location, materials, method of attachment, and appearance, before installing any signs upon the Premises. Lessee shall install and maintain any approved signage ("Signage") at Lessee's sole expense and in compliance

with all applicable laws, including Chapter 15.20 of the Cle Elum Municipal Code as currently written or hereafter amended. Any Signage installed by Lessee shall be removed from the Premises, City Hall and Property at Lessee's expense upon the expiration or earlier termination of the Term. Lessee shall not damage or deface the Premises in installing or removing Signage and shall repair any injury or damage to the Premises caused by such installation or removal.

## **18. Destruction and Condemnation.**

- a. **Damage and Repair.** If the Premises or the portion of the City Hall or the Property necessary for Lessee's occupancy are partially damaged by fire or other insured casualty but not rendered untenable, then Lessor shall diligently restore the Premises and the portion of the Property necessary for Lessee's occupancy to the extent required below and this Lease shall not terminate. Lessee may, however, terminate the Lease if Lessor is unable to restore the Premises within six (6) months of the casualty event by giving 20 days' written notice of termination.

The Premises or the portion of the City Hall or the Property necessary for Lessee's occupancy shall not be deemed untenable if 25% or less of each of those areas are damaged. If insurance proceeds are not available or are not sufficient to pay the entire cost of restoring the Premises, or if Lessor's lender does not permit all or any part of the insurance proceeds to be applied toward restoration, then Lessor may elect to terminate this Lease and keep the insurance proceeds, by notifying Lessee within 60 days of the date of such casualty.

If the Premises, the portion of the City Hall or the Property necessary for Lessee's occupancy, or 50% or more of the rentable area of the Property are entirely destroyed, or partially damaged and rendered untenable, by fire or other casualty, Lessor may, at its option: (a) terminate this Lease as provided herein, or (b) restore the Premises and the portion of the Property necessary for Lessee's occupancy to their previous condition to the extent required below; provided, however, if such casualty event occurs during the last six (6) months of the Term (after considering any option to extend the term timely exercised by Lessee) then either Lessee or Lessor may elect to terminate the Lease. If, within 60 days after receipt by Lessor from Lessee of written notice that Lessee deems the Premises or the portion of the Property necessary for Lessee's occupancy untenable, Lessor fails to notify Lessee of its election to restore those areas, or if Lessor is unable to restore those areas within six (6) months of the date of the casualty event, then Lessee may elect to terminate the Lease upon 20 days' notice to Lessor unless Lessor, within such 20 day period, notifies Lessee that it will in fact restore the Premises or actually completes such restoration work to the extent required below, as applicable.

If Lessor restores the Premises or the Property under this Section, Lessor shall proceed with reasonable diligence to complete the work, and the Rent shall be abated in the same proportion as the untenable portion of the Premises bears to the whole Premises, provided that there shall be a Rent abatement only if the damage or destruction of the Premises or the Property did not result from, or was not contributed to directly or indirectly by the act, fault or neglect of Lessee, or Lessee's employees,

officers, agents, servants, contractors, customers, clients, visitors, guests, or other licensees or invitees. No damages, compensation or claim shall be payable by Lessor for inconvenience, loss of business or annoyance directly, incidentally or consequentially arising from any repair or restoration of any portion of the Premises or the Property. Lessor shall have no obligation to carry insurance of any kind for the protection of Lessee; any Alterations or other improvements paid for by Lessee; Signage; Lessee's furniture; or on any fixtures, equipment, improvements or appurtenances of Lessee under this Lease, and Lessor's restoration obligations hereunder shall not include any obligation to repair any damage thereto or replace the same.

- b. **Condemnation.** If the Premises, the portion of the City Hall or the Property necessary for Lessee's occupancy, or 50% or more of the rentable area of the Property are made untenable by eminent domain, or conveyed under a threat of condemnation, this Lease shall terminate at the option of either Lessor or Lessee as of the earlier of the date title vests in the condemning authority or the condemning authority first has possession of the Premises or the portion of the Property taken by the condemning authority. All Rents and other payments shall be paid to that date. If the condemning authority takes a portion of the Premises or of the City Hall or the Property necessary for Lessee's occupancy that does not render them untenable, then this Lease shall continue in full force and effect and the Rent shall be equitably reduced based on the proportion by which the floor area of any structures is reduced. The reduction in Rent shall be effective on the earlier of the date the condemning authority first has possession of such portion or title vests in the condemning authority. The Premises or the portion of the City Hall or the Property necessary for Lessee's occupancy shall not be deemed untenable if 25% or less of each of those areas are condemned. Lessor shall be entitled to the entire award from the condemning authority attributable to the value of the Premises, the City Hall or the Property and Lessee shall make no claim for the value of its leasehold estate or Lessee's Alterations. Lessee shall be permitted to make a separate claim against the condemning authority for moving expenses, provided that in no event shall Lessee's claim reduce Lessor's award.

**19. Lessee Insurance and Indemnity.** Lessee shall indemnify the City and provide for insurance as described in Exhibit B attached hereto and incorporated by this reference.

**20. Assignment and Subletting.** Lessee shall not assign, sublet, mortgage, encumber or otherwise transfer any interest in this Lease (collectively referred to as a "Transfer") or any part of the Premises, without first obtaining Lessor's written consent, which shall not be unreasonably withheld, conditioned, or delayed. No Transfer shall relieve Lessee of any liability under this Lease notwithstanding Lessor's consent to such Transfer. Consent to any Transfer shall not operate as a waiver of the necessity for Lessor's consent to any subsequent Transfer. In connection with each request for consent to a Transfer, Lessee shall pay the reasonable cost of processing the same, including attorneys' fees, upon demand of Lessor, up to a maximum of \$1,250.

Any transfer of this Lease by merger, consolidation, redemption or liquidation of Lessee, or any change in the ownership of, or power to vote, which singularly or collectively represents a majority of the beneficial interest in Lessee, shall constitute a Transfer under this Section.

As a condition to Lessor's approval, if given, any potential assignee or sublessee otherwise approved by Lessor shall assume all obligations of Lessee under this Lease and shall be jointly and severally liable with Lessee and any guarantor for the payment of Rent and performance of all obligations of Lessee under this Lease. In connection with any Transfer, Lessee shall provide Lessor with copies of all assignments, subleases and assumption agreements and documents.

**21. Liens.** Lessee is not authorized to subject the Lessor's estate to any liens or claims of lien. Lessee shall keep the Property and Premises free from any liens created by or through Lessee. Lessee shall indemnify, defend, and hold Lessor and the Property and Premises harmless from liability for any such liens including, without limitation, liens arising from any of Lessee's Alterations. If a lien is filed against the Premises by any person claiming by, through or under Lessee, Lessee shall have the right to contest the correctness or validity of the lien, provided, however, within 10 days after Lessor's demand, at Lessee's expense, Lessee shall either remove the lien, or shall procure and record a lien release bond issued by a surety satisfactory to Lessor in form and amount sufficient to satisfy statutory requirements for satisfaction and release of the subject lien(s) from the Premises and Property. Lessee shall indemnify Lessor, the Premises, and the Property from and against all liabilities, costs and expenses, including attorneys' fees, which Lessor could reasonably incur as a result of such lien.

**22. Events of Default.** Each of the following events shall constitute an "Event of Default" by Lessee under this Lease:

- a. **Failure To Pay.** Failure by Lessee to pay any sum, including Rent, due under this Lease following five (5) days' notice from Lessor of the failure to pay.
- b. **Vacation/Abandonment.** Vacation by Lessee of the Premises (defined as an absence for at least 15 consecutive days without prior notice to Lessor), or abandonment by Lessee of the Premises (defined as an absence of five (5) days or more while Lessee is in breach of some other term of this Lease). Lessee's vacation or abandonment of the Premises shall not be subject to any notice or right to cure.
- c. **Insolvency.** Lessee's insolvency or bankruptcy (whether voluntary or involuntary); or appointment of a receiver, assignee or other liquidating officer for Lessee's business; provided, however, that in the event of any involuntary bankruptcy or other insolvency proceeding, the existence of such proceeding shall constitute an Event of Default only if such proceeding is not dismissed or vacated within 60 days after its institution or commencement.
- d. **Levy or Execution.** The taking of Lessee's interest in this Lease or the Premises, or any part thereof, by execution or other process of law directed against Lessee, or attachment of Lessee's interest in this Lease by any creditor of Lessee, if such attachment is not discharged within 15 days after being levied.
- e. **Other Non-Monetary Defaults.** The breach by Lessee of any agreement, term or covenant of this Lease other than one requiring the payment of money and not otherwise enumerated in this Section or elsewhere in this Lease, which

breach continues for a period of 30 days after notice by Lessor to Lessee of the breach, provided that, if the nature of such default is such that it cannot be cured within such 30 day period, no Event of Default shall occur so long as Lessee commences such cure within 30 days of notice by Lessor and diligently pursues such cure to completion, but in no event longer than 60 days from the date of Lessor's notice.

- f. **Failure to Take Possession.** Failure by Lessee to take possession of the Premises on the Commencement Date following five (5) days' notice from Lessor of Lessee's failure to take possession. Lessor shall not be in default unless Lessor fails to perform obligations required of Lessor within 30 days after notice by Lessee to Lessor, provided that, if the nature of such default is such that it cannot be cured within such 30 day period, Lessor shall not be in default if Lessor commences such cure within 30 days of notice by Lessee and diligently pursues such cure to completion. If Lessor fails to cure any such default within the allotted time, Lessee's sole remedy shall be to seek actual money damages (but not consequential or punitive damages) for loss arising from Lessor's failure to discharge its obligations under this Lease. Nothing herein contained shall relieve Lessor from its duty to perform any of its obligations to the standard prescribed in this Lease.

Any notice periods granted herein shall be deemed to run concurrently with and not in addition to any default notice periods required by law.

**23. Remedies.** Lessor shall have the following remedies upon an Event of Default. Lessor's rights and remedies under this Lease shall be cumulative and non-exclusive.

- a. **Termination of Lease.** Lessor may terminate Lessee's interest under the Lease, but no act by Lessor other than notice of termination from Lessor to Lessee shall terminate this Lease. The Lease shall terminate on the date specified in the notice of termination. Upon termination of this Lease, Lessee will remain liable to Lessor for damages in an amount equal to Rent and other sums that would have been owing by Lessee under this Lease for the balance of the Term, less the net proceeds, if any, of any reletting of the Premises by Lessor subsequent to the termination, after deducting all of Lessor's Reletting Expenses (as defined below). Lessor shall be entitled to either collect damages from Lessee monthly on the days on which rent or other amounts would have been payable under the Lease, or alternatively, Lessor may accelerate Lessee's obligations under the Lease and recover from Lessee: (i) unpaid rent which had been earned at the time of termination; (ii) the amount by which the unpaid rent which would have been earned after termination until the time of award exceeds the amount of rent loss that Lessee proves could reasonably have been avoided; (iii) the amount by which the unpaid rent for the balance of the term of the Lease after the time of award exceeds the amount of rent loss that Lessee proves could reasonably be avoided (discounting such amount by the discount rate of the Federal Reserve Bank of San Francisco at the time of the award, plus 1%); and (iv) any other amount necessary to compensate Lessor for all the detriment proximately caused by Lessee's failure to perform its obligations under the Lease, or which in the ordinary course would be likely to result from the Event of Default, including without limitation Reletting Expenses described below.

- b. **Re-Entry and Reletting.** Lessor may continue this Lease in full force and effect, and without demand or notice, re-enter and take possession of the Premises or any part thereof, expel the Lessee from the Premises and anyone claiming through or under the Lessee, and remove the personal property of either. Lessor may relet the Premises, or any part of them, in Lessor's or Lessee's name for the account of Lessee, for such period of time and at such other terms and conditions as Lessor, in its discretion, may determine. Lessor may collect and receive the rents for the Premises. To the fullest extent permitted by law, the proceeds of any reletting shall be applied: first, to pay Lessor all Reletting Expenses (defined below); second, to pay any indebtedness of Lessee to Lessor other than rent; third, to the rent due and unpaid hereunder; and fourth, the residue, if any, shall be held by Lessor and applied in payment of other or future obligations of Lessee to Lessor as the same may become due and payable, and Lessee shall not be entitled to receive any portion of such revenue. Re-entry or taking possession of the Premises by Lessor under this Section shall not be construed as an election on Lessor's part to terminate this Lease, unless a notice of termination is given to Lessee. Lessor reserves the right following any re-entry or reletting, or both, under this Section to exercise its right to terminate the Lease. Lessee will pay Lessor the Rent and other sums which would be payable under this Lease if repossession had not occurred, less the net proceeds, if any, after reletting the Premises and after deducting Lessor's Reletting Expenses. "Reletting Expenses" are defined to include all expenses incurred by Lessor in connection with reletting the Premises, including without limitation, all repossession costs, brokerage commissions and costs of securing new Lessees, attorneys' fees, remodeling and repair costs, costs for removing persons or property, costs for storing Lessee's property and equipment, and costs of Lessee improvements and rent concessions granted by Lessor to any new Lessee, prorated over the life of the new lease.
- c. **Waiver of Redemption Rights.** Lessee, for itself, and on behalf of any and all persons claiming through or under Lessee, including creditors of all kinds, hereby waives and surrenders all rights and privileges which they may have under any present or future law, to redeem the Premises or to have a continuance of this Lease for the Term, or any extension thereof.
- d. **Nonpayment of Additional Rent.** All costs which Lessee is obligated to pay to Lessor pursuant to this Lease shall in the event of nonpayment be treated as if they were payments of Rent, and Lessor shall have the same rights it has with respect to nonpayment of Rent.
- e. **Failure to Remove Property.** If Lessee fails to remove any of its property from the Premises at Lessor's request following an uncured Event of Default, Lessor may, at its option, remove and store the property at Lessee's expense and risk. If Lessee does not pay the storage cost within five (5) days of Lessor's request, Lessor may, at its option, have any or all of such property sold at public or private sale (and Lessor may become a purchaser at such sale), in such manner as Lessor deems proper, without notice to Lessee. Lessor shall apply the proceeds of such sale: (i) to the expense of such sale, including reasonable attorneys' fees actually incurred; (ii) to the payment of the costs or charges for storing such property; (iii) to the payment of any other sums of money which may then be or thereafter become due Lessor from Lessee under any of the terms

hereof; and (iv) the balance, if any, to Lessee. Nothing in this Section shall limit Lessor's right to sell Lessee's personal property as permitted by law or to foreclose Lessor's lien for unpaid rent, if any.

**24. Mortgage Subordination and Attornment.** This Lease shall automatically be subordinate to any mortgage or deed of trust created by Lessor which is now existing or hereafter placed upon the Premises including any advances, interest, modifications, renewals, replacements or extensions ("Lessor's Mortgage"). Lessee shall attorn to the holder of any Lessor's Mortgage or any party acquiring the Premises at any sale or other proceeding under any Lessor's Mortgage provided the acquiring party assumes the obligations of Lessor under this Lease. Lessee shall promptly and in no event later than 15 days after request, execute, acknowledge and deliver documents which the holder of any Lessor's Mortgage may reasonably require as further evidence of this subordination and attornment. Notwithstanding the foregoing, Lessee's obligations under this Section to subordinate in the future are conditioned on the holder of each Lessor's Mortgage and each party acquiring the Premises at any sale or other proceeding under any such Lessor's Mortgage not disturbing Lessee's occupancy and other rights under this Lease, so long as no uncured Event of Default by Lessee exists.

**25. Non-Waiver.** Lessor's waiver of any breach of any provision contained in this Lease shall not be deemed to be a waiver of the same provision for subsequent acts of Lessee. The acceptance by Lessor of Rent or other amounts due by Lessee hereunder shall not be deemed to be a waiver of any previous breach by Lessee.

**26. Notices.** Notices must be in writing and delivered by personal delivery, reputable overnight courier, or certified mail to the addresses below (with a copy by email permitted but not required for effectiveness):

To Lessor:                      City of Cle Elum  
   119 West First Street  
   Cle Elum, WA 98922  
   (509) 674-2262

To Lessee:                      Chez Weaver LLC  
   Ruston & Shannon Weaver  
   308 E Second Street  
   Cle Elum, WA 98922  
   (260) 304-8982  
   [rweaver@senorbones.com](mailto:rweaver@senorbones.com)

**27. Costs and Attorneys' Fees.** If Lessee or Lessor engage the services of an attorney to collect monies due or to bring any action for any relief against the other, declaratory or otherwise, arising out of this Lease, including any suit by Lessor for the recovery of Rent or other payments or possession of the Premises, the losing party shall pay the prevailing party a reasonable sum for attorneys' fees in such action, whether in mediation or arbitration, at trial, on appeal, or in any bankruptcy proceeding.

**28. Estoppel Certificates.** Lessee shall, from time to time, upon written request of Lessor, execute, acknowledge and deliver to Lessor or its designee a written statement specifying the

following, subject to any modifications necessary to make such statements true and complete: (i) the total rentable square footage of the Premises; (ii) the date the Term commenced and the date it expires; (iii) the amount of minimum monthly Rent and the date to which such Rent has been paid; (iv) that this Lease is in full force and effect and has not been assigned, modified, supplemented or amended in any way; (v) that this Lease represents the entire agreement between the parties; (vi) that all obligations under this Lease to be performed by either party have been satisfied; (vii) that there are no existing claims, defenses or offsets which the Lessee has against the enforcement of this Lease by Lessor; (viii) the amount of Rent, if any, that Lessee paid in advance; (ix) the amount of security that Lessee deposited with Lessor; (x) if Lessee has sublet all or a portion of the Premises or assigned its interest in the Lease and to whom; (xi) if Lessee has any option to extend the Term of the Lease or option to purchase the Premises; and (xii) such other factual matters concerning the Lease or the Premises as Lessor may reasonably request. Lessee acknowledges and agrees that any statement delivered pursuant to this Section may be relied upon by a prospective purchaser of Lessor's interest or assignee of any mortgage or new mortgagee of Lessor's interest in the Premises. If Lessee shall fail to respond within ten (10) days to Lessor's request for the statement required by this Section, Lessor may provide the statement and Lessee shall be deemed to have admitted the accuracy of the information provided by Lessor.

**29. Lessor's Liability.** Notwithstanding anything in this Lease to the contrary, covenants, undertakings and agreements herein made on the part of Lessor are made and intended not as personal covenants, undertakings and agreements for the purpose of binding Lessor personally or the assets of Lessor but are made and intended for the purpose of binding only the Lessor's interest in the Premises, as the same may from time to time be encumbered. In no event shall Lessor or its partners, shareholders, or members, as the case may be, ever be personally liable hereunder.

**30. Right To Perform.** If Lessee shall fail to timely pay any sum or perform any other act on its part to be performed hereunder, Lessor may make any such payment or perform any such other act on Lessee's behalf. Lessee shall, within 10 days of demand, reimburse Lessor for its expenses incurred in making such payment or performance. Lessor shall (in addition to any other right or remedy of Lessor provided by law) have the same rights and remedies in the event of the nonpayment of sums due under this Section as in the case of default by Lessee in the payment of Rent.

**31. Hazardous Material.** As used herein, the term "Hazardous Material" means any hazardous, dangerous, toxic or harmful substance, material or waste including biomedical waste which is or becomes regulated by any local governmental authority, the State of Washington or the United States Government, due to its potential harm to the health, safety or welfare of humans or the environment. Lessor represents and warrants to Lessee that, to Lessor's actual knowledge without duty of investigation, there is no Hazardous Material on, in, or under the Premises as of the Commencement Date in excess of reportable quantities except as may otherwise have been disclosed to Lessee in writing before the execution of this Lease. If there is any Hazardous Material on, in, or under the Premises as of the Commencement Date which has been or thereafter becomes unlawfully released in excess of reportable quantities through no fault of Lessee, then Lessor shall indemnify, defend and hold Lessee harmless from any and all claims, judgments, damages, penalties, fines, costs, liabilities or losses including without limitation sums paid in settlement of claims, attorneys' fees, consultant fees and expert fees, incurred or suffered by Lessee either during or after the Term as the result of such contamination. Lessee shall not cause or permit any

Hazardous Material to be brought upon, kept, or used in or about, or disposed of on the Premises or the Property by Lessee, its employees, officers, agents, servants, contractors, customers, clients, visitors, guests, or other licensees or invitees, except with Lessor's prior consent (except in de minimis quantities typical of the Permitted Use, such as in office supplies and household cleansers), and then only upon strict compliance with all applicable federal, state and local laws, regulations, codes, ordinances, and product labels. If Lessee breaches the obligations stated in the preceding sentence, then Lessee shall indemnify, defend and hold Lessor harmless from any and all claims, judgments, damages, penalties, fines, costs, liabilities or losses including, without limitation, diminution in the value of the Premises or the Property; damages for the loss or restriction on use of rentable or usable space or of any amenity of the Premises or the Property, or elsewhere; damages arising from any adverse impact on marketing of space at the Premises or the Property; and sums paid in settlement of claims, attorneys' fees, consultant fees and expert fees incurred or suffered by Lessor either during or after the Term. These indemnifications by Lessor and Lessee include, without limitation, costs incurred in connection with any investigation of site conditions or any clean-up, remedial, removal or restoration work, whether or not required by any federal, state or local governmental agency or political subdivision, because of Hazardous Material present in the Premises, or in soil or ground water on or under the Premises. Lessee shall immediately notify Lessor of any inquiry, investigation or notice that Lessee may receive from any third party regarding the actual or suspected presence of Hazardous Material on the Premises. Without limiting the foregoing, if the presence of any Hazardous Material brought upon, kept or used in or about the Premises or the Property by Lessee, its employees, officers, agents, servants, contractors, customers, clients, visitors, guests, or other licensees or invitees, results in any unlawful release of any Hazardous Material on the Premises or the Property or any adjacent property, Lessee shall promptly take all actions, at its sole expense, as are necessary to return the Premises and the Property and any adjacent property to the condition existing prior to the release of any such Hazardous Material; provided that Lessor's approval of such actions shall first be obtained, which approval may be withheld at Lessor's sole discretion. The provisions of this Section shall survive expiration or earlier termination of this Lease.

**32. Quiet Enjoyment.** Provided Lessee pays Rent and performs all of its obligations in this Lease, Lessee's possession of the Premises will not be disturbed by Lessor or anyone claiming by, through or under Lessor.

**33. Merger.** The voluntary or other surrender of this Lease by Lessee, or a mutual cancellation thereof, shall not work a merger and shall, at the option of Lessor, terminate all or any existing subtenancies or may, at the option of Lessor, operate as an assignment to Lessor of any or all of such subtenancies.

**34. Heirs and Assigns.** This Lease shall apply to and be binding upon Lessor and Lessee and their respective heirs, executors, administrators, successors and assigns.

**35. Brokers' Fees.** Lessee represents and warrants to Lessor that except as described or disclosed in this Lease or otherwise disclosed in writing to Lessor prior to the Effective Date, it has not engaged any broker, finder or other person who would be entitled to any commission or fees for the negotiation, execution or delivery of this Lease and shall indemnify and hold harmless Lessor against any loss, cost, liability or expense incurred by Lessor as a result of any claim

asserted by any such broker, finder or other person on the basis of any arrangements or agreements made or alleged to have been made by or on behalf of Lessee. Lessor represents and warrants to Lessee that except for Lessor's Broker, if any, described or disclosed in this Lease or otherwise disclosed in writing to Lessee prior to the Effective Date, it has not engaged any broker, finder or other person who would be entitled to any commission or fees for the negotiation, execution or delivery of this Lease and shall indemnify and hold harmless Lessee against any loss, cost, liability or expense incurred by Lessee as a result of any claim asserted by any such broker, finder or other person on the basis of any arrangements or agreements made or alleged to have been made by or on behalf of Lessor.

**36. Entire Agreement.** This Lease contains all of the covenants and agreements between Lessor and Lessee relating to the Premises. No prior or contemporaneous agreements or understandings pertaining to the Lease shall be valid or of any force or effect and the covenants and agreements of this Lease shall not be altered, modified or amended except in writing, signed by Lessor and Lessee.

**37. Severability.** Any provision of this Lease which shall prove to be invalid, void or illegal shall in no way affect, impair or invalidate any other provision of this Lease.

**38. Force Majeure.** Time periods for either party's performance under any provisions of this Lease (excluding payment of Rent) shall be extended for periods of time during which the party's performance is prevented due to circumstances beyond such party's control, including without limitation, fires, floods, earthquakes, lockouts, strikes, embargoes, governmental regulations, acts of God, public enemy, war or other strife; provided in no event shall any of the foregoing events operate to extend the Term of this Lease.

**39. Governing Law.** This Lease shall be governed by and construed in accordance with the laws of the State of Washington.

**40. Memorandum of Lease.** Neither this Lease nor any memorandum or "short form" thereof shall be recorded without Lessor's prior consent.

*[Signature Page on Following Page]*

IN WITNESS WHEREOF this Lease has been executed the date and year first above written.

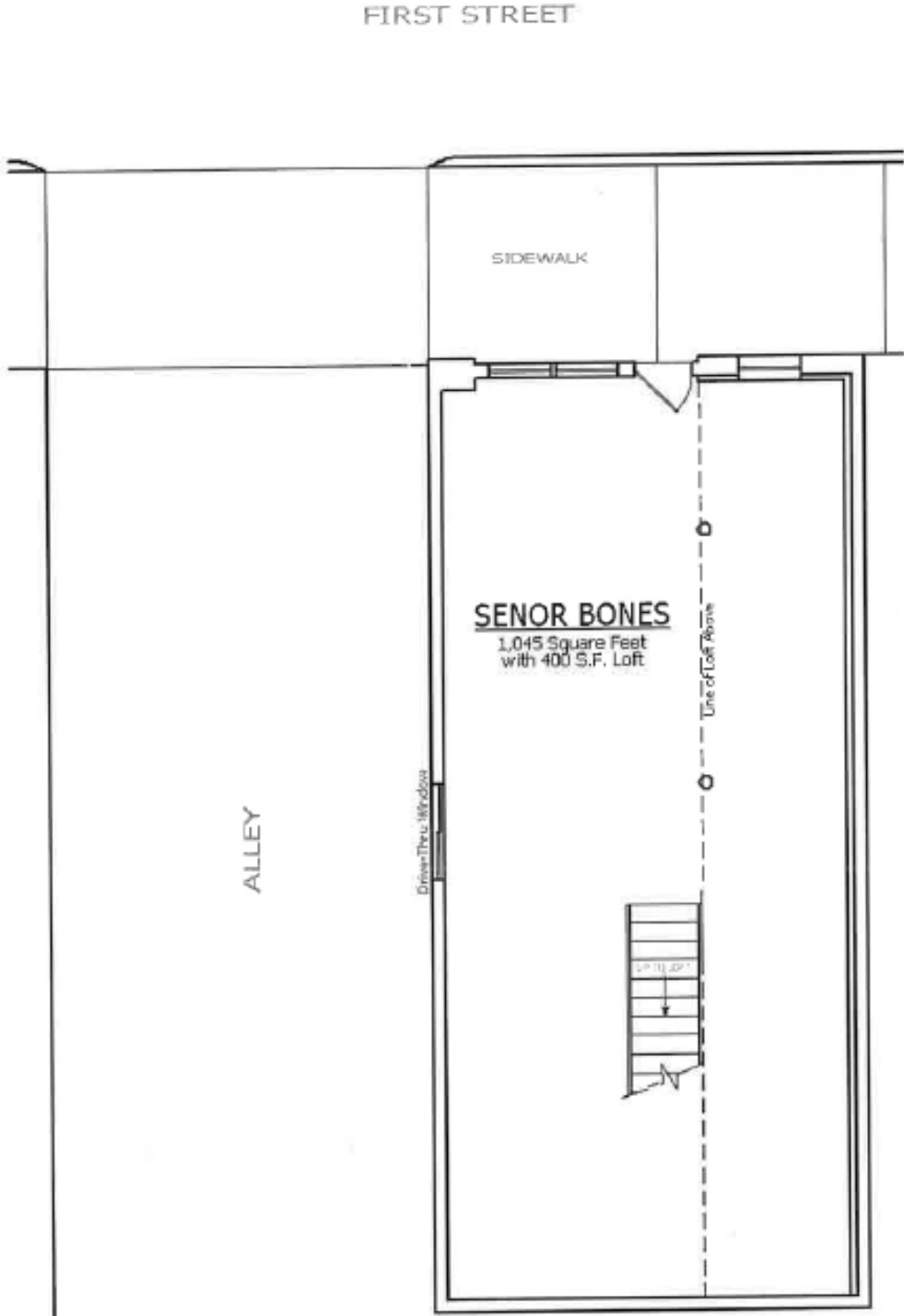
**LESSOR:** City of Cle Elum, a Washington municipal corporation

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

**LESSEE:** Chez Weaver, LLC, a Washington limited liability company

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

**EXHIBIT A**  
**DEPICTION OF PREMISES**



## **EXHIBIT B**

### Insurance and Indemnity Requirements

#### **Indemnification / Hold Harmless**

Lessee shall defend, indemnify, and hold Lessor and its property manager (if any) harmless against all liabilities, damages, costs, and expenses, including attorneys' fees, for personal injury, bodily injury (including death) or property damage arising from any negligent or wrongful act or omission of Lessee or Lessee's employees, officers, agents, servants, contractors, customers, clients, visitors, guests, or other licensees or invitees on or around the Premises or the Property, or arising from any breach of this Lease by Lessee. Lessee shall use legal counsel reasonably acceptable to Lessor in defense of any action within Lessee's defense obligation.

Except to the extent of claims arising out of Lessor's gross negligence or intentional misconduct, Lessor shall not be liable for injury to Lessee's business or assets or any loss of income therefrom or for damage to any property of Lessee or of its employees, officers, agents, servants, contractors, customers, clients, visitors, guests, or other licensees or invitees, or any other person in or about the Premises or the Property.

**It is further specifically and expressly understood that the indemnification provided herein constitutes the Lessee's waiver of immunity under Industrial Insurance, Title 51 RCW, solely for the purposes of this indemnification. This waiver has been mutually negotiated and agreed to by the Lessee and Lessor. The provisions of this section shall survive the expiration or termination of this Lease.**

#### **A. Insurance Term**

The Lessee shall procure and maintain for the duration of the Agreement, insurance against claims for injuries to persons or damage to property which may arise from or in connection with the Lessee's operation and use of the leased Premises.

#### **B. No Limitation**

The Lessee's maintenance of insurance as required by the agreement shall not be construed to limit the liability of the Lessee to the coverage provided by such insurance, or otherwise limit the Lessor's recourse to any remedy available at law or in equity.

#### **C. Minimum Scope of Insurance**

The Lessee shall obtain insurance of the types and coverage described below:

1. Commercial General Liability insurance shall be at least as broad as Insurance Services Office (ISO) occurrence form CG 00 01 and shall cover premises and contractual liability. The Lessor shall be named as an additional insured on Lessee's Commercial General Liability insurance policy using ISO Additional Insured-Managers or Lessors of Premises Form CG 20 11 or a substitute endorsement providing at least as broad coverage.
2. Property insurance shall be written on an all-risk basis.

#### **D. Minimum Amounts of Insurance**

The Lessee shall maintain the following insurance limits:

1. Commercial General Liability insurance shall be written with limits no less than \$2,000,000 each occurrence, \$2,000,000 general aggregate.
2. Property insurance shall be written covering the full value of Lessee's property and improvements with no coinsurance provisions.

#### **E. Other Insurance Provisions**

The Lessee's Commercial General Liability insurance policy or policies are to contain, or be endorsed to contain, that they shall be primary insurance as respect the Lessor. Any insurance, self-insurance, or self-insured pool coverage maintained by the Lessor shall be excess of the Lessee's insurance and shall not contribute with it.

#### **F. Acceptability of Insurers**

Insurance is to be placed with insurers with a current A.M. Best rating of not less than A: VII.

#### **G. Verification of Coverage**

The Lessee shall furnish the Lessor with original certificates and a copy of the amendatory endorsements, including but not necessarily limited to the additional insured endorsement, evidencing the insurance requirements of the Lessee.

#### **H. Waiver of Subrogation**

Lessee and Lessor hereby release and discharge each other from all claims, losses and liabilities arising from or caused by any hazard covered by property insurance on or in connection with the premises or said building. This release shall apply only to the extent that such claim, loss or liability is covered by insurance.

#### **I. Lessor's Property Insurance**

Lessor shall purchase and maintain during the term of the lease all-risk property insurance covering the Building for its full replacement value without any coinsurance provisions.

#### **J. Notice of Cancellation**

The Lessee shall provide the Lessor with written notice of any policy cancellation within two (2) business days of their receipt of such notice.

#### **K. Failure to Maintain Insurance**

Failure on the part of the Lessee to maintain the insurance as required shall constitute a material breach of the Lease Agreement, upon which the Lessor may, after giving five business days' notice to the Lessee to correct the breach, terminate the Lease or, at its discretion, procure or renew such insurance and pay any and all premiums in connection therewith, with any sums so expended to be repaid to the Lessor on demand.

#### **L. Lessor Full Availability of Lessee Limits**

If the Lessee maintains higher insurance limits than the minimums shown above, the Lessor shall be insured for the full available limits of Commercial General and Excess or Umbrella liability maintained by the Lessee, irrespective of whether such limits maintained by the Lessee are greater than those required by this contract or whether any certificate of insurance furnished to the Lessor evidences limits of liability lower than those maintained by the Lessee.

**CITY OF CLE ELUM AGREEMENT WITH  
UPPER KITTITAS COUNTY SENIOR CENTER**

THIS AGREEMENT, commencing January 1, 2025, (hereinafter "Agreement"), is made by and between the City of Cle Elum, a municipal corporation (hereinafter "City") and the UPPER KITTITAS COUNTY SENIOR CENTER, a non-profit organization under the laws of the State of Washington, (hereinafter "Center") (collectively, the "Parties"). For and in consideration of the mutual promises, covenants and conditions herein, the Parties enter into this Agreement with the terms and conditions as follows:

1. PURPOSE.

The purpose of this Agreement is to provide public services which will benefit older adults and others in the city of Cle Elum.

- a. The City enters into this Contract pursuant to the authority granted in RCW 36.01.010 and RCW 36.39.060 and agrees to pay the Center a sum of \$ 10,000.00, payable in equal monthly installments of 1/12 of the total sum in return for the Center's services set out below.
- b. In return, the Center will provide public services benefiting senior citizens and others in the City as set forth herein and consistent with the stated mission of the Center, which is;

"The mission of the UKCSC is to enhance the physical, emotional and economic well-being of seniors' lives providing recreational, cultural, educational, fitness and fellowship activities. Nutrition, social and health services will also be provided. These activities and services will encourage seniors' participation in all aspects of community life."

"

2. SERVICES PROVIDED BY THE CENTER.

Areas of service to be provided by the Center, but not limited to, are the following;

- a. Provision of a meeting space for City meetings and other public meetings.
- b. Serving as an Upper Kittitas County Emergency Shelter administered by the American Red Cross.
- c. Provision of personal enrichment, fellowship and other activities for older adults.
- d. Provision of a meeting place for congregate meals and for social service agents working with older adults in Upper Kittitas County.
- e. Provision of drop-in activities for older adults.
- f. Provisions for informational brochures, flyers and pamphlets about services to be made available in the Center's literature rack and on its bulletin board.
- g. Provisions for events to be published to keep older adults informed of scheduled events.

- h. Provision of an informational network for older adults to help access services to meet their needs.
- i. Provision of call-in referral services to direct callers to the appropriate agency to address the nature of their call.
- j. Provision of adequate space for the City to provide services as needed to City residents without disruption to the Center programs.

3. TERMS OF AGREEMENT.

- a. Commencement and Renewal of Term: This Agreement shall be in effect for the period between January 1, 2025, and ending December 31, 2025. The parties agree to meet before the end of each calendar year to negotiate the continuation of this Agreement, unless earlier terminated by giving Thirty (30) days written notice to the other party before December 31. However, there is no assurance of renewing this Agreement until both parties have signed a new Agreement.
- b. Termination for Change in Funding: If the funds upon which the County has relied to establish this Agreement are withdrawn, reduced or limited, or if additional or modified conditions are placed on such funding, the City may terminate this Agreement by providing at least Fifteen (15) days written notice to the Center.
- c. Termination for Convenience: Either party may terminate this Agreement for convenience upon giving the other party at least Sixty (60) days written notice.
- d. Termination for Default or Non-Performance: If either party defaults in its performance under this Agreement, the non-defaulting party may give the defaulting party written notice that it has Fifteen (15) days in which to cure the default. If the defaulting party fails to commence correction of such non-performance within the Fifteen (15) days and fails to diligently complete the correction thereafter, the non-defaulting party may terminate this Agreement. In the event of such termination, the non-defaulting party shall have all rights and remedies available to it under the law.
- e. Payment for Authorized Work: Upon termination for any cause, the Center will be paid for all authorized work performed up to and including the termination date.
- f. Records to be Kept. The Center shall keep adequate records to reflect the services delivered, and such records shall be open to the City for inspection and audit.
- g. Observation. The City shall have the right to observe the activities conducted in the Center and shall have the right to determine whether said activities meet the requirements of this contract. The Center agrees to make any changes requested by the City with respect to the manner in which it conducts its activities and delivers its services for which it claims reimbursement.
- h. Failure to Comply. Failure to comply with any of the provisions stated in this Agreement shall constitute material breach of contract and be cause for termination.
- i. Public Records. The City respects the confidentiality of information provided to the City. However, any documents provided to the City will become City property and thus public

information. To the extent required by law, such documents may be subject to public disclosure requirements.

4. INDEPENDENT RELATIONSHIP OF THE PARTIES.

- a. The parties agree that they are independent entities organized under the laws of the State of Washington operating pursuant to the terms and conditions of this Agreement.
- b. No agent, employee, servant or representative of either party shall be deemed to be an agent, employee, servant or representative of the other party for any purpose, and employees of one party are not entitled to the benefits the other party provides to its employees.
- c. Each party is solely responsible for its acts and the acts of its agents, employees, servants, subcontractors, volunteers or representatives during the term of this Agreement.
- d. In relation to the performance of this Agreement, neither party will hold out itself or any of its officers, agents, employees, servants or representatives as, nor claim status as, an officer, agent, employee, servant or representative of the other and will not claim for itself or its officers, agents, employees, servants or representatives any rights, privileges or benefits which would accrue to an officer, agent, employee, servant or representative of the other.

5. COMPLIANCE WITH LEGAL REQUIREMENTS.

- a. In the performance of this Agreement, each party accepts responsibility for compliance with federal, state and local laws and regulations. The Center specifically agrees to pay any applicable business and occupation (B&O) taxes that may be due on account of this Agreement.
- b. The City is an equal opportunity employer. In the performance of this Agreement, the Center will not discriminate against any employee or applicant for employment on grounds of race, creed, color, national origin, sex, marital status, age, or the presence of any sensory, mental or physical handicap; provided that the prohibition against discrimination in employment because of handicap shall not apply if the particular disability prevents the proper performance of the particular work involved.
  - i. Such nondiscrimination in employment shall include, but not be limited to: employment, upgrading, demotion or transfers, recruitment or recruitment advertising, lay-off or termination, rates of pay or other forms of compensation, and programs for training including apprenticeships.
  - ii. The Center shall take such action with respect to this Agreement as may be required to ensure full compliance with local, state and federal laws prohibiting discrimination in employment.
- c. In the performance of this Agreement, the Center will not discriminate against any recipient of any services or benefits provided for in this Agreement on the grounds of race, creed, color, national origin, sex, marital status, age or the presence of any sensory, mental or physical handicap.

6. INSURANCE.

- a. The Center shall procure and maintain for the duration of this Agreement, insurance against claims for injuries to persons or damage to property which may arise from or in connection with the performance of the work hereunder by the Center, its agents, employees, servants or representatives.
- b. The Center is responsible for maintaining the following:
  - i. Automobile liability insurance covering all owned, non-owned, hired and leased vehicles with a minimum combined single limit for bodily injury and property damage of One Million Dollars (\$1,000,000) per accident. If necessary, the policy shall be endorsed to provide contractual liability coverage.
  - ii. Commercial general liability insurance covering liability arising from premises, operations, independent contractors and personal injury and advertising injury, such coverage to be written with limits no less than Two Million Dollars (\$2,000,000) per each occurrence and Two Million Dollars (\$2,000,000) general aggregate.
  - iii. Where professionals act on behalf of the Center to perform professional services through the Center, the Center shall obtain professional liability insurance with limits of no less than Two Million Dollars (\$2,000,000) per claim and Two Million Dollars (\$2,000,000) policy aggregate limit.
  - iv. Where required, the Center shall obtain workers' compensation coverage as mandated by the Washington State Department of Labor and Industries.
  - v. All insurance shall be issued by companies admitted doing business in the State of Washington and have a rating of A-, Class VII or better in the most recently published edition of Best's Reports.
- c. Other Insurance Provisions:
  - i. The City shall be named as an additional insured under the Center's commercial general liability insurance policy with respect to work performed for the City. The Center must provide to the City a policy of endorsement as evidence of the additional insured coverage, which endorsement must state that the Center's insurance shall not be reduced or cancelled without Thirty (30) Days prior written notice sent to the City by certified mail, return receipt requested.
  - ii. The Center's insurance policies for automobile liability, professional liability and commercial general liability shall provide, or be endorsed to provide, that the Center's insurance coverage shall be primary insurance with respect to the City. Any insurance, self-insurance or insurance pool coverage maintained by the City shall be excess of the Center's insurance and shall not contribute with it.
- d. Verification of Coverage: Upon adoption of this Agreement, the Center shall furnish the City with original certificates and a copy of any amendatory endorsements including, but not limited to, the additional insured endorsement evidencing the Center's insurance requirements. Certificates of insurance and policy endorsements shall be furnished and signed by a person authorized by the respective insurance company to bind coverage on the insurance company's behalf.

7. INDEMNIFICATION AND HOLD HARMLESS.

- a. No liability shall attach to either party by reason of entering into this Agreement except as expressly provided herein.
- b. To the extent of its comparative liability, each party shall indemnify, defend and hold harmless the other party, its departments, elected and appointed officials, agents, employees, servants and representatives, from and against any and all claims, damages, losses, expenses or suits, including reasonable attorney fees and costs, arising out of or resulting from the activities or services undertaken by the Center in meeting its obligations under this Agreement.
- c. It is specifically agreed that the Center shall indemnify and hold harmless the City from all obligations to pay or withhold federal or state taxes or contributions on behalf of the Center or the Center's employees.

8. ASSIGNMENT.

The Center shall not assign its performance under this Agreement or any portion of this Agreement without the express written consent of the City, which consent must be sought in writing by the Center not less than Thirty (30) days prior to the date of any proposed assignment. The City reserves the right to reject without cause any such assignment. If such assignment is authorized by the City, the assignment shall include appropriate safeguards against discrimination. The City shall take such action as may be required to ensure full compliance with all the above provisions concerning nondiscrimination in employment and in receipt of services or benefits provided under this Agreement.

9. MODIFICATION AND WAIVER.

- a. This Agreement may be amended, superseded, cancelled, renewed or extended and the terms hereof may be waived, only by a written consent signed by the parties or, in the case of a waiver, by the party waiving compliance.
- b. The parties agree that forgiveness of any delay or non-performance of any provision of this Agreement, by any party in exercising any right, power or privilege under this Agreement, does not constitute a waiver of the provisions of this Agreement. No whole or partial waiver on the part of any party of any right, power or privilege under specific circumstances shall operate or be construed as a future waiver of such right, power or privilege.
- c. The rights and remedies herein provided are cumulative and are not exclusive of any rights or remedies that any party may otherwise have at law or in equity, except where this Agreement expressly provides otherwise.
- d. Only the City council is authorized to agree to modifications on behalf of the City.

10. DISPUTE RESOLUTION, JURISDICTION AND VENUE.

This Agreement shall be governed by the laws of the State of Washington, both as to interpretation and performance. In the event of a dispute regarding termination of this contract, the City and the

Center agree to resolve such dispute through mediation, if possible. In the event that mediation is unsuccessful, the parties agree that the venue for any litigation shall lie in Kittitas County.

11. ENTIRE AGREEMENT.

The parties agree that this contract is the complete expression of the parties' Agreement, and any oral representations or understandings not incorporated herein, or any other terms not found herein, are excluded.

12. SEVERABILITY.


- a. If for any reason, any part, term or provision of this Agreement is held by a court of the United States to be illegal, void or unenforceable, the validity of the remaining provisions shall not be affected, and the rights and obligations of the parties shall be construed and enforced as if the Agreement did not contain the particular provision or part found to be invalid.
- b. If any provision of this Agreement is in conflict with any statutory provision in the State of Washington, said conflicting provision shall be deemed inoperative and null and void as to the extent of said conflict, and this agreement shall be deemed modified to conform to the valid statutory provision.
- c. In the event that any agency of the State of Washington or any federal agency shall issue a formal or informal opinion declaring that this entire Agreement is unlawful or *ultra vires*, or in the event that any court so rules, the Center shall, upon demand of the City, refund to the City any payments hereunder made.

13. AUTHORITY.

Each individual executing this Agreement on behalf of the City and the Center warrants that such individuals are duly authorized to execute this Agreement on behalf of the City or Center.

IN WITNESS WHEREOF, the Lessor and Lessee have executed this Lease on the dates specified below.

City of Cle Elum

By:   
Matthew Lundh

Date: 2/5/25

Upper Kittitas County Senior Center

By:   
Lori Nevin

Date: 2/11/2025



# NASPO ValuePoint FMV Lease Agreement (Option C)

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Agreement Number

## Your Business Information

|   |                            |
|---|----------------------------|
| <b>Full Legal Name of Lessee / DBA Name of Lessee</b> | <b>Tax ID # (FEIN/TIN)</b> |
| CITY OF CLE ELUM                                      | 916001239                  |

**Sold-To: Address**  
119 W 1ST ST, CLE ELUM, WA, 98922-1105, US

|                              |                                 |                           |
|------------------------------|---------------------------------|---------------------------|
| <b>Sold-To: Contact Name</b> | <b>Sold-To: Contact Phone #</b> | <b>Sold-To: Account #</b> |
| Robin Newcomb                | (509) 674-2262                  | 0010146036                |

**Bill-To: Address**  
119 W 1ST ST, CLE ELUM, WA, 98922-1105, US

|                              |                                 |                           |                       |
|------------------------------|---------------------------------|---------------------------|-----------------------|
| <b>Bill-To: Contact Name</b> | <b>Bill-To: Contact Phone #</b> | <b>Bill-To: Account #</b> | <b>Bill-To: Email</b> |
| Robin Newcomb                | (509) 674-2262                  | 0010146036                | rnewcomb@cleelum.gov  |

**Ship-To: Address**  
119 W 1ST ST, CLE ELUM, WA, 98922-1105, US

|                              |                                 |                           |
|------------------------------|---------------------------------|---------------------------|
| <b>Ship-To: Contact Name</b> | <b>Ship-To: Contact Phone #</b> | <b>Ship-To: Account #</b> |
| Robin Newcomb                | (509) 674-2262                  | 0010146036                |

**PO #**  
.

## Your Business Needs

| Qty | Item         | Business Solution Description            |
|-----|--------------|--|
| 1   | SENDPROCAUTO | SendPro C Auto                           |
| 1   | 1E48         | SP100 Label Printer                      |
| 1   | 1FXA         | Interface to InView Dashboard            |
| 1   | 7H00         | C Series IMI Meter                       |
| 1   | APAC         | Connect+ Accounting Weight Break Reports |
| 1   | APAX         | Cost Acctg Accounts Level (100)          |
| 1   | APKN         | Account List Import/Export               |
| 1   | C5CC         | Sendpro C Auto 95                        |
| 1   | CAAB         | Basic Cost Accounting                    |
| 1   | ME1A         | Meter Equipment - C Series               |
| 1   | MP81         | C Series Integrated Scale                |
| 1   | MP8110       | SendPro C Series Scale Upgrade           |
| 1   | PAB1         | C Series Premium App Bundle              |
| 1   | PTJ1         | SendPro Online-PitneyShip                |

|   |        |   |
|---|--------|---|
| 1 | PTJA   | PitneyShip Basic 1 User                                       |
| 1 | PTJN   | Single User Access  |
| 1 | PTK1   | Web Browser Integration                                       |
| 1 | PTK2   | SendPro C Series Shipping Integration                         |
| 1 | SJS2   | Softguard For SendPro C500                                    |
| 1 | SPACRL | Return Lbl/Instr - SendPro Auto C                             |
| 1 | STDSLA | Standard SLA-Equipment Service Agreement (for SendPro C Auto) |
| 1 | ZH24   | Manual Weight Entry   |
| 1 | ZH30   | HZ03 120 LPM Speed  |
| 1 | ZHC5   | SendPro C500 Base System Identifier                           |
| 1 | ZHD5   | USPS Rates with Metered Letter                                |
| 1 | ZHD7   | E Conf Services for Metered LTR. BDL                          |
| 1 | ZHD9   | Retail Ground LOR   |
| 1 | ZHWM   | 10lb/5kg Weighing Option for MP81                             |

### Your Payment Plan

|                                |                                |                             |
|--------------------------------|--------------------------------|-----------------------------|
| <b>Initial Term: 60 months</b> | <b>Initial Payment Amount:</b> |                             |
| <b>Number of Months</b>        | <b>Monthly Amount</b>          | <b>Billed Quarterly at*</b> |
| <b>60</b>                      | <b>\$ 192.96</b>               | <b>\$ 578.88</b>            |

*\*Does not include any applicable sales, use, or property taxes which will be billed separately.  
If the equipment listed above is replacing your current meter, your current meter will be taken out of service once this lease commences.*

- Tax Exempt Certificate Attached
- Tax Exempt Certificate Not Required
- Purchase Power® transaction fees included
- Purchase Power® transaction fees extra

**Your Signature Below**

By signing below, you agree to be bound by your State's/Entity's/Cooperative's contract, which is available at <http://www.pb.com/states> and is incorporated by reference. The terms and conditions of this contract will govern this transaction and be binding on us after we have completed our credit and documentation approval process and have signed below. If software is included in the Order, additional terms apply which are either (i) included in your State's contract which is available at <http://www.pb.com/states> or (ii) available by clicking on the hyperlink for that software located at [https://www.naspo.valuepoint.org/search/?term=pitney+bowes&page\\_ref=contractors](https://www.naspo.valuepoint.org/search/?term=pitney+bowes&page_ref=contractors). Those additional terms are incorporated by reference.

NASPO VALUEPOINT CTR058808; 15622-01  
State/Entity's Contract#

\_\_\_\_\_  
Lessee Signature  
  
\_\_\_\_\_  
Print Name  
  
\_\_\_\_\_  
Title  
  
\_\_\_\_\_  
Date  
  
\_\_\_\_\_  
Email Address

\_\_\_\_\_  
Pitney Bowes Signature  
  
\_\_\_\_\_  
Print Name  
  
\_\_\_\_\_  
Title  
  
\_\_\_\_\_  
Date

**Sales Information**

|                  |                      |                  |
|------------------|----------------------|------------------|
| Jacob Leonard    | jacob.leonard@pb.com |                  |
| Account Rep Name | Email Address        | PBGFS Acceptance |



**PARTICIPATING ADDENDUM  
NASPO VALUEPOINT**

**MAILING EQUIPMENT, SUPPLIES AND MAINTENANCE**

Administered by the State of Arizona (hereinafter "Lead State")

**MASTER AGREEMENT**

**Master Agreement No: CTR058808**

**Pitney Bowes Inc.**  
(hereinafter "Contractor")

and

**State of Washington**  
(hereinafter "Participating State")

**WASHINGTON MASTER CONTRACT No.: 15622-01**

This Participating Addendum for the above referenced Master Agreement ("Participating Addendum") is made and entered into by and between the State of Washington acting by and through the Department of Enterprise Services, a Washington State governmental agency ("Enterprise Services") and Pitney Bowes Inc., a Delaware Corporation ("Contractor") and is dated and effective as of September 19, 2022.

**RECITALS**

- A. Pursuant to Legislative authorization codified in RCW 39.26.060, Enterprise Services, on behalf of the State of Washington, is authorized to participate in cooperative purchasing agreements to develop master agreements to procure goods and/or services and to make such competitively solicited and awarded contracts available to Washington state agencies and designated eligible purchasers consistent with terms and conditions set forth by Enterprise Services.
- B. Enterprise Services timely provided public notice of the competitive solicitation process conducted by the above-referenced lead state through Washington's Electronic Business Solutions (WEBS) system.
- C. The above-referenced Lead State, as part of its competitive solicitation process, evaluated all responses to its procurement and identified Contractor as an apparent successful bidder and awarded a Master Agreement to Contractor.
- D. Enterprise Services has determined that participating in this Master Agreement is in the best interest of the State of Washington.
- E. The purpose of this Participating Addendum is to enable eligible purchasers, as defined herein, to utilize the Master Agreement as conditioned by this Participating Addendum.

## A G R E E M E N T

**NOW THEREFORE**, in consideration of the mutual promises, covenants, and conditions set forth herein, the parties hereto hereby agree as follows:

1. **SCOPE:** This Participating Addendum covers the competitive procurement for mailing equipment, supplies, and maintenance led by the State of Arizona on behalf of NASPO ValuePoint for use by state agencies and other entities located in the Participating State authorized by that state’s statutes to utilize state contracts with the prior approval of the State’s chief procurement official.
  
2. **PARTICIPATION:** Use of specific NASPO ValuePoint cooperative contracts by agencies, political subdivisions and other entities (including cooperatives) authorized by an individual state’s statutes to use state contracts are subject to the prior approval of the respective State chief procurement official. Issues of interpretation and eligibility for participation are solely within the authority of the State chief procurement official. Pursuant to this Participating Addendum, the Master Agreement may be utilized by the following (“Purchasing Entities” or “Purchasers”):
  - (a) WASHINGTON STATE AGENCIES. All Washington state agencies, departments, offices, divisions, boards, and commissions.
  
  - (b) WASHINGTON STATE INSTITUTIONS OF HIGHER EDUCATION (COLLEGES). Any the following specific institutions of higher education in Washington:
    - State universities – i.e., University of Washington & Washington State University;
    - Regional universities – i.e., Central Washington University, Eastern Washington University, & Western Washington University
    - Evergreen State College;
    - Community colleges; and
    - Technical colleges.
  
  - (c) MCUA PARTIES. The Master Agreement also may be utilized by any of the following types of entities that have executed a Master Contract Usage Agreement (MCUA) with Enterprise Services:
    - Political subdivisions (e.g., counties, cities, school districts, public utility districts, ports) in the State of Washington;
    - Federal governmental agencies or entities;
    - Public-benefit nonprofit corporations (i.e., § 501(c)(3) nonprofit corporations that receive federal, state, or local funding) who must use Contractor’s commercial lease agreement; and
    - Federally-recognized Indian Tribes located in the State of Washington with Contractor’s Tribal Addendum.

By placing an order under this Participating Addendum, each Purchasing Entity agrees to be bound by the terms and conditions of this Participating Addendum, including the Master Agreement. Each Purchasing Entity shall be responsible for its compliance with such terms and conditions.

### 3. **PARTICIPATING STATE MODIFICATIONS OR ADDITIONS TO MASTER AGREEMENT:**

- 3.1. **WASHINGTON’S ELECTRONIC BUSINESS SOLUTIONS (WEBS) SYSTEM:** Within seven (7) days of execution of this Participating Addendum, Contractor shall register in the Washington State Department of Enterprise Services’ Electronic Business Solutions (WEBS) System at [WEBS](#). Contractor shall ensure that all of its information therein is current and accurate and that, throughout the term of the Master Agreement, Contractor shall maintain an accurate profile in WEBS.
- 3.2. **WASHINGTON’S STATEWIDE PAYEE DESK:** To be paid for contract sales, Contractors must register with Washington’s Statewide Payee Desk. Washington state agencies cannot make payments to a contractor until it is registered. Registration materials are available here: [Receiving Payment from the State](#).
- 3.3. **CONTRACT SALES REPORTING:** Contractor shall report total contract sales quarterly to Enterprise Services, as set forth below.
- (a) **REPORTING.** Contractor shall report quarterly Contract sales in Enterprise Services’ [Contract Sales Reporting System](#). Enterprise Services will provide Contractor with a login password and a vendor number.
- (b) **DATA.** Each sales report must identify every authorized Purchasing Entity by name as it is known to Enterprise Services and its total combined sales amount invoiced during the reporting period (i.e., sales of an entire agency or political subdivision, not its individual subsections). The “Miscellaneous” option may be used only with prior approval by Enterprise Services. Upon request, Contractor shall provide contact information for all authorized Purchasing Entities specified herein during the term of this Participating Addendum. Refer sales reporting questions to the Primary Contact set forth below. If there are no contract sales during the reporting period, Contractor must report zero sales.
- (c) **DUE DATES FOR CONTRACT SALES REPORTING.** Quarterly Contract Sales Reports must be submitted electronically by the following deadlines for all sales invoiced during the applicable calendar quarter:

| QUARTER | FOR SALES MADE IN<br>CALENDAR QUARTER ENDING | MASTER CONTRACT SALES REPORT |            |
|---------|--|------------------------------|------------|
|         |  | DUE BY                       | PAST DUE   |
| 1       | January 1 – March 31                         | April 30                     | May 1      |
| 2       | April 1 – June 30                            | July 31                      | August 1   |
| 3       | July 1 – September 30                        | October 31                   | November 1 |
| 4       | October 1 – December 31                      | January 31                   | February 1 |

- (d) **VENDOR MANAGEMENT FEE:** Contractor shall pay to Enterprise Services a vendor management fee (“VMF”) of 1.5 percent on the purchase price for all contract sales (the purchase price is the total invoice price less any returns, credits, adjustments and applicable sales tax) authorized by this Participating Addendum. The sum owed by Contractor to Enterprise Services as a result of the VMF is calculated as follows:

$$\text{Amount owed to Enterprise Services} = \text{Total contract sales invoiced (not including sales tax, returns, credits or adjustments)} \times .0150.$$

- (e) The VMF must be rolled into Contractor’s current pricing. The VMF must not be shown as a separate line item on any invoice unless specifically requested and

approved by Enterprise Services.

- (f) Enterprise Services will invoice Contractor quarterly based on contract sales reported by Contractor. Contractor shall not remit payment until it receives an invoice from Enterprise Services. Contractor's VMF payment to Enterprise Services must reference the following:
  - This Washington Master Contract No.: 15622-01;
  - The NASPO Master Agreement No.: CTR058808;
  - The year and quarter for which the VMF is being remitted, and
  - Contractor's name as set forth in this Contract, if not already included on the face of the check.
- (g) Contractor's failure accurately and timely to report total net sales, to submit timely usage reports, or to remit timely payment of the VMF to Enterprise Services, may be cause for Enterprise Services to suspend or terminate this Participating Addendum or exercise any other remedies as provided by law.
- (h) Enterprise Services reserves the right, upon thirty (30) days advance written notice, to increase, reduce, or eliminate the VMF for subsequent purchases.
- (i) For purposes of the VMF, the parties agree that the initial management fee is included in the pricing. Therefore, any increase or reduction of the management fee must be reflected in contract pricing commensurate with the adjustment.

3.4. **CONTRACTOR REPRESENTATIONS AND WARRANTIES:** Contractor makes each of the following representations and warranties as of the effective date of this Participating Addendum and at the time any order is placed pursuant to the Master Contract. If, at the time of any such order, Contractor cannot make such representations and warranties, Contractor shall not process any orders and shall, within three (3) business days notify Enterprise Services, in writing, of such breach.

- (a) **WAGE VIOLATIONS.** Contractor represents and warrants that, during the term of this Master Contract and the three (3) year period immediately preceding the award of the Master Contract, it is not determined, by a final and binding citation and notice of assessment issued by the Washington Department of Labor and Industries or through a civil judgment entered by a court of limited or general jurisdiction, to be in willful violation of any provision of Washington state wage laws set forth in RCW 49.46, 49.48, or 49.52.
- (b) **CIVIL RIGHTS.** Contractor represents and warrants that Contractor complies with all applicable requirements regarding civil rights. Such requirements prohibit discrimination against individuals based on their status as protected veterans or individuals with disabilities, and prohibit discrimination against all individuals based on their race, color, religion, sex, sexual orientation, gender identity, or national origin.
- (c) **COVID-19 VACCINATION VERIFICATION.** Contractor represents and warrants that Contractor has a current COVID-19 Contractor Vaccination Verification Plan to ensure that Contractor's personnel (including subcontractors) who perform this Master Contract on-site at Washington state agency premises or at the premises of any Purchaser who so requests, unless properly excepted or exempted by the Proclamation, are fully vaccinated for COVID-19 as set forth in the Governor's

Proclamation, [Proclamation 21-14 – COVID-19 Vaccination Requirement](#) (dated August 9, 2021) as [amended](#). Contractor further represents and warrants that Contractor:

- a. Has reviewed and understands Contractor’s obligations as set forth in [Proclamation 21-14 – COVID-19 Vaccination Requirement](#) (dated August 9, 2021), as [amended](#);
- b. Has developed a COVID-19 Vaccination Verification Plan for Contractor’s personnel (including subcontractors) that complies with the above-referenced Proclamation;
- c. Has obtained a copy or visually observed proof of full vaccination against COVID-19 for Contractor personnel (including subcontractors) who are subject to the vaccination requirement in the above-referenced Proclamation;
- d. Complies with the requirements for granting disability and religious accommodations for Contractor personnel (including subcontractors) who are subject to the vaccination requirement in the above-referenced Proclamation;
- e. Has operational procedures in place to ensure that any contract activities that occur on-site at Washington state agency premises or at the premises of any Purchaser who so requests (other than only for a short period of time during a given day and where any moments of close proximity to others on-site will be fleeting – e.g., a few minutes for deliveries) that are performed by Contractor personnel (including subcontractors) will be performed by personnel who are fully vaccinated or properly excepted or exempted as required by the above-referenced Proclamation;
- f. Has operational procedures in place to enable Contractor personnel (including subcontractors) who perform contract activities on-site at Washington state agency premises or at the premises of any Purchaser who so requests to provide compliance documentation that such personnel are in compliance with the above-referenced Proclamation; and
- g. Will provide to Enterprise Services or Purchaser, upon request, Contractor’s COVID-19 Vaccination Verification Plan and related records, except as prohibited by law, and will cooperate with any investigation or inquiry pertaining to the same.

3.5. **COMPLIANCE WITH LAW; TAXES, LICENSES, & REGISTRATION:** Contractor shall comply with applicable law. Prior to making any sales hereunder, if Contractor is not already registered, Contractor shall register to conduct business in the State of Washington and promptly acquire and maintain all necessary licenses and registrations and pay all applicable taxes and fees. In addition, for all sales to Purchasers in the State of Washington, if Contractor does not currently do so, Contractor shall calculate, collect, and remit, as appropriate, the applicable state and local sales tax on all invoices.

**3.6. CONTRACTOR’S SALES AUTHORITY; PURCHASE ORDERS; & INVOICES:**

- (a) **CONTRACTOR’S SALES AUTHORITY.** Pursuant to this Participating Addendum, Contractor is authorized to provide only those goods/services set forth in the Master Agreement as conditioned by this Participating Addendum. Contractor shall not represent to any Purchaser hereunder that it has any authority to sell any other materials, supplies, services and/or equipment.
- (b) **INVOICES.** Contractor must provide a properly completed invoice to Purchaser. All invoices are to be delivered to the address indicated in the purchase order. Each invoice must include the:
  - Washington Master Contract Number 15622-01;
  - Lead State Master Agreement Number CTR058808;
  - Contractor’s statewide vendor registration number assigned by the Washington State Office of Financial Management (OFM); and
  - Applicable Purchaser’s order number.

Invoices must be prominently annotated by the Contractor with all applicable volume discount(s).

**3.7 COMPLIANCE WITH PARTICIPATING STATE’S (WASHINGTON’S) STATEWIDE IT POLICIES:** Contractor shall comply with Participating State’s statewide information technology policies, as applicable, for Purchasing Entities – promulgated by Washington’s Office of the Chief Information Officer (OCIO). Such policies are located on the OCIO website at: <https://ocio.wa.gov//policies>. These policies include, but are not limited to, the following:

- Security Policy 141
- Accessibility Policy 188

Prior to final execution of a Purchasing Entities’ contract with a Contractor, the Contractor’s solution(s) will be subject to a Security Design Review performed by Washington Consolidated Technology Services to ensure compliance with Office of the Chief Information Officer (OCIO) Security Policies.

**4. SOFTWARE LICENSE TERMS AND CONDITIONS:** Software license terms and conditions shall be mutually agreed upon in writing by the purchasing entity’s authorized individual and Pitney Bowes Inc. List of Software Licenses and applicable terms may be found on the Contractor’s page on the NASPO ValuePoint website.

**5. POSTAGE METER:** All purchasing entities requiring the use of a Postage Meter will comply with all United States Postal Service regulations and meter terms and conditions applicable to the rental and use of postage meters supplied under this Participating Addendum.

**6. LEASE AGREEMENTS:** Equipment Lease and Rental Agreements are authorized in accordance with the terms of NASPO ValuePoint Master Price Agreement number CTR058808. Attachment “A” reflects the lease and/or rental options Participating State/Entity has agreed to use. Any underlying leases to this agreement will remain in full force and effect throughout the stated lease term of such lease agreement, subject to termination provisions stipulated with such lease. The following, together

with their respective terms and conditions are offered for lease or rental transactions under this Participating Addendum.

- (a) Pitney Bowes Global Financial Services LLC “GFS” Term Rental (Installment Purchase) – Option A,
- (b) FMV Rental – Option B, and
- (c) State & Local Fair Market Value Lease – Option C

7. Risk of Loss: The Contractor shall bear all loss of conforming material covered under this Contract until received by authorized personnel at the location designated in the purchase order or Contract. Mere receipt does not constitute final acceptance. The risk of loss for nonconforming materials shall remain with the Contractor regardless of receipt provided, however, that the Purchasing Entity shall be deemed to have accepted a product as to which it doesn’t indicate nonconformity within sixty (60) days of the delivery of the product.

8. **PRIMARY CONTACTS:** The primary contact individuals for this Participating Addendum are as follows (or their named successors):

**Participating State**

Attn: Ryan J Rensel  
State of Washington  
Washington Dept. of Enterprise Services  
PO Box 41411  
Olympia, WA 98504-1411  
Tel: (360) 407-2218  
Email:  
DESContractsTeamCypress@des.wa.gov

**Contractor**

Attn: Francie V Coffey  
Pitney Bowes Inc.  
27 Waterview DR, MSC 27-3C  
Shelton CT 06484-4301  
Tel: (213)-256-1917  
Email: Francie.Coffey@pb.com

9. **SUBCONTRACTORS:** Except for subcontracts with Contractor’s designated resellers/distributors/fulfillment partners (“Designated Subcontractors”), Contractor shall not subcontract, assign, or otherwise transfer its obligations under the Master Agreement and this Participating Addendum without Enterprise Services’ prior written consent. Violation of this condition shall constitute a material breach establishing grounds for termination of this Participating Addendum.

- (a) **SUBCONTRACTOR AUTHORIZATION.** Contractor is authorized, without additional Participating State consent, to utilize its Designated Subcontractors to provide sales and service support to Purchasers hereunder; provided, however, that such participation shall be in accordance with the terms and conditions set forth in the Master Agreement and this Participating Addendum. Contractor shall maintain a list of such Designated Subcontractors utilized for this Participating Addendum, and, upon request, promptly provide Enterprise Services with such list and any updates.
- (b) **CONTRACTOR RESPONSIBILITY FOR SUBCONTRACTORS.** Contractor shall be responsible to ensure that all requirements of the Master Agreement (including, but not limited to, insurance requirements, indemnification, Washington state business registration, etc.) flow down to any and all Designated Subcontractors. In no event shall the existence of a subcontract between Contractor and its subcontractor operate to release or reduce Contractor’s liability to the

Participating State or any Purchaser for any breach of the Master Agreement or this Participating Addendum. As to Participating State and Purchasers hereunder, Contractor shall have full and complete responsibility and liability for any act or omission by Contractor's Designated Subcontractors.

- (c) PURCHASER PAYMENT REGARDING CONTRACTORS DESIGNATED SUBCONTRACTORS. Notwithstanding any provision to the contrary, the parties understand and agree that for any contract sales or service provided pursuant to the Master Agreement and this Participating Addendum, purchase orders and Purchaser payment shall be made directly to Contractor as the awarded vendor pursuant to the competitive procurement.
- (d) CONTRACT SALES REPORTING. Notwithstanding any provision to the contrary, Contractor shall report to Enterprise Services total contract sales, delineated by purchaser, made by each individual Designated Subcontractor and also report total contract sales, delineated by purchaser, on a consolidated Contractor 'roll-up' basis. Contractor shall maintain records supporting such reports in accordance with the Master Agreement's records retention requirements.

**10. ORDERS:** Unless the parties to the applicable purchase order agree in writing that another contract or agreement applies to such order, any order placed by a Purchaser for goods/services available from this Master Agreement shall be deemed to be a sale under (and governed by the prices and other terms and conditions of) the Master Agreement as conditioned by this Participating Addendum.

**11. GENERAL:**

- (a) INTEGRATED AGREEMENT; MODIFICATION. This Participating Addendum and Master Agreement, together with its exhibits, set forth the entire agreement and understanding of the Parties with respect to the subject matter and supersedes all prior negotiations and representations. This Participating Addendum may not be modified except in writing signed by the Parties. Terms and conditions inconsistent with, contrary to the terms and conditions of this Addendum and the Price Agreement, together with its exhibits, shall not be added to or incorporated into this Addendum or the Price Agreement and its exhibits, by any subsequent purchase order or otherwise, and any such attempts to add or incorporate such terms and conditions are hereby rejected. The terms and conditions of this Participating Addendum and the Price Agreement and its exhibits shall prevail and govern in the case of any such inconsistent or additional terms within the Participating State/Entity.
- (b) AUTHORITY. Each party to this Participating Addendum, and each individual signing on behalf of each party, hereby represents and warrants to the other that it has full power and authority to enter into this Participating Addendum and that its execution, delivery, and performance of this Participating Addendum has been fully authorized and approved, and that no further approvals or consents are required to bind such party.
- (c) ELECTRONIC SIGNATURES. An electronic signature or electronic record of this Participating Addendum or any other ancillary agreement shall be deemed to have the same legal effect as delivery of an original executed copy of this Participating Addendum or such other ancillary agreement for all purposes.
- (d) COUNTERPARTS. This Participating Addendum may be executed in one or more counterparts, each of which shall be deemed an original, and all of which counterparts together shall

constitute the same instrument which may be sufficiently evidenced by one counterpart. Execution of this Participating Addendum at different times and places by the parties shall not affect the validity thereof so long as all the parties hereto execute a counterpart of this Participating Addendum.

**STATE OF WASHINGTON  
DEPARTMENT OF ENTERPRISE SERVICES**

By: *Elena McGrew*  
Print: Elena McGrew  
Its: Statewide Enterprise Procurement Manager  
Date: 10/5/2022

**PITNEY BOWES INC.,  
A DELAWARE CORPORATION**

By: Arthur E. Adams Jr., PBI Director  
Government Contract Compliance  
Print: Arthur E. Adams Jr.  
Its: Director, Government Contract Compliance  
Date: October 5, 2022

Digitally signed by Arthur E. Adams Jr., PBI  
Director Government Contract Compliance  
Date: 2022.10.05 09:09:25 -04'00'

**ATTACHMENT A**

**SUMMARY OF LEASING/RENTAL PROGRAMS UNDER CONTRACT # CTR058808**

Pitney Bowes Global Financial Services offers a variety of equipment leasing and lease/rental programs to enable your agency to acquire the equipment it needs with the innovative financing solution that works best for you. Notwithstanding the foregoing, only Options A and C below may be used for the DI2000 and Lockers.

**LEASE TO OWN - Option A**

This program provides a 24, 36, 48 or 60 Month Lease and is available only to city and state agencies, such as public school districts, municipal hospitals, police and fire departments. Due to the tax exempt status of the Lessee, rates are much lower than standard Fair Market Value Lease rates. Title to the Equipment passes up front and at the end of the lease term, lessee owns the equipment (excluding meter). (Non-profits, private universities & schools and non-State or Local agencies are excluded from this program). Sales & Purchase Tax will be charged, if required under Your State Statute.

**FAIR MARKET VALUE Rental - Option B** This program

provides you with 24, 36, 48 or 60 Month Rental. At the end of the rental period, you may purchase the equipment at the end of the Rental for its then Fair Market Value, or you can enter into a new Rental term or return the equipment. This includes cancellation for convenience with a termination charge of 90 day notice of cancellation and pay one quarterly payment. Sales & Purchase Tax will be charged, if required under Your State Statute.

**FAIR MARKET VALUE LEASE - Option C**

This program provides you with a 24, 36, 48 or 60 Month lease term with the option to purchase the equipment at the end of the lease for its then Fair Market Value or you can enter into a new Lease, or return the equipment. Sales & Purchase Tax will be charged, if required under Your State Statute.

Example of lease/rental payments based on a \$10,000.00 equipment price:

| MONTHLY LEASE RATES |          |          |          |
|---------------------|----------|----------|----------|
| TERM                | OPTION A | OPTION B | OPTION C |
| 24                  | 0.0464   | 0.0514   | 0.0466   |
| 36                  | 0.0326   | 0.0377   | 0.0329   |
| 48                  | 0.0257   | 0.0309   | 0.0261   |
| 60                  | 0.0216   | 0.0270   | 0.0221   |


| MONTHLY LEASE PAYMENT BASED ON \$10,000 TRANSACTION* |           |           |          |        |
|--|-----------|-----------|----------|--------|
| TERM   | OPTION A  | OPTION B  | OPTION C |        |
| 24   | \$ 464.00 | \$ 514.00 | \$       | 466.00 |
| 36   | \$ 326.00 | \$ 377.00 | \$       | 329.00 |
| 48   | \$ 257.00 | \$ 309.00 | \$       | 261.00 |
| 60   | \$ 216.00 | \$ 270.00 | \$       | 221.00 |

\*Monthly payment excludes and sales and or Purchase Tax. Sales and/or Purchase Tax will be charged, if required under Your State Statute.

**SPECIAL COTERMINOUS LEASE RATES**

Pitney Bowes can offer to our current leasing customers the opportunity to enter into a "coterminous lease" for the purposes of acquiring additional accessories and solutions for their current equipment. The term of the lease will be consistent with the number of months remaining on the lease contract for the existing equipment. For example, a customer with 18 months remaining on a lease will be offered an 18 month lease for additional accessories or solutions. Invoices will show two separate line items reflecting the current machine lease and the new coterminous lease. The coterminous lease will be subject to the same terms and conditions as the original lease. Below are the monthly coterminous lease rates for NASPO ValuePoint CTR058808 Financing Option A, Option B, and Option C. Please note that in no event shall the lease term for a DM Infinity meter go beyond 6/30/2024.

| <b>Co-Term Rates</b> |                 |                 |                 |  |
|----------------------|-----------------|-----------------|-----------------|--|
| <b>TERM</b>          | <b>OPTION A</b> | <b>OPTION B</b> | <b>OPTION C</b> |  |
| 12                   | 0.0883          | 0.0931          | 0.08842         |  |
| 15                   | 0.0715          | 0.0764          | 0.07170         |  |
| 18                   | 0.0604          | 0.0653          | 0.06056         |  |
| 21                   | 0.0524          | 0.0573          | 0.05261         |  |
| 24                   | 0.0464          | 0.0514          | 0.04660         |  |
| 27                   | 0.0419          | 0.0468          | 0.04214         |  |
| 30                   | 0.0382          | 0.0431          | 0.03844         |  |
| 33                   | 0.0351          | 0.0402          | 0.03542         |  |
| 36                   | 0.0326          | 0.0377          | 0.03290         |  |
| 39                   | 0.0305          | 0.0356          | 0.03089         |  |
| 42                   | 0.0287          | 0.0338          | 0.02907         |  |
| 45                   | 0.0271          | 0.0323          | 0.02750         |  |
| 48                   | 0.0257          | 0.0309          | 0.02610         |  |
| 51                   | 0.0245          | 0.0298          | 0.02499         |  |
| 54                   | 0.0234          | 0.0288          | 0.02392         |  |
| 57                   | 0.0225          | 0.0279          | 0.02296         |  |

|  |                                   |                                      |  |
|--|-----------------------------------|--------------------------------------|--|
|  | <b>Contract Amendment</b>         |                                      | Arizona Department of<br>Administration<br>State Procurement Office<br>100 N. 15 <sup>th</sup> Avenue<br>Phoenix, AZ 85007 |
|  | Contract #: <b>CTR058808</b>      | Contract Amendment: <b>Seven (7)</b> |  |
|  | Effective Date: <b>05/15/2026</b> |                                      |  |

## NASPO Mailing Equipment, Supplies, and Maintenance

### *Pitney Bowes*

In accordance with the Special Terms and Conditions, Section 5.1, Amendments, this contract is amended as follows:

- Pursuant to Section II, Term of Master Agreement, Section 2.1, Initial Term, the contract is hereby extended from May 15, 2025 to May 14, 2026.

#### RECITALS

The State and Supplier entered into that certain agreement titled Master Agreement effective as of May 15, 2022, pursuant to which Supplier is to provide Mailing Equipment, Supplies, and Maintenance.

Thereafter, Amendment One (1) and Two (2) to revise the Initial Term of the Master Agreement to two (2) years and to attach the updated price list and on-demand terms for NASPO was executed on May 15, 2022.

Thereafter, Amendment Three (3) to incorporate the updated price book “NASPO Price Book – Updated July 2023” was executed on July 12, 2023.

Thereafter, Amendment Four (4) to revise the Master Agreement Terms and Conditions, Section 2.2, Amendment Limitations was executed on October 20, 2023 and was effective as of May 15, 2022.

Thereafter, Amendment Five (5) to add additional equipment per Section 3.6 Technology Advancements and to extend the contract period from May 15, 2024 to May 14, 2025 was executed on May 15, 2024.

Thereafter, Amendment Six (6) to align price adjustments with current products was executed on August 8, 2024.

**ALL OTHER REQUIREMENTS, SPECIFICATIONS, TERMS AND CONDITIONS REMAIN UNCHANGED**

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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> |
| <b>Required</b>   |                          |
| Percent (%) Discount from MSRP off Base Category Equipment  | 17%                      |
| <b>Maintenance Included in Rental Price</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.

\*\* 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 METER15000 | \$66.00/MONTH      | \$54.78/MONTH          | 17%        |
| 4W00-MM | POSTAGE METER RENTALS | METER FOR CONNECT GREEN+1000/2000 & SENDPRO P1000/2000   | \$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 |
|------------|--|--|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| SPMSSECURE | ULTRA LOW VOLUME MAILING SYSTEMS ACCESSORIES | SENDPRO MAILSTATION SECURE                   | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SP1RK      | RETURN BOX KIT FOR SENDPRO MAILSTATION       | ULTRA LOW VOLUME MAILING SYSTEMS ACCESSORIES | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SP1RL      | RETURN LABEL FOR SENDPRO MAILSTATION         | ULTRA LOW VOLUME MAILING SYSTEMS ACCESSORIES | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| COVER-SPM  | ULTRA LOW VOLUME MAILING SYSTEMS ACCESSORIES | PROTECTIVE DUST COVER - SPMAILSTATION        | \$45.10        | \$29.32                  | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| HZ00       | ULTRA LOW VOLUME MAILING SYSTEMS             | SENDPRO MAILSTATION WITH SLB SCALE           | \$1,375.62     | \$770.35                 | 44%        | \$13.50                    | \$10.80   | 20%        | \$1.00                                 | n/a                       | n/a  | n/a        | n/a                                   |

| <b>Mailing Systems, Low 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>NO VOLUME OR TERM DISCOUNTS INCLUDED</b>  |          |
| <b>Required</b>  |          |
| Percent (%) Discount from MSRP off Base Category Equipment   | 41%      |
| <b>Optional</b>  |          |
| Percentage (%) Discount from MSRP off Associated Accessories   | 40%      |
| 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 |
|---------|--|--|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| 8H00    | LOW VOLUME MAILING SYSTEMS             | C SERIES BASE                              | \$0.00         | \$0.00                   | 0%         | \$144.28                   | \$115.42  | 20%        | \$10.72                                | n/a                       | n/a  | n/a        | n/a                                   |
| APAC    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | ACCOUNTING WEIGHT BREAK REPORTING          | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| APAV    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | ACCOUNTING LEVEL AV(25)                    | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| APAX    | LOW 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                                   |
| APAY    | LOW 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                                   |
| APAZ    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | COST ACCTG ACCOUNTS LEVEL (3000)           | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| APB1    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | COST ACCOUNTING DEVICES (2)                | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| APB2    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | COST ACCOUNTING DEVICES (10)               | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| APB3    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | COST ACCOUNTING DEVICES (100)              | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| APB4    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | COST ACCOUNTING DEVICES (500)              | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| APKN    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | ACCOUNT LIST IMPORT/EXPORT                 | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F3DD    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | USPS SPECIAL SERVICES WELCOME KIT          | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| H286002 | LOW VOLUME MAILING SYSTEMS ACCESSORIES | SCALE OPENING COVER                        | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MP00098 | LOW VOLUME MAILING SYSTEMS ACCESSORIES | MP82 SCALE MOUNTED DISPLAY KIT             | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MP00099 | LOW VOLUME MAILING SYSTEMS ACCESSORIES | MP82 REMOTE DISPLAY KIT                    | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MP1W    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | 5/10 LB. WEIGHING WITH EXTERNAL DISPLAY    | \$0.00         | \$0.00                   | 0%         | \$98.00                    | \$78.40   | 20%        | \$7.28                                 | n/a                       | n/a  | n/a        | n/a                                   |
| NV90KIT | LOW VOLUME MAILING SYSTEMS ACCESSORIES | INVIEW WELCOME KIT                         | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| NV99KIT | LOW VOLUME MAILING SYSTEMS ACCESSORIES | INVIEW WELCOME KIT                         | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZH24    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | MANUAL WEIGHT ENTRY                        | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZH25    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | 2H00 40 LPM                                | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZH26    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | 2H00 50 LPM                                | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZH36    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | AUTO INSCRIPTIONS                          | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZH37    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | AUTO AD SLOGANS                            | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZHC2    | LOW VOLUME MAILING SYSTEMS             | SENDPRO C200 BASE                          | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZHC3    | LOW VOLUME MAILING SYSTEMS             | SENDPRO C300 BASE                          | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZHD1    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | STANDARD AD SLOGAN                         | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZHD2    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | STANDARD INSCRIPTION                       | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZHD3    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | CUSTOM AD SLOGAN                           | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZHD4    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | CUSTOM INSCRIPTION                         | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZHD5    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | USPS RATES WITH METERED LETTER             | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZHD6    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | USPS RATES WITH STAMPED LETTER             | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZHD9    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | RETAIL GROUND LOR                          | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZH20    | LOW 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                                   |
| 1FA1    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | BASIC ACCOUNTING (25 DEPT)                 | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1FAC    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | BASIC ACCOUNTING (10 DEPT)                 | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1FAE    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | BASIC ACCOUNTING                           | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1FM2    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | DISABLE MANUAL WEIGHT FEATURE              | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1FNKIT  | LOW VOLUME MAILING SYSTEMS ACCESSORIES | KIT / INVIEW ACCOUNTING UPGRADE            | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1FS2    | LOW 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                                   |
| 1FS4    | LOW 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                                   |
| 8H02    | LOW VOLUME MAILING SYSTEMS             | SENDPRO C USA LIVE FEDRAMP BASE            | \$0.00         | \$0.00                   | 0%         | \$163.00                   | \$130.40  | 20%        | \$12.11                                | n/a                       | n/a  | n/a        | n/a                                   |
| SP2RK   | LOW VOLUME MAILING SYSTEMS ACCESSORIES | RETURN BOX KIT FOR SENDPRO C-SERIES        | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SP2RL   | LOW VOLUME MAILING SYSTEMS ACCESSORIES | RETURN LABEL FOR SENDPRO C-SERIES          | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| APBC    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | COST ACCOUNTING ENABLER C SERIES           | \$57.50        | \$34.50                  | 40%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ME1A    | LOW VOLUME MAILING SYSTEMS             | METER HARDWARE - C SERIES                  | \$565.00       | \$333.35                 | 41%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1E47    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | SP100 LABEL PRINTER WITH LIFTER BASE       | \$680.90       | \$408.54                 | 40%        | \$38.00                    | \$30.40   | 20%        | \$2.82                                 | n/a                       | n/a  | n/a        | n/a                                   |
| C200    | LOW VOLUME MAILING SYSTEMS             | SENDPRO C 200                              | \$802.52       | \$457.44                 | 43%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| C200F   | LOW VOLUME MAILING SYSTEMS             | C200 FEDRAMP - MIN 325 CTRL                | \$802.52       | \$457.44                 | 43%        | \$0.00                     | \$0.00  | 20%        | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| SPV9    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | LASER PRINTER 1E21                         | \$957.00       | \$574.20                 | 40%        | \$182.00                   | \$145.60  | 20%        | \$13.53                                | n/a                       | n/a  | n/a        | n/a                                   |
| NV50    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | INVIEW DASHBOARD 1 UNIT DM125/DM225        | \$1,319.00     | \$732.00                 | 45%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1FZ9    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | 120 LPM FEATURE                            | \$2,399.00     | \$1,439.40               | 40%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CAAB    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | COST ACCOUNTING SILVER PLAN                | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTK2    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | CSD2 INTEGRATION                           | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZHD7    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | ELECTRONIC TRACKING AND SIGNATURE SERVICES | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZHD8    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | ELECTRONIC RETURN RECEIPT                  | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTK5    | LOW VOLUME MAILING SYSTEMS ACCESSORIES | METER INTEGRATION                          | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |

| Mailing Systems, Medium Volume (Reference Part 3.19)                                    |                   |
|---|-------------------|
| Required  | Offerors Response |
| Percent (%) Discount from MSRP off Base Category Equipment                              | 27%               |
| Optional  |                   |
| 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%               |
| Maintenance   |                   |
| Percentage (%) Discount from MSRP off full service maintenance contracts                | 20%               |
| 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 |
|------------|---|--|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| 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                                   |
| 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                                   |
| ZHE2       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | PB PRESORT XTRA RATES                                | \$0.00         | \$0.00                   | 0%         | 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                                   |
| 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                                   |
| ZH27       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | 2H00 65 LPM  | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MSF5       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | CONNECT+2000/SENDPROP2000 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/SENDPROP1000 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 WOW 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                                   |
| 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                                   |
| HZ80001    | 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                                   |
| AP5D       | 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                                   |
| 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                                   |
| 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                                   |
| APA1       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | 50 DEPT ANALYTICS                                    | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1FZ0       | 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                                   |
| 1FER       | 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                                   |
| 1E90002    | 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                                   |
| APAVL      | 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                                   |
| 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                                   |
| 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                                   |
| APAZL      | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | COST ACCTG ACCOUNTS LEVEL (3000)                     | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| APKML      | 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                                   |
| 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                                   |
| HV1P       | 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                                   |
| SPACRK     | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | RETURN BOX KIT FOR SENDPRO C AUTO                    | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SPACRL     | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | RETURN LABEL FOR SENDPRO C AUTO                      | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| COVER-SPC  | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | PROTECTIVE DUST COVER - SENDPRO C                    | \$70.40        | \$48.58                  | 31%        | 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               | \$85.00        | \$58.65                  | 31%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| E044162    | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | DISPLAY TABLE STAND                                  | \$130.00       | \$89.70                  | 31%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZH2Z       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | DIFFERENTIAL WEIGH 5 OR 10LB                         | \$244.20       | \$168.50                 | 31%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MP0X       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | DIFFERENTIAL WEIGHING FOR 2 LB, 5 LB, OR 10 LB SCALE | \$245.00       | \$169.05                 | 31%        | 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                        | \$493.90       | \$340.79                 | 31%        | 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       | \$495.00       | \$341.55                 | 31%        | 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                                  | \$680.90       | \$469.82                 | 31%        | \$38.00                    | \$30.40   | 20%        | \$2.82                                 | n/a                       | n/a  | n/a        | n/a                                   |
| AP5B       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | 160 LPM SPEED  | \$920.00       | \$616.40                 | 33%        | 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                        | \$1,000.00     | \$730.00                 | 27%        | 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                | \$1,105.00     | \$762.45                 | 31%        | 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                              | \$1,105.50     | \$762.80                 | 31%        | 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                             | \$1,260.00     | \$869.40                 | 31%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| C425       | MEDIUM VOLUME MAILING SYSTEMS             | SENDPRO C425   | \$1,722.12     | \$895.50                 | 48%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| C425F      | MEDIUM VOLUME MAILING SYSTEMS             | C425 FEDRAMP - MIN 325 CTRL                          | \$1,722.12     | \$895.50                 | 48%        | \$0.00                     | \$0.00  | 20%        | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| 1E44       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | DESKTOP THERMAL ROLL PRINTER                         | \$1,392.75     | \$961.00                 | 31%        | \$69.00                    | \$55.20   | 20%        | \$5.13                                 | n/a                       | n/a  | n/a        | n/a                                   |
| MP5X       | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | DIFFERENTIAL WEIGHING FOR 149 LB SCALE               | \$1,490.00     | \$1,028.10               | 31%        | 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                                   |
| C2C1       | MEDIUM VOLUME MAILING SYSTEMS             | SENDPRO C425 - SENDPRO BUNDLE                        | \$3,012.42     | \$1,476.09               | 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  | \$3,045.00     | \$2,040.15               | 33%        | 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                   | \$3,693.32     | \$2,696.12               | 27%        | \$30.00                    | \$24.00   | 20%        | \$2.23                                 | n/a                       | n/a  | n/a        | n/a                                   |
| C5CC       | MEDIUM VOLUME MAILING SYSTEMS             | SENDPRO C AUTO 95                                    | \$3,960.00     | \$2,890.80               | 27%        | \$389.00                   | \$311.20  | 20%        | \$28.91                                | n/a                       | n/a  | n/a        | n/a                                   |
| C5CCF      | MEDIUM VOLUME MAILING SYSTEMS             | SPCA 95 W/ ENH SECURITY MIN 325 CONTROLS             | \$3,960.00     | \$2,890.80               | 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                                   |
| 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                           | \$6,968.00     | \$5,086.64               | 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                                       | \$9,170.00     | \$6,327.30               | 31%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| HVBA       | MEDIUM VOLUME MAILING SYSTEMS             | MAILCENTER 1000                                      | \$9,200.00     | \$6,716.00               | 27%        | \$274.00                   | \$219.20  | 20%        | \$20.36                                | n/a                       | n/a  | n/a        | n/a                                   |
| HVBB       | MEDIUM VOLUME MAILING SYSTEMS             | MAILCENTER 2000                                      | \$10,190.00    | \$7,438.70               | 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  | \$11,920.00    | \$8,224.80               | 31%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CAAE1      | MEDIUM VOLUME MAILING SYSTEMS ACCESSORIES | UNLIMITED COST ACCOUNTING FOR P5SERIES               | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | 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 P5SERIES              | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | 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 P5SERIES                 | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | 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 P5SERIES                   | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | 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 P5SERIES                  | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | 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.<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 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                                   |
| MW90007 | 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                                   |
| 1FXA    | 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                                   |
| 1FS1    | 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                                   |
| 1FNV    | 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                                   |
| 1FAW    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | SENDPRO P SERIES DFWORKS INTERFACE                  | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1FAN    | 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                                   |
| 1FAM    | 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                                   |
| 1FAL    | 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                                   |
| 1FAB    | 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 WOW FEEDER                        | \$0.00         | \$0.00                   | 0%         | \$1,707.24                 | \$1,365.79                                      | 20%        | \$126.88                               | n/a                       | n/a  | n/a        | n/a                                   |
| APFB    | 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                                   |
| APSG    | 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                                   |
| MW90067 | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | SENDPRO P SERIES POWER DISTRIBUTION KIT             | \$110.00       | \$71.50                  | 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)                                  | \$125.00       | \$81.25                  | 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                                   |
| 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                                   |
| APF8    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | CONNECT+ /SENDPRO P SERIES VERTICAL MARKET FONTS    | \$180.00       | \$117.00                 | 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                  | \$180.00       | \$117.00                 | 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                                 | \$185.00       | \$120.25                 | 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                                      | \$235.00       | \$152.75                 | 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                                   | \$235.00       | \$152.75                 | 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.                             | \$345.00       | \$224.25                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SVWD    | HIGH VOLUME MAILING SYSTEMS FURNITURE   | ADDITIONAL SCALE STAND FOR SENDPRO P SERIES CONSOLE | \$305.00       | \$228.75                 | 25%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1FA2    | 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                                   |
| 1FR4    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | USPS BRM RATES                                      | \$560.00       | \$364.00                 | 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            | \$595.00       | \$386.75                 | 35%        | 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                                   |
| SVWB    | HIGH VOLUME MAILING SYSTEMS FURNITURE   | BRIDGE FOR SENDPRO P SERIES CONSOLE                 | \$555.00       | \$416.25                 | 25%        | 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                              | \$840.00       | \$546.00                 | 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                             | \$840.00       | \$546.00                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | 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                                   |
| ME1D    | HIGH VOLUME MAILING SYSTEMS             | METER HARDWARE - P SERIES, HV                       | \$1,000.00     | \$620.00                 | 38%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SBDS    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | BARCODE SCANNER                                     | \$990.00       | \$643.50                 | 35%        | \$210.00                   | \$168.00  | 20%        | \$15.61                                | n/a                       | n/a  | n/a        | n/a                                   |
| SPY8    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | LASER PRINTER                                       | \$1,050.00     | \$682.50                 | 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                          | \$1,105.00     | \$718.25                 | 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                                   |
| APSH    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | 220/135 LPM SPEED                                   | \$1,820.00     | \$982.80                 | 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                                   |
| HVPS    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | MAILCENTER POWER STACKER                            | \$2,805.00     | \$1,823.25               | 35%        | \$275.00                   | \$220.00  | 20%        | \$20.44                                | n/a                       | n/a  | n/a        | n/a                                   |
| SVWE    | HIGH VOLUME MAILING SYSTEMS FURNITURE   | CONSOLE   | \$2,610.00     | \$1,827.00               | 30%        | 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           | \$2,710.00     | \$1,924.10               | 29%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| APSI    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | 270/170 LPM SPEED                                   | \$7,345.00     | \$3,966.30               | 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                                   |
| APSK    | HIGH VOLUME MAILING SYSTEMS ACCESSORIES | 310/205 LPM SPEED                                   | \$16,020.00    | \$8,650.80               | 46%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| HVBD    | HIGH VOLUME MAILING SYSTEMS             | MAILCENTER 3000                                     | \$23,980.00    | \$14,867.60              | 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 Maintenance | 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                                   |
| 1FXA    | 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                                   |
| 1F51    | 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                                   |
| 1FNV    | 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                                   |
| 1FAW    | PRODUCTION MAILING SYSTEMS ACCESSORIES | SENDPRO P SERIES DFWORKS INTERFACE                  | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1FAN    | 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                                   |
| 1FAM    | 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                                   |
| 1FAL    | 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                                   |
| 1FAB    | 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 WOW 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                                   |
| MSF6    | 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                                   |
| MW90067 | PRODUCTION MAILING SYSTEMS ACCESSORIES | SENDPRO P SERIES POWER DISTRIBUTION KIT             | \$110.00       | \$71.50                  | 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)                                  | \$125.00       | \$81.25                  | 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                                   |
| 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                                   |
| APF8    | PRODUCTION MAILING SYSTEMS ACCESSORIES | CONNECT+ /SENDPRO P SERIES VERTICAL MARKET FONTS    | \$180.00       | \$117.00                 | 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                  | \$180.00       | \$117.00                 | 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                                 | \$185.00       | \$120.25                 | 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                                      | \$235.00       | \$152.75                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MW90147 | PRODUCTION MAILING SYSTEMS ACCESSORIES | WIRELESS KEYBOARD                                   | \$235.00       | \$152.75                 | 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.                             | \$345.00       | \$224.25                 | 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 | \$305.00       | \$228.75                 | 25%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1FA2    | 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                                   |
| 1FR4    | PRODUCTION MAILING SYSTEMS ACCESSORIES | USPS BRM RATES                                      | \$560.00       | \$364.00                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MW90020 | PRODUCTION MAILING SYSTEMS ACCESSORIES | SIDE GUIDE - SENDPRO P3000/CONNECT+ 3000            | \$595.00       | \$386.75                 | 35%        | 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                                   |
| SVWB    | PRODUCTION MAILING SYSTEMS FURNITURE   | BRIDGE FOR SENDPRO P SERIES CONSOLE                 | \$555.00       | \$416.25                 | 25%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| AZBG    | PRODUCTION MAILING SYSTEMS ACCESSORIES | BLACK GRAPHICS UPGRADE                              | \$840.00       | \$546.00                 | 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                             | \$840.00       | \$546.00                 | 35%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MSD2    | PRODUCTION 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                                   |
| ME1D    | PRODUCTION MAILING SYSTEMS             | METER HARDWARE - P SERIES, HV                       | \$1,000.00     | \$620.00                 | 38%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SBDS    | PRODUCTION MAILING SYSTEMS ACCESSORIES | BARCODE SCANNER                                     | \$990.00       | \$643.50                 | 35%        | \$210.00                   | \$168.00  | 20%        | \$15.61                                | n/a                       | n/a  | n/a        | n/a                                   |
| SPY8    | PRODUCTION MAILING SYSTEMS ACCESSORIES | LASER PRINTER                                       | \$1,050.00     | \$682.50                 | 35%        | \$182.00                   | \$145.60  | 20%        | \$13.53                                | n/a                       | n/a  | n/a        | n/a                                   |
| MW90024 | PRODUCTION MAILING SYSTEMS ACCESSORIES | BLACK GRAPHICS UPGRADE KIT                          | \$1,105.00     | \$718.25                 | 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                                   | \$1,820.00     | \$982.80                 | 46%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| APA5    | 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                                   |
| MSP5    | 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                                   |
| HVPS    | PRODUCTION MAILING SYSTEMS ACCESSORIES | MAILCENTER POWER STACKER                            | \$2,805.00     | \$1,823.25               | 35%        | \$275.00                   | \$220.00  | 20%        | \$20.44                                | n/a                       | n/a  | n/a        | n/a                                   |
| SVWE    | PRODUCTION MAILING SYSTEMS FURNITURE   | CONSOLE   | \$2,610.00     | \$1,827.00               | 30%        | 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           | \$2,710.00     | \$1,924.10               | 29%        | 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                                   | \$7,345.00     | \$3,966.30               | 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 | 310/205 LPM SPEED                                   | \$16,020.00    | \$8,650.80               | 46%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| HVBD    | PRODUCTION MAILING SYSTEMS             | MAILCENTER 3000                                     | \$23,980.00    | \$14,867.60              | 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  | 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 |
|---------|--------------------------|---|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| MP81    | INTEGRATED POSTAL SCALES | SERIAL INTERFACE SCALE                                  | \$0.00         | \$0.00                   | 0%         |                            | \$22.40   | 20%        | \$2.08                                 | n/a                       | n/a  | n/a        | n/a                                   |
| MP82    | 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                                   |
| 1FW1    | 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                                   |
| ZHL5    | 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                                   |
| MP8R    | 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                                   |
| HV96000 | INTEGRATED POSTAL SCALES | MAIL CENTER WEIGHING PLATFORM                           | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1FW0    | 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                                   |
| ZH01    | INTEGRATED POSTAL SCALES | 5LB WEIGHING OPTION FOR MP82 SCALE                      | \$945.00       | \$529.20                 | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZHWL    | INTEGRATED POSTAL SCALES | 5LBS./3KG WEIGHING OPTION FOR MP81 SCALE                | \$1,000.00     | \$530.00                 | 47%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1GW5    | INTEGRATED POSTAL SCALES | 5 LB INTEGRATED WEIGHING                                | \$1,294.00     | \$724.64                 | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZH02    | INTEGRATED POSTAL SCALES | 10LB WEIGHING OPTION FOR MP82 SCALE                     | \$1,518.00     | \$850.08                 | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZHWM    | INTEGRATED POSTAL SCALES | 10LBS./ 5KG WEIGHING OPTION FOR MP81 SCALE              | \$1,630.00     | \$863.90                 | 47%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1GW9    | INTEGRATED POSTAL SCALES | 10 LB INTEGRATED WEIGHING                               | \$1,655.00     | \$926.80                 | 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 MP3W SCALE                    | \$1,935.00     | \$1,084.00               | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1FWV    | INTEGRATED POSTAL SCALES | 5 LB INTERFACED WEIGHING (SCALE/STAND BEHIND UNIT)      | \$2,020.00     | \$1,131.20               | 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 MP82 SCALE                     | \$2,260.00     | \$1,265.60               | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ZHWH    | INTEGRATED POSTAL SCALES | 15LBS./7KG WEIGHING OPTION FOR MP81 SCALE               | \$2,260.00     | \$1,265.60               | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1FWW    | INTEGRATED POSTAL SCALES | 10 LB INTERFACED WEIGHING (SCALE/STAND BEHIND UNIT)     | \$2,510.00     | \$1,405.60               | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1FW5    | INTEGRATED POSTAL SCALES | 15 LB INTERFACED WEIGHING (SCALE LEFT OR RIGHT OF UNIT) | \$2,875.00     | \$1,610.00               | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1FWX    | INTEGRATED POSTAL SCALES | 15 LB INTERFACED WEIGHING (SCALE/STAND BEHIND UNIT)     | \$2,875.00     | \$1,610.00               | 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                                   |
| ZHA8    | INTEGRATED POSTAL SCALES | 30LB WEIGHING OPTION FOR MT3W SCALE                     | \$3,290.00     | \$1,842.40               | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1FW6    | INTEGRATED POSTAL SCALES | 30 LB INTERFACED WEIGHING (SCALE LEFT OR RIGHT OF UNIT) | \$3,290.00     | \$1,842.40               | 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                                   |
| ZHA3    | INTEGRATED POSTAL SCALES | 30 LB WEIGHING OPTION FOR MT30 SCALE                    | \$3,550.00     | \$1,988.00               | 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                     | \$3,670.00     | \$2,055.20               | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1FW7    | INTEGRATED POSTAL SCALES | 70 LB INTERFACED WEIGHING                               | \$3,670.00     | \$2,055.20               | 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                    | \$3,960.00     | \$2,217.60               | 44%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1FW8    | INTEGRATED POSTAL SCALES | 149 LB INTERFACED WEIGHING                              | \$5,075.00     | \$2,842.00               | 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 |
|------|--------------------------------------|--|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| LOTc | LETTER OPENERS, LOW VOLUME FURNITURE | OPTIONAL CASTERS FOR 45IN. TABLE               | \$640.98       | \$480.74                 | 25%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| LOT1 | LETTER OPENERS, LOW VOLUME FURNITURE | 45IN. TABLE W/ STORAGE DOORS                   | \$1,981.26     | \$1,485.95               | 25%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| DLA2 | LETTER OPENERS, LOW VOLUME           | DL200™ LETTER OPENER W/INSTALLATION & TRAINING | \$4,306.31     | \$2,669.91               | 38%        | \$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 |
|------------|--|--|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| OMBIN606   | LETTER OPENERS, ACCESSORIES, HIGH VOLUME | 606 SORT LETTER OPENER BIN               | \$499.77       | \$424.80                 | 15%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| OMLAN606   | LETTER OPENERS, ACCESSORIES, HIGH VOLUME | 606 ETHERNET PORT                        | \$706.83       | \$600.81                 | 15%        | \$85.00                    | \$68.00   | 20%        | \$6.32                                 | n/a                       | n/a  | n/a        | n/a                                   |
| OMSTAT606  | LETTER OPENERS, ACCESSORIES, HIGH VOLUME | 606 REPORT PRINTER                       | \$1,815.09     | \$1,542.83               | 15%        | \$218.00                   | \$174.40  | 20%        | \$16.20                                | n/a                       | n/a  | n/a        | n/a                                   |
| LOT2       | LETTER OPENERS, HIGH VOLUME FURNITURE    | 60IN. ADJUSTABLE TABLE W/SHELF/LOCK DOOR | \$3,100.00     | \$2,325.00               | 25%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| OMSORT606  | LETTER OPENERS, ACCESSORIES, HIGH VOLUME | 606 LETTER OPENER SORT OPTION            | \$3,455.25     | \$2,936.96               | 15%        | \$415.00                   | \$332.00  | 20%        | \$30.84                                | n/a                       | n/a  | n/a        | n/a                                   |
| OMCONV606  | LETTER OPENERS, ACCESSORIES, HIGH VOLUME | 606 SORT LETTER OPENER CONVEYOR          | \$3,765.15     | \$3,200.38               | 15%        | \$452.00                   | \$361.60  | 20%        | \$33.59                                | n/a                       | n/a  | n/a        | n/a                                   |
| OMPRINT606 | LETTER OPENERS, ACCESSORIES, HIGH VOLUME | 606 HIGH SPEED INKJET PRINTER            | \$3,950.14     | \$3,357.62               | 15%        | \$474.00                   | \$379.20  | 20%        | \$35.23                                | n/a                       | n/a  | n/a        | n/a                                   |
| DLA3       | LETTER OPENERS, HIGH VOLUME              | OMATION 210 W/INSTALL & TRAINING 120V    | \$7,400.00     | \$5,920.00               | 20%        | \$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    | \$12,856.78    | \$9,642.59               | 25%        | \$1,151.00                 | \$920.80  | 20%        | \$85.54                                | n/a                       | n/a  | n/a        | n/a                                   |
| OM606      | LETTER OPENERS, HIGH VOLUME              | 606 LETTER OPENER                        | \$20,078.74    | \$16,062.99              | 20%        | \$2,410.00                 | \$1,928.00                                      | 20%        | \$179.11                               | 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                                   |
| DF85    | LOW VOLUME LETTER FOLDERS             | 1812 AUTOFOLDER            | \$6,107.40     | \$5,008.07               | 18%        | \$667.00                   | \$533.60  | 20%        | \$49.57                                | 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 |
|------|----------------------------|------------------|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| DF95 | HIGH VOLUME LETTER FOLDERS | 2051 SMARTFOLDER | \$8,100.00     | \$6,642.00               | 18%        | \$867.00                   | \$693.60  | 20%        | \$64.44                                | 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<br><b>If end user is utilizing Time and Materials Maintenance</b>  | 5%                       |
| 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 |
|--------------|---------------------------------|--|-------------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| 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                                   |
| 1FX8         | 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                                   |
| D1DC         | PRODUCTION INSERTER ACCESSORIES | D12000 SW UPDATE FOR FIELD RETROFIT                | \$436.30          | \$379.58                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F89Q         | 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  | \$2,044.13        | \$1,778.39               | 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&TRG | \$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                               | \$4,450.40        | \$3,871.85               | 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     | \$4,450.40        | \$3,871.85               | 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        | \$4,450.40        | \$3,871.85               | 13%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| D1DE         | 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                                   |
| D1CB         | PRODUCTION 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                                   |
| F89C         | PRODUCTION INSERTER ACCESSORIES | LOW CAP DIVERT W/ SMART DEFLECT                    | \$9,800.00        | \$8,526.00               | 13%        | \$590.00                   | \$560.50  | 5%         | \$52.07                                | n/a                       | n/a  | n/a        | n/a                                   |
| DIWR         | PRODUCTION INSERTER ACCESSORIES | RETROFIT MAIN PC D12000                            | \$10,000.00       | \$8,700.00               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F89M         | PRODUCTION INSERTER ACCESSORIES | BOUNCING LOWER CHUTE D12000                        | \$10,385.30       | \$9,035.21               | 13%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| D1DJ         | 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                          | \$17,712.78       | \$15,410.12              | 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 | D12000 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       | \$18,494.03              | 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                                   |
| 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                                   |
| F8AB         | PRODUCTION INSERTER ACCESSORIES | HCSF W/ STANDARD HOPPER                            | \$48,826.85       | \$42,479.36              | 13%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| D1DH         | PRODUCTION 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                                   |
| F89A         | PRODUCTION INSERTER ACCESSORIES | HCSF W/ EXTENDED HOPPER                            | \$52,243.49       | \$45,451.84              | 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                                   |
| D1CO         | PRODUCTION INSERTER             | D12000 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                                   |
| D1C1         | PRODUCTION INSERTER             | D12000 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             | D12000 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 INSERTER ACCESSORIES | UIC, 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 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                                   |

| 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 |
|---------------|--|--|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| TIPP          | 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                                   |
| TINP          | 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                                   |
| RELAYMIDRANGE | LOW VOLUME FOLDER-INSERTER ACCESSORIES | RELAY 2500-4500 INSERTING SYSTEM OFFER   | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| TITC          | LOW VOLUME FOLDER-INSERTER FURNITURE   | OPTIONAL CASTERS FOR INSERTER TABLES     | \$579.02       | \$434.27                 | 25%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| TITAT         | 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                                   |
| TITTA         | LOW VOLUME FOLDER-INSERTER FURNITURE   | 33X33X29-36 STORAGE CABINET              | \$1,857.78     | \$1,393.34               | 25%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| TITTB         | LOW VOLUME FOLDER-INSERTER FURNITURE   | 45.5X33X29-36 STORAGE CABINET            | \$1,966.21     | \$1,474.66               | 25%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| TITRS         | LOW VOLUME FOLDER-INSERTER ACCESSORIES | VERTICAL STACKER W/INSTALL & TRG         | \$2,246.78     | \$1,707.55               | 24%        | \$174.00                   | \$139.20  | 20%        | \$12.93                                | n/a                       | n/a  | n/a        | n/a                                   |
| TIT91         | LOW VOLUME FOLDER-INSERTER ACCESSORIES | OMR SCANNER W/INSTALL & TRG              | \$2,042.22     | \$1,715.46               | 16%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| TIT90         | LOW VOLUME FOLDER-INSERTER ACCESSORIES | OMR SCANNER WITH INSTALL & TRG           | \$2,042.22     | \$1,715.46               | 16%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| TIT24         | LOW VOLUME FOLDER-INSERTER ACCESSORIES | 2D TOP SCANNER W/INSTALL & TRAINING      | \$2,746.43     | \$2,307.00               | 16%        | \$487.00                   | \$389.60  | 20%        | \$36.19                                | n/a                       | n/a  | n/a        | n/a                                   |
| TIT23         | LOW VOLUME FOLDER-INSERTER ACCESSORIES | 2D BOTTOM SCANNER W/INSTALL & TRAINING   | \$2,746.43     | \$2,307.00               | 16%        | \$487.00                   | \$389.60  | 20%        | \$36.19                                | n/a                       | n/a  | n/a        | n/a                                   |
| TIT92         | LOW VOLUME FOLDER-INSERTER ACCESSORIES | 2D TOP W/ RIE/ INSTALL & TRG             | \$3,193.55     | \$2,682.58               | 16%        | \$487.00                   | \$389.60  | 20%        | \$36.19                                | n/a                       | n/a  | n/a        | n/a                                   |
| TIT93         | LOW VOLUME FOLDER-INSERTER ACCESSORIES | 2D BOTTOM W/RIE/ INSTALL & TRG           | \$3,193.55     | \$2,682.58               | 16%        | \$487.00                   | \$389.60  | 20%        | \$36.19                                | n/a                       | n/a  | n/a        | n/a                                   |
| TIT94         | LOW VOLUME FOLDER-INSERTER ACCESSORIES | 2D I&T C-DOUBLE FRONT /HALF- Z BACK /RIP | \$3,616.08     | \$3,037.51               | 16%        | \$505.00                   | \$404.00  | 20%        | \$37.53                                | n/a                       | n/a  | n/a        | n/a                                   |
| TIT95         | LOW VOLUME FOLDER-INSERTER ACCESSORIES | 2D I&T HALF -Z FRONT/C- DOUBLE BACK/RIP  | \$3,616.08     | \$3,037.51               | 16%        | \$505.00                   | \$404.00  | 20%        | \$37.53                                | n/a                       | n/a  | n/a        | n/a                                   |
| TIT25         | LOW VOLUME FOLDER-INSERTER             | RELAY 2500 W/INSTALL & TRAINING          | \$11,004.74    | \$8,363.60               | 24%        | \$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  | 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 |
|------------------|---|--|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| RELAY5-8000      | MEDIUM VOLUME FOLDER-INSERTER ACCESSORIES | RELAY 5000-8000 INSERTING SYSTEM OFFER       | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| RELAY5-8000ADDON | MEDIUM VOLUME FOLDER-INSERTER ACCESSORIES | ADDON RELAY 5000-8000 INSERTING SYSTEM OFFER | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F900020          | 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                                   |
| F9PG2            | MEDIUM VOLUME FOLDER-INSERTER ACCESSORIES | POWERGUARD SERVICE PACKAGE 2                 | \$124.85       | \$103.63                 | 17%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F780644R         | MEDIUM VOLUME FOLDER-INSERTER ACCESSORIES | RELAY 5-8000 EDGE MARKER REMAN               | \$309.47       | \$256.86                 | 17%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F9PG             | MEDIUM VOLUME FOLDER-INSERTER ACCESSORIES | POWERGUARD                                   | \$370.00       | \$292.30                 | 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              | \$513.05       | \$425.83                 | 17%        | 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      | \$1,267.59     | \$1,052.10               | 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                       | \$2,553.78     | \$2,119.64               | 17%        | \$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          | \$3,686.50     | \$2,691.15               | 27%        | \$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        | \$3,477.48     | \$2,886.31               | 17%        | \$1,237.00                 | \$989.60  | 20%        | \$91.93                                | \$570.00                  | \$456.00                                       | 20%        | \$42.36                               |
| T1RT             | MEDIUM VOLUME FOLDER-INSERTER ACCESSORIES | 2D HCSF/INST&TRG/RELAY INTEG PRO STD         | \$5,233.54     | \$4,343.84               | 17%        | \$1,055.00                 | \$844.00  | 20%        | \$78.41                                | \$570.00                  | \$456.00                                       | 20%        | \$42.36                               |
| T1RW             | MEDIUM VOLUME FOLDER-INSERTER ACCESSORIES | 2D TOWER/INST&TRG/RELAY INTEG PRO ADV        | \$5,233.54     | \$4,343.84               | 17%        | \$1,237.00                 | \$989.60  | 20%        | \$91.93                                | \$950.00                  | \$760.00                                       | 20%        | \$70.60                               |
| T17D             | MEDIUM VOLUME FOLDER-INSERTER ACCESSORIES | 2D CAMERA HIGH CAPACITY SHEET FEEDER         | \$5,321.96     | \$4,417.23               | 17%        | \$1,186.00                 | \$948.80  | 20%        | \$88.14                                | n/a                       | n/a  | n/a        | n/a                                   |
| T1RX             | MEDIUM VOLUME FOLDER-INSERTER ACCESSORIES | 2D SHEET FDR/INST&TRG/INTEGRITY EXPRESS      | \$5,548.76     | \$4,605.47               | 17%        | \$1,098.00                 | \$878.40  | 20%        | \$81.60                                | n/a                       | n/a  | n/a        | n/a                                   |
| T1RV             | MEDIUM VOLUME FOLDER-INSERTER ACCESSORIES | 2D HCSF/INST&TRG/RELAY INTEG PRO ADV         | \$7,104.74     | \$5,896.93               | 17%        | \$1,055.00                 | \$844.00  | 20%        | \$78.41                                | \$950.00                  | \$760.00                                       | 20%        | \$70.60                               |
| T135             | MEDIUM VOLUME FOLDER-INSERTER             | RELAY 3500 W/INSTALL & TRAINING              | \$16,243.87    | \$12,182.90              | 25%        | \$1,320.00                 | \$1,056.00                                      | 20%        | \$98.10                                | n/a                       | n/a  | n/a        | n/a                                   |
| T145             | MEDIUM VOLUME FOLDER-INSERTER             | RELAY 4500 W/INSTALL & TRAINING              | \$19,443.01    | \$15,554.41              | 20%        | \$1,872.00                 | \$1,497.60                                      | 20%        | \$139.13                               | n/a                       | n/a  | n/a        | n/a                                   |
| T150             | MEDIUM VOLUME FOLDER-INSERTER             | RELAY 5000 W/4 FEEDER TOWER                  | \$27,463.70    | \$20,597.78              | 25%        | \$2,552.00                 | \$2,041.60                                      | 20%        | \$189.67                               | n/a                       | n/a  | n/a        | n/a                                   |
| T160             | MEDIUM VOLUME FOLDER-INSERTER             | RELAY 6000 INSERTING SYSTEM                  | \$53,870.60    | \$43,096.48              | 20%        | \$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. |          |
| <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 |
|---------------|---|--|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| F790042-01    | 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                                   |
| DIBX          | 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, HCSF - 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  | \$160.96       | \$112.67                 | 30%        | 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   | \$334.22       | \$240.64                 | 28%        | 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   | \$400.00       | \$300.00                 | 25%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T19M          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | RELAY 9000 PEDAL KIT FOR MANUAL FEED   | \$426.25       | \$306.90                 | 28%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F780184       | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | INSERT TRAY  | \$499.56       | \$314.72                 | 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   | \$499.56       | \$314.72                 | 37%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T19N          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | STRAIGHT IN LINE POWER STACKER KIT   | \$444.55       | \$320.08                 | 28%        | 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   | \$609.20       | \$456.90                 | 25%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F75B          | 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                                   |
| T19K          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | HIGH CAPACITY BIN FOR HIGH SHEET COUNT SETS (2 POSITIONS)                            | \$1,448.67     | \$1,014.07               | 30%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| T19J          | HIGH VOLUME FOLDER-INSERTER FURNITURE   | HEIGHT ADJUSTABLE TABLE, 60IN. W/ SHELF  | \$1,516.65     | \$1,091.99               | 28%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T19I          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | BARCODE SCANNING SOFTWARE  | \$2,327.40     | \$1,629.18               | 30%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T19H          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | EXIT TRANSPORT   | \$2,554.17     | \$1,787.92               | 30%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T19G          | HIGH VOLUME FOLDER-INSERTER FURNITURE   | HEIGHT ADJUSTABLE TABLE, 60IN. W/ SHELF AND LOCKING DOORS                            | \$2,834.74     | \$2,126.06               | 25%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T19D          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | 2D TOWER SCANNING  | \$3,199.14     | \$2,239.40               | 30%        | \$1,287.00                 | \$1,029.60                                      | 20%        | \$95.65                                | n/a                       | n/a  | n/a        | n/a                                   |
| W593          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | FILE BASED PROCESSING WINDOWS 10 PC  | \$3,420.00     | \$2,462.40               | 28%        | \$501.00                   | \$400.80  | 20%        | \$37.23                                | n/a                       | n/a  | n/a        | n/a                                   |
| T19Q          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | FILE BASED PROCESSING OLD VERS.1.73 W/PC   | \$3,463.97     | \$2,494.06               | 28%        | \$0.00                     | \$0.00  | 20%        | \$0.00                                 | \$375.00                  | \$300.00                                       | 20%        | \$27.87                               |
| F75F          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | FIXED BEAM OMR AND BARCODE SCANNER FOR HIGH CAPACITY SHEET FEEDER                    | \$3,957.92     | \$2,770.54               | 30%        | \$252.00                   | \$201.60  | 20%        | \$18.73                                | n/a                       | n/a  | n/a        | n/a                                   |
| T19M          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | T19M - TOWER SCANNING HARDWARE   | \$4,069.39     | \$2,848.57               | 30%        | \$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  | \$4,069.39     | \$2,848.57               | 30%        | \$421.00                   | \$336.80  | 20%        | \$31.29                                | n/a                       | n/a  | n/a        | n/a                                   |
| F7MU          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | MAIL MACHINE INTERFACE FOR CONNECT+ 3000   | \$4,211.87     | \$2,990.43               | 29%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F7MT          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | MAIL MACHINE INTERFACE FOR CONNECT+ 1000/2000  | \$4,211.87     | \$2,990.43               | 29%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T19C          | HIGH VOLUME FOLDER-INSERTER FURNITURE   | 60 IN. HEIGHT ADJUSTABLE TABLE, NO DOORS, SLIDING SHELF                              | \$4,823.31     | \$3,617.48               | 25%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T19B          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | BELT STACKER W/ INSTALLATION TO HEIGHT STAND   | \$5,292.39     | \$3,704.67               | 30%        | \$251.00                   | \$200.80  | 20%        | \$18.65                                | n/a                       | n/a  | n/a        | n/a                                   |
| T19F          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | FLAT SEALER  | \$5,530.52     | \$3,871.36               | 30%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T19D          | HIGH VOLUME FOLDER-INSERTER FURNITURE   | 90 IN. HEIGHT ADJUSTABLE TABLE, NO DOORS, SLIDING SHELF                              | \$5,200.00     | \$3,900.00               | 25%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T19D          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | TANDEM BELT STACKER W/ INSTALLATION TO HEIGHT STAND, INLINE                          | \$6,897.55     | \$4,828.29               | 30%        | \$251.00                   | \$200.80  | 20%        | \$18.65                                | n/a                       | n/a  | n/a        | n/a                                   |
| T19F          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | RELAY 9000 BELT STACKER  | \$6,807.15     | \$4,901.15               | 28%        | \$690.00                   | \$552.00  | 20%        | \$51.28                                | n/a                       | n/a  | n/a        | n/a                                   |
| T19C          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | BOOKLET FEEDER   | \$6,807.15     | \$4,901.15               | 28%        | \$690.00                   | \$552.00  | 20%        | \$51.28                                | n/a                       | n/a  | n/a        | n/a                                   |
| T19G          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | RELAY 9000 2D / 1D SCANNER (2 POSITIONS-INCLUDES LARGE TRAY)                         | \$8,454.19     | \$6,087.02               | 28%        | \$778.00                   | \$622.40  | 20%        | \$57.82                                | n/a                       | n/a  | n/a        | n/a                                   |
| T19C          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | HIGH CAPACITY SHEET FEEDER   | \$9,398.47     | \$6,484.94               | 31%        | \$938.00                   | \$750.40  | 20%        | \$69.71                                | n/a                       | n/a  | n/a        | n/a                                   |
| T19J          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | RELAY 9000 OMR/BARCODE SCANNER   | \$11,913.74    | \$8,577.89               | 28%        | \$1,129.00                 | \$903.20  | 20%        | \$83.91                                | n/a                       | n/a  | n/a        | n/a                                   |
| T19Q          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | FILE BASED PROCESSING RELAY 5-8 NO ACCS.   | \$18,834.12    | \$13,560.57              | 28%        | \$560.00                   | \$448.00  | 20%        | \$41.62                                | \$401.00                  | \$320.80                                       | 20%        | \$29.80                               |
| T19Q          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | FILE BASED PROCESSING RELAY 5-8 W/ACCS.  | \$20,069.64    | \$14,450.14              | 28%        | \$559.00                   | \$447.20  | 20%        | \$41.55                                | \$401.00                  | \$320.80                                       | 20%        | \$29.80                               |
| T19E          | HIGH VOLUME FOLDER-INSERTER             | RELAY 9000 MULTIFUNCTION FOLDER  | \$33,311.24    | \$23,984.09              | 28%        | \$3,334.00                 | \$2,667.20                                      | 20%        | \$247.78                               | n/a                       | n/a  | n/a        | n/a                                   |
| T19B          | HIGH VOLUME FOLDER-INSERTER ACCESSORIES | RELAY 9000 2ND TOWER   | \$37,350.96    | \$26,892.69              | 28%        | \$3,742.00                 | \$2,993.60                                      | 20%        | \$278.11                               | n/a                       | n/a  | n/a        | n/a                                   |
| T170          | HIGH VOLUME FOLDER-INSERTER             | RELAY 7000 INSERTING SYSTEM  | \$60,600.88    | \$41,814.61              | 31%        | \$4,334.00                 | \$3,467.20                                      | 20%        | \$322.10                               | n/a                       | n/a  | n/a        | n/a                                   |
| T180          | HIGH VOLUME FOLDER-INSERTER             | RELAY 8000 INSERTING SYSTEM  | \$88,075.28    | \$61,652.70              | 30%        | \$5,994.00                 | \$4,795.20                                      | 20%        | \$445.48                               | n/a                       | n/a  | n/a        | n/a                                   |
| T199          | HIGH VOLUME FOLDER-INSERTER             | RELAY 9000 INSERTER W/INST/TRG<500K MO W/ BASE, MAIL FEEDER, TOWER FDR & BKLT FEEDER | \$101,221.51   | \$72,879.49              | 28%        | \$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. |         |
| <b>NO VOLUME OR TERM DISCOUNTS INCLUDED</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  | 5218.00 |
| Hourly rate for Time and Materials - outside business hours, weekends, and holidays  | 5436.00 |
| 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 |
|--------------|--|--|-------------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| D2K1         | PRODUCTION FOLDER 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 FOLDER 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 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                                   |
| D1DC         | PRODUCTION FOLDER INSERTER ACCESSORIES | DI2000 SW UPDATE FOR FIELD RETROFIT                | \$436.30          | \$379.58                 | 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                    | \$1,461.90        | \$1,271.85               | 13%        | \$121.00                   | \$114.95  | 5%         | \$10.68                                | n/a                       | n/a  | n/a        | n/a                                   |
| F8MC         | PRODUCTION FOLDER INSERTER ACCESSORIES | BUCKLE CHUTE FOR HIGH SHEET COUNT TRI FOLDED SETS  | \$2,044.13        | \$1,778.39               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| RD5E         | PRODUCTION FOLDER INSERTER ACCESSORIES | SYSTEMS ENGINEERING - FBP OR WIN10 SERVER INST&TRG | \$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 FOLDER INSERTER ACCESSORIES | STANDARD FOLD PLATES                               | \$4,450.40        | \$3,871.85               | 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     | \$4,450.40        | \$3,871.85               | 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        | \$4,450.40        | \$3,871.85               | 13%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| D1DE         | PRODUCTION FOLDER 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                                   |
| D1CB         | 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                                   |
| F89C         | PRODUCTION FOLDER INSERTER ACCESSORIES | LOW CAP DIVERT W/ SMART DEFLECT                    | \$9,800.00        | \$8,526.00               | 13%        | \$590.00                   | \$560.50  | 5%         | \$52.07                                | n/a                       | n/a  | n/a        | n/a                                   |
| D1WR         | PRODUCTION FOLDER INSERTER ACCESSORIES | RETROFIT MAIN PC DI2000                            | \$10,000.00       | \$8,700.00               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| F89M         | PRODUCTION FOLDER INSERTER ACCESSORIES | BOUNCING LOWER CHUTE DI2000                        | \$10,385.30       | \$9,035.21               | 13%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| D1DI         | 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                                   |
| F89B         | PRODUCTION FOLDER INSERTER ACCESSORIES | AUTOMATIC FOLD CAPABILITY                          | \$17,712.78       | \$15,410.12              | 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                                   |
| 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                                   |
| D1MS         | PRODUCTION FOLDER INSERTER ACCESSORIES | DI2000 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 FOLDER INSERTER ACCESSORIES | FACE DOWN EXIT ONE DIVERT                          | \$21,257.50       | \$18,494.03              | 13%        | \$2,278.00                 | \$2,164.10                                      | 5%         | \$201.05                               | 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                                   |
| D1ST         | 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                                   |
| D1DG         | PRODUCTION FOLDER 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                                   |
| F8AB         | PRODUCTION FOLDER INSERTER ACCESSORIES | HCSF W/ STANDARD HOPPER                            | \$48,826.85       | \$42,479.36              | 13%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| D1DH         | 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                                   |
| F89A         | PRODUCTION FOLDER INSERTER ACCESSORIES | HCSF W/ EXTENDED HOPPER                            | \$52,243.49       | \$45,451.84              | 13%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| D1DX         | 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%         | \$634.03                               | n/a                       | n/a  | n/a        | n/a                                   |
| D1DY         | 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                                   |
| D1C0         | PRODUCTION FOLDER INSERTER             | DI2000 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                                   |
| D1C1         | PRODUCTION FOLDER INSERTER             | DI2000 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 FOLDER INSERTER             | DI2000 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 | UIC, 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                                   |

| 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 (< 300K CYCLES/MO) | \$11,643.65    | \$9,547.79               | 18%        | \$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 |
|-----------|--|--|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| WH6PBMAX3 | 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           | \$2,459.16     | \$2,016.51               | 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 | \$5,472.05     | \$4,487.08               | 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)              | \$17,805.00    | \$14,600.10              | 18%        | \$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.<br><b>NO VOLUME OR TERM DISCOUNTS INCLUDED</b> | <b>Offerors Response</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 |
|-----------|--|--|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| W409      | HIGH VOLUME INK JET ENVELOPE ADDRESSING SYSTEM ACCESSORIES | 17" FLAT PANEL DISPLAY                     | \$244.26       | \$212.51                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| WH8PBMAX3 | HIGH VOLUME INK JET ENVELOPE ADDRESSING SYSTEM ACCESSORIES | 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 (< 1M CYCLES/MO) | \$27,876.59    | \$24,252.63              | 13%        | \$2,883.00                 | \$2,306.40                                      | 20%        | \$214.27                               | n/a                       | n/a  | n/a        | n/a                                   |

| Tabbers, High Volume (Reference Part 3.19)  | Offerors Response |
|---|-------------------|
| 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>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                            | \$996.71       | \$717.63                 | 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                                    | \$3,082.24     | \$2,126.75               | 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 | \$5,219.02     | \$3,757.69               | 28%        | \$340.00                   | \$272.00  | 20%        | \$25.27                                | n/a                       | n/a  | n/a        | n/a                                   |
| DT3A | HIGH VOLUME TABBERS             | W360 MULTIFUNCTION TABBER SYSTEM                           | \$28,903.89    | \$19,943.68              | 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. | Offerors 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 |
|-------------------|--|--|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| 1C05              | SOFTWARE, LICENSE AND SUBSCRIPTION             | ENHANCED UIC SOFTWARE  | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1FAH              | SOFTWARE, LICENSE AND SUBSCRIPTION             | BUSINESS MANAGER SOFTWARE FEATURE CODE   | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1FR3              | SOFTWARE, LICENSE AND SUBSCRIPTION             | USPS PRESORTXTRA RATES   | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1FRM              | SOFTWARE, LICENSE AND SUBSCRIPTION             | RATES MANAGER SOFTWARE   | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| AM-RAL-1001       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | RAL 1001   | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| AM-RAL-7037       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | RAL 7037   | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| AM-RAL-9003       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | RAL 9003   | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| AM-RAL-9006       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | RAL 9006   | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| AM-RAL-9016       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | RAL 9016   | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKBAKDR         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | REAR LOADING LOCKERS WITH BACK   | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKFLRBRK        | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | FLOOR MOUNT ANGLE BRACKETS   | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKSLOPETOP      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SLOPED TOP   | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| LX-RAL-8028       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | BROWN  | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| LX-RAL-9005       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | BLACK  | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| LX-RAL-9006       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SILVER   | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| LX-RAL-9016       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | WHITE  | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| LX-RAL-9016       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | CUSTOM WRAP [QUOTED SEPERATELY]  | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MSPT              | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | METER INTERFACE APP FOR P-SERIES/CONNECT+  | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PAB1              | SOFTWARE, LICENSE AND SUBSCRIPTION             | PREMIUM APP BUNDLE   | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PS5T              | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | POST SALE SOFTWARE TOOL KIT  | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SL-SPMWK11        | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SPO/PITNEYSHIP WELCOME KIT   | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SPE-CUSTOM        | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SPE CUSTOM CARRIER SUBSCRIPTION  | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | \$536.00                  | \$428.80                                       | 20%        | \$39.84                               |
| T5EN              | SOFTWARE, LICENSE AND SUBSCRIPTION             | E-MAIL NOTIFICATION  | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| Z6C3              | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | UPGRADE SOFTWARE FOR WIN2000   | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| Z6C5              | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | BUSINESS SOFTWARE UPGRADE FROM VERSION 3.0 TO LATEST VERSION                               | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| Z6V5              | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | UPGRADE SOFTWARE FOR WINXP   | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| APKG              | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SENDPRO P SENDPRO 360 SHIP ACCESS  | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| USP590-PB         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | E-CERTIFIED (IMPB) LABELS  | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ANALYTICSP360F    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SENDPRO 360 ANALYTICS  | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| OVERAGEVOL1       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | OVERAGE VOLUME BAND 1 - \$0.25 / PER PIECE   | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CD00              | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | CELLULAR DEVICE HARDWARE   | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTE               | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PITNEYTRACK ENTERPRISE   | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTA               | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PITNEYTRACK ASSET OFFER  | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| APKH              | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | FEDRAMP SHIPPING FEATURE   | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SSX               | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SELF-SERVICE SHIPPING KIOSK OFFER  | \$0.00         | \$0.00                   | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTSIM             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | VODAFONE SIM CARD FOR TA DEVICE - PT   | \$2.00         | \$1.74                   | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSPM11            | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | STAMP POSTAGE SHEET STARTER  | \$4.99         | \$4.34                   | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SPE-SL-SPM01      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | STAMPS - 5 SHEETS W/25 STAMPS TOTAL  | \$5.15         | \$4.48                   | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| JRMV              | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | LEASE ADDITION OF SAAS SUBSCRIPTION  | \$10.00        | \$8.70                   | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| HVSTYLUS          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | STYLUS KIT   | \$20.00        | \$17.40                  | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSPM12            | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | STAMP POSTAGE ROLL STARTER   | \$39.99        | \$34.79                  | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTI22HANDSTRAP    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PTI22 HAND STRAP   | \$42.90        | \$37.32                  | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SSTTAPP5          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | TA Power Supply US Plug  | \$54.00        | \$46.98                  | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTIAPT8HANDSTRAP  | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | T8C3/T8C8 HAND STRAP   | \$54.29        | \$47.23                  | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| Z690003           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ETHERNET CABLE (14 FEET)   | \$54.50        | \$47.42                  | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| Z690004           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ETHERNET CABLE (25 FEET)   | \$54.50        | \$47.42                  | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTIAPT85          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | TA POWER SUPPLY US PLUG  | \$59.40        | \$51.68                  | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTI21HANDSTRAP    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PTI21 HAND STRAP   | \$64.90        | \$56.46                  | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SL-ENV-FW1        | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ENVELOPES #10 CERTIFIED MAIL FULL WINDOW, GUMMED, WHITE                                    | \$67.99        | \$59.15                  | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTI21SOFTHOLSTER  | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PTI21 SOFT HOLSTER   | \$75.00        | \$66.03                  | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SL-SPM8R          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | REMAN Q1800  | \$85.00        | \$74.00                  | 13%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| PTI22BR           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PTI22 RUGGED BOOT  | \$87.40        | \$76.04                  | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SSTTARCC          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | RUGGED CHARGE USB CABLE  | \$88.99        | \$77.42                  | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T790053           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | TC21/TC26 PROTECTIVE BOOT, INT HANDSTRAP   | \$92.00        | \$80.04                  | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| J596048           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | TC51/TC56 RUGGED CHARGE/USB CABLE  | \$94.33        | \$82.07                  | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SL-ENV-CFW2       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ENVELOPES 6" X 9.5" CERTIFIED MAIL FULL WINDOW, GUMMED, WHITE                              | \$94.99        | \$82.64                  | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTIAPT85          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PTI RUGGED CHARGE USB CABLE  | \$97.89        | \$85.16                  | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTI22SOFTHOLSTER  | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PTI22 SOFT HOLSTER   | \$97.90        | \$85.17                  | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKOATACABLE30   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | FLEX LOCKER DATA CABLE 30FT  | \$98.00        | \$86.26                  | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKPOWERCABLE30  | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | FLEX LOCKER POWER CABLE 30FT   | \$98.00        | \$86.26                  | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTI21BR           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PTI21 RUGGED BOOT WITH HANDSTRAP   | \$101.20       | \$88.04                  | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKER-SLOT       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | MAILSLOT MOD FOR LOCKER DOOR (EACH)  | \$109.26       | \$95.06                  | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T790051           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | RUGGED BOOT TRACKING ASSISTANT   | \$110.00       | \$95.70                  | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTIAPT8BR         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | T8C3/T8C8 RUGGED BOOT  | \$111.80       | \$97.27                  | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTI22BSCBTRY      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PTI22 BASIC BATTERY  | \$116.60       | \$101.44                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTIAPT8B          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PTI PRO RUGGED BOOT  | \$121.00       | \$105.27                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 397-B             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | 10 LB SCALE  | \$126.50       | \$110.06                 | 13%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| 672-7             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | J645/1E03 CERTIFIED LABELS   | \$126.99       | \$110.48                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSP-T540          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PSP CORDLESS SCANNER SPARE BATTERY   | \$129.99       | \$113.09                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSF-T540          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PSP CORDLESS SCANNER SPARE BATTERY   | \$129.99       | \$113.09                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| TS1112            | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | T5T CORDLESS SCANNER SPARE BATTERY   | \$129.99       | \$113.09                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTIAPT85CX        | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | T7C7-C7 CRADLE KIT CONVERSION T8C3/T8C8  | \$133.26       | \$115.94                 | 13%        | \$44.00                    | \$35.20   | 20%        | \$3.27                                 | n/a                       | n/a  | n/a        | n/a                                   |
| PTI21BSCBTRY      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PTI21 BASIC BATTERY  | \$141.90       | \$123.45                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTIWWEDSCANBTRY   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PTI CORDLESS SCANNER SPARE BATTERY   | \$142.99       | \$124.40                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| BTRY-TC51-TC56    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | BATTERY FOR T764/5, T6MD/E   | \$144.00       | \$125.28                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| TS35              | SOFTWARE, LICENSE AND SUBSCRIPTION             | SCANNER STAND FOR NON-CONTACT PROGRAMMABLE WEDGE SCANNER                                   | \$145.00       | \$126.00                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| TS33              | SOFTWARE, LICENSE AND SUBSCRIPTION             | TRACKING ASSISTANT PORTABLE BELT PRINTER 2IN. CONTINUOUS THERMAL DIRECT LABELS SUPPLY CASE | \$145.20       | \$126.32                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSP47             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | GRAPHICAL DISPLAY FOR 100LB/200LB SCALE  | \$155.00       | \$133.75                 | 15%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SPE47             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | GRAPHICAL DISPLAY FOR 100LB/200LB SCALE  | \$155.00       | \$133.75                 | 15%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTI21EXTBTRY      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PTI21 EXTENDED BATTERY   | \$152.90       | \$133.02                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTIAPT85B         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PTI PRO STANDARD BATTERY   | \$158.40       | \$137.81                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| TS31              | SOFTWARE, LICENSE AND SUBSCRIPTION             | CONTINUOUS LABELS SUPPLY FOR LOW TO MID VOLUME PRINTER                                     | \$166.65       | \$144.99                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SPE-SPM8          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | Q1-800 POSTAGE ROLL PRINTER  | \$171.00       | \$148.77                 | 13%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| PTI22EXTBTRY      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PTI22 EXTENDED BATTERY   | \$173.80       | \$151.21                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SL-ENV-FW3        | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ENVELOPES 9.5" X 12" CERTIFIED MAIL FULL WINDOW, GUMMED, WHITE                             | \$174.99       | \$152.24                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SL-397-D          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | WEB POSTAGE 30K USB SCALE  | \$178.20       | \$155.03                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKMAILSLOT      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | LARGE LEFT DOOR WITH MAIL SLOT   | \$183.60       | \$159.73                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTI22SSCHR        | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PTI22 SINGLE SLOT CRADLE CHARGER   | \$184.80       | \$160.78                 | 13%        | \$75.00                    | \$60.00   | 20%        | \$5.57                                 | n/a                       | n/a  | n/a        | n/a                                   |
| PTIAPT85FTHOLSTER | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | T8C3/T8C8 SOFT HOLSTER   | \$185.71       | \$161.57                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKER-CC         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | LOCKER COMPARTMENT FOR CBC   | \$196.10       | \$171.00                 | 13%        | \$9.00                     | \$7.20  | 20%        | \$0.67                                 | n/a                       | n/a  | n/a        | n/a                                   |
| PTIAPT85B         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | T8C3/T8C8 BASIC BATTERY  | \$208.57       | \$181.46                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| Z690034           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SECONDARY NETWORK CARD FOR DATA TRANSFERS  | \$224.00       | \$194.88                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| BMA1              | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | CRYSTAL REPORTING  | \$241.00       | \$209.67                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| LX-UL             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | UL   | \$265.00       | \$231.00                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| TS30              | SOFTWARE, LICENSE AND SUBSCRIPTION             | HIGH VOLUME PRINTER 4IN. CONTINUOUS THERMAL DIRECT LABELS SUPPLY CASE                      | \$286.00       | \$248.82                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTIAPT8EB         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | T8C3/T8C8 EXTENDED BATTERY   | \$297.14       | \$258.51                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| TS14              | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | CONTINUOUS LABELS SUPPLY FOR HIGH VOLUME PRINTER   | \$299.00       | \$260.13                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| RIPC              | SOFTWARE, LICENSE AND SUBSCRIPTION             | RIP CONNECTRIGHT MAILER  | \$300.00       | \$261.00                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | \$60.00                   | \$48.00  | 20%        | \$4.46                                |
| MW90073           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | KIT BLANK SAMSUNG 870 EVO M277E250B SSD  | \$325.00       | \$282.75                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| TSWC              | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | WIRELESS CONNECTIVITY MODULE   | \$344.00       | \$285.52                 | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$57.00                   | \$45.60  | 20%        | \$4.24                                |
| Z690000           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ETHERNET 4 PORT HUB  | \$344.00       | \$290.58                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| BMMWA             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | BUSINESS MANAGER INTERFACE FOR INVIEW (ONE PER HOST)                                       | \$350.00       | \$304.50                 | 13%        | n/a                        | n/a   | n/a        | 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.  
**NO VOLUME OR TERM DISCOUNTS INCLUDED**  
 Required  
 Percent (%) Discount from MSRP off Base Category Equipment

Offerors Response

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 |
|---------------|--|--|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| PTTAPTBSOTH   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | T8C3/T8C8 SNAP-ON TRIGGER HANDLE   | \$552.91       | \$481.03                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ERCL          | SOFTWARE, LICENSE AND SUBSCRIPTION             | E-RR REFERENCE NUMBER FEATURE ONLY   | \$555.00       | \$482.85                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTTAPSOH      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PTI PRO SNAP-ON TRIGGER HANDLE   | \$567.60       | \$493.81                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T7WE          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | TETHERED WEDGE SCANNER FOR S5TO  | \$572.00       | \$497.64                 | 13%        | \$17.00                    | \$13.60   | 20%        | \$1.26                                 | n/a                       | n/a  | n/a        | n/a                                   |
| TS11          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SST TETHERED WEDGE SCANNER   | \$572.00       | \$497.64                 | 13%        | \$18.00                    | \$14.40   | 20%        | \$1.34                                 | n/a                       | n/a  | n/a        | n/a                                   |
| MW9006        | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | POWER STACKER PORT/RAIT FLATS KIT  | \$595.00       | \$517.65                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SWMX          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | CONSOLE EXTENSION KIT  | \$595.00       | \$517.65                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTTAPTBSCHR   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | T8C3/T8C8 SINGLE SLOT CHARGE CRADLE  | \$601.17       | \$523.02                 | 13%        | \$75.00                    | \$60.00   | 20%        | \$5.57                                 | n/a                       | n/a  | n/a        | n/a                                   |
| PSP-T7WE      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | TETHERED WEDGE SCANNER FOR SPE   | \$629.20       | \$547.40                 | 13%        | \$18.00                    | \$14.40   | 20%        | \$1.34                                 | n/a                       | n/a  | n/a        | n/a                                   |
| PTTWTEDSCN    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PTI TETHERED WEDGE SCANNER   | \$629.20       | \$547.40                 | 13%        | \$18.00                    | \$14.40   | 20%        | \$1.34                                 | n/a                       | n/a  | n/a        | n/a                                   |
| SPE-T7WE      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | TETHERED WEDGE SCANNER FOR SPE   | \$629.20       | \$547.40                 | 13%        | \$16.60                    | \$13.28   | 20%        | \$1.23                                 | n/a                       | n/a  | n/a        | n/a                                   |
| PTI21SSCEA    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PTI21 SINGLE SLOT CRADLE CHARGER W ETHNT                                   | \$658.90       | \$573.24                 | 13%        | \$89.00                    | \$71.20   | 20%        | \$6.61                                 | n/a                       | n/a  | n/a        | n/a                                   |
| PTI22CSCX     | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | T7C1 ETHNT CRADLE KIT COVERSION FOR T7C3                                   | \$680.90       | \$592.38                 | 13%        | \$61.00                    | \$48.80   | 20%        | \$4.53                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKHIGAIN    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | EXTERNAL HIGH GAIN ANTENNA   | \$698.50       | \$593.73                 | 15%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T790032       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ETHERNET ADAPTER T764/5, T6MD/E  | \$686.00       | \$596.82                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T790046       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | TRACKING ASSISTANT ETHERNET ADAPTER  | \$686.00       | \$596.82                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| LX-AR101      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | LUXER ASSISTIVE CONTROLLER   | \$689.00       | \$599.00                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| IE51          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SP100 WORKSTATION  | \$704.00       | \$612.45                 | 13%        | \$72.00                    | \$57.60   | 20%        | \$5.35                                 | n/a                       | n/a  | n/a        | n/a                                   |
| H59E          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SENDPRO DESKTOP SENDKIT  | \$734.00       | \$636.38                 | 13%        | \$69.00                    | \$55.20   | 20%        | \$5.13                                 | n/a                       | n/a  | n/a        | n/a                                   |
| PTTAPTAEA     | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PTI PRO TRACKING ASSISTANT ETHERNET ADAPTER                                | \$754.60       | \$656.50                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTTAPTBSCEA   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | T8C3/T8C8 SINGLE SLOT CHRG ETHNT CRADLE                                    | \$757.17       | \$658.74                 | 13%        | \$89.00                    | \$71.20   | 20%        | \$6.61                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKER-SHADE  | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SUNSHADE FOR KIOSK TABLET  | \$764.79       | \$665.37                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKREARLOAD  | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | REAR ACCESS TOWER  | \$780.00       | \$678.60                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| Z69001        | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ETHERNET 16 PORT HUB   | \$782.00       | \$680.34                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| TSPP          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | LASER PRINTER  | \$796.00       | \$692.52                 | 13%        | \$182.00                   | \$145.60  | 20%        | \$13.53                                | n/a                       | n/a  | n/a        | n/a                                   |
| APK3          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SENDPRO P SERIES - W1110 PRINTER BUNDLE                                    | \$800.00       | \$696.00                 | 13%        | \$64.00                    | \$51.20   | 20%        | \$4.76                                 | \$0.00                    | \$0.00   | 0%         | \$0.00                                |
| PSP-HVSP      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PSP MAILCENTER BUNDLE  | \$850.00       | \$739.50                 | 13%        | \$41.00                    | \$32.80   | 20%        | \$3.05                                 | n/a                       | n/a  | n/a        | n/a                                   |
| T790031       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SINGLE BAY CRADLE FOR T764/5, T6MD/E                                       | \$859.00       | \$747.33                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| TS45          | SOFTWARE, LICENSE AND SUBSCRIPTION             | ADD 1 SITE W/ SINGLE WORKSTATION   | \$911.00       | \$796.13                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | \$151.00                  | \$120.80                                       | 20%        | \$11.22                               |
| TS9R          | SOFTWARE, LICENSE AND SUBSCRIPTION             | MAIL CENTER PRODUCTIVITY REPORTING   | \$911.00       | \$796.13                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | \$151.00                  | \$120.80                                       | 20%        | \$11.22                               |
| TS5U          | SOFTWARE, LICENSE AND SUBSCRIPTION             | ADD 1 SINGLE USER  | \$911.00       | \$796.13                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | \$151.00                  | \$120.80                                       | 20%        | \$11.22                               |
| IE53          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SP100 NETWORK SENDKIT  | \$928.00       | \$807.00                 | 13%        | \$38.00                    | \$30.40   | 20%        | \$2.82                                 | n/a                       | n/a  | n/a        | n/a                                   |
| PTTAPT8CCK    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | T7C2-C7 ETNT CRADLE KIT CONV T8C3/T8C8                                     | \$933.46       | \$812.11                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| HVSP          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SHIPPING BUNDLE  | \$935.00       | \$813.45                 | 13%        | \$41.00                    | \$32.80   | 20%        | \$3.05                                 | n/a                       | n/a  | n/a        | n/a                                   |
| BMUP          | SOFTWARE, LICENSE AND SUBSCRIPTION             | BUSINESS MANAGER 6.0 UPGRADE FOR XP  | \$940.00       | \$817.80                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTTAPTSSCHR   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PTI PRO SINGLE SLOT CRADLE CHARGER   | \$944.90       | \$822.06                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 1E0T          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | DM INFINITY BARCODE SCANNER  | \$957.00       | \$832.59                 | 13%        | \$219.00                   | \$175.20  | 20%        | \$16.28                                | n/a                       | n/a  | n/a        | n/a                                   |
| BMUR          | SOFTWARE, LICENSE AND SUBSCRIPTION             | BUSINESS MANAGER UPGRADE FOR WIN2000                                       | \$957.00       | \$832.59                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| Z6C4          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | BUSINESS MANAGER ADMIN/REPORTING/DATA COLLECTOR UPGRADE TO EXISTING SYSTEM | \$963.00       | \$837.81                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| TS9637        | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | FIVE BAY CRADLE FOR T764/5, T6MD/E   | \$974.00       | \$847.38                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CELLHW        | SOFTWARE, LICENSE AND SUBSCRIPTION             | CELLULAR DEVICE HARDWARE   | \$998.00       | \$866.26                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSHIP01       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PITNEYSHIP MID-VOL THERMAL LABEL PRINTER                                   | \$1,055.00     | \$917.85                 | 13%        | \$234.00                   | \$187.20  | 20%        | \$17.39                                | n/a                       | n/a  | n/a        | n/a                                   |
| RMV2          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | RECEIVING MID-VOL THERMAL LABEL PRINTER                                    | \$1,055.00     | \$917.85                 | 13%        | \$234.00                   | \$187.20  | 20%        | \$17.39                                | n/a                       | n/a  | n/a        | n/a                                   |
| SP36001       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | FEDRAMP MID-VOL THERMAL LABEL PRINTER                                      | \$1,055.00     | \$917.85                 | 13%        | \$234.00                   | \$187.20  | 20%        | \$17.39                                | n/a                       | n/a  | n/a        | n/a                                   |
| SPE46         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SPE MID-VOLUME THERMAL LABEL PRINTER                                       | \$1,055.00     | \$917.85                 | 13%        | \$234.00                   | \$187.20  | 20%        | \$17.39                                | n/a                       | n/a  | n/a        | n/a                                   |
| TS5TMV        | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ZD621 SST MID VOLUME LABEL PRINTER   | \$1,055.00     | \$917.85                 | 13%        | \$234.00                   | \$187.20  | 20%        | \$17.39                                | n/a                       | n/a  | n/a        | n/a                                   |
| TS36          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | LOW TO MID VOLUME 4IN. ADHESIVE LABEL PRINTER                              | \$1,055.00     | \$918.00                 | 13%        | \$241.00                   | \$192.80  | 20%        | \$17.91                                | n/a                       | n/a  | n/a        | n/a                                   |
| TS4M          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | FOUR BAY CRADLE/BATTERY CHARGER FOR TRACKING ASSISTANT (T742/T745/T746)    | \$1,055.00     | \$918.00                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CC54          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | CCM IMPLEMENTATION 1/2 DAY RATE  | \$1,150.00     | \$920.00                 | 20%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MS54          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | MAILING IMPLEMENTATION 1/2 DAY RATE  | \$1,150.00     | \$920.00                 | 20%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SS54          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SOLUTIONS IMPLEMENTATION 1/2 DAY RATE                                      | \$1,150.00     | \$920.00                 | 20%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CC54          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | CCM CONSULTING SERVICES UP TO HALF DAY                                     | \$1,150.00     | \$920.00                 | 20%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| MFCS4         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | MAILING CONSULTING SERVICES UP TO HALF DAY                                 | \$1,150.00     | \$920.00                 | 20%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SC54          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SHIPPING CONSULTING SERVICES UP TO HALF DAY                                | \$1,150.00     | \$920.00                 | 20%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTTAPT8CCHR   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PTI PRO FIVE SLOT CRADLE CHARGER   | \$1,071.40     | \$932.12                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTI22FSCHR    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PTI22 FIVE SLOT CRADLE CHARGER   | \$1,072.50     | \$933.08                 | 13%        | \$240.00                   | \$192.00  | 20%        | \$17.84                                | n/a                       | n/a  | n/a        | n/a                                   |
| PTIMIDVOLPRNT | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | RECEIVING MID-VOL THERMAL LABEL PRINTER                                    | \$1,086.65     | \$945.39                 | 13%        | \$234.00                   | \$187.20  | 20%        | \$17.39                                | n/a                       | n/a  | n/a        | n/a                                   |
| PTTAPT8CWS    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | T8C3/T8C8 CONNECT CRADLE WORKSTATION                                       | \$1,102.83     | \$959.46                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| AM-CUSTOM     | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | LOCKER CUSTOM COLOR  | \$1,103.00     | \$960.00                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERRRear   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | REAR ACCESS  | \$1,103.00     | \$960.00                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CRMB          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | CONNECTRIGHT MAILER BASIC ELECTRONICALLY DELIVERED STAND-ALONE SOFTWARE    | \$1,133.03     | \$985.74                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | \$650.00                  | \$520.00                                       | 20%        | \$48.31                               |
| OL-PCL-FEE    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | OL CONNECT - PCL INPUT - RE-ENTRY FEE                                      | \$1,138.00     | \$990.85                 | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSF30         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SCALE, 100LB TABLETOP SCALE  | \$1,140.00     | \$991.80                 | 13%        | \$268.00                   | \$214.40  | 20%        | \$19.92                                | n/a                       | n/a  | n/a        | n/a                                   |
| SPE30         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | 100 LB. TABLETOP SCALE   | \$1,140.00     | \$991.80                 | 13%        | \$248.00                   | \$198.40  | 20%        | \$18.43                                | n/a                       | n/a  | n/a        | n/a                                   |
| TSMP          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | LOW TO MID VOLUME 4 IN. LABEL PRINTER                                      | \$1,140.00     | \$991.80                 | 13%        | \$241.00                   | \$192.80  | 20%        | \$17.91                                | n/a                       | n/a  | n/a        | n/a                                   |
| PTTAPT8FSCHR  | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | T8C3/T8C8 5 SLOT CHARGE CRADLE   | \$1,149.31     | \$999.90                 | 13%        | \$240.00                   | \$192.00  | 20%        | \$17.84                                | n/a                       | n/a  | n/a        | n/a                                   |
| BMT1          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | DM INFINITY INTERFACE - LAN  | \$1,174.00     | \$1,021.38               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| BMZC          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SENDPRO C/SENDPRO C AUTO BUSINESS MANAGER INTERFACE                        | \$1,174.00     | \$1,021.38               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| APG2          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | CONNECT+/SENDPRO P SERIES DUAL RATING ACCOUNTING                           | \$1,210.00     | \$1,052.70               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| LX-CUSTOM     | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | CUSTOM COLOR (REQUIRES MANUAL CONFIGURATION)                               | \$1,325.00     | \$1,153.00               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| BM41          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | RECEIPT PRINTER  | \$1,360.70     | \$1,183.81               | 13%        | \$241.00                   | \$192.80  | 20%        | \$17.91                                | n/a                       | n/a  | n/a        | n/a                                   |
| TS9F          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ARRIVAL IMAGING  | \$1,431.00     | \$1,187.73               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$238.00                  | \$190.40                                       | 20%        | \$17.69                               |
| TS6F          | SOFTWARE, LICENSE AND SUBSCRIPTION             | ROUTE ACTIVITY LOGGING FEATURE   | \$1,431.00     | \$1,187.73               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$238.00                  | \$190.40                                       | 20%        | \$17.69                               |
| LX-IL1002     | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | EXTRA TOUCHSCREEN-HANDHELD IPAD MINI WITH A HANDHELD CASE                  | \$1,378.00     | \$1,199.00               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CRM4          | SOFTWARE, LICENSE AND SUBSCRIPTION             | CONNECTRIGHT MAILER BUSINESS SERVICES SUITE (BSS)                          | \$1,485.00     | \$1,232.55               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$400.00                  | \$320.00                                       | 20%        | \$29.73                               |
| NV10          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INVIEW TMR WEB ACCT BUNDLE - SINGLE UNIT ONLY                              | \$1,444.00     | \$1,256.28               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SPE32         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | 200 LB. ROLLTOP SCALE  | \$1,483.00     | \$1,290.21               | 13%        | \$347.00                   | \$277.60  | 20%        | \$25.79                                | n/a                       | n/a  | n/a        | n/a                                   |
| JZ31CUTTER-P  | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | JZ31 CUTTER UPGRADE  | \$1,558.75     | \$1,356.11               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| TS18          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | TRACKING ASSISTANT PORTABLE BELT PRINTER                                   | \$1,587.00     | \$1,380.69               | 13%        | \$192.00                   | \$153.60  | 20%        | \$14.27                                | n/a                       | n/a  | n/a        | n/a                                   |
| TS10          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SST JS41 MOBILE BELT PRINTER   | \$1,587.00     | \$1,380.69               | 13%        | \$207.00                   | \$165.60  | 20%        | \$15.38                                | n/a                       | n/a  | n/a        | n/a                                   |
| PTI22FSCEA    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PTI22 FIVE SLOT CRADLE CHARGER W ETHNT                                     | \$1,608.20     | \$1,399.13               | 13%        | \$254.00                   | \$203.20  | 20%        | \$18.88                                | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERRX      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER X   | \$1,740.00     | \$1,409.40               | 19%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| NV21          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INVIEW DASHBOARD TWO OR MORE SITES   | \$1,668.00     | \$1,451.16               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| T790041       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | FIVE BAY ETHERNET CRADLE-T764/5, T6MD/E                                    | \$1,718.00     | \$1,494.66</             |            |                            |   |            |  |                           |  |            |                                       |

| 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. |     |
| 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 |
|------------------|--|--|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| TAC360CELL       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | TRACKING ASSISTANT 360 C CELLULAR                                    | \$2,237.00     | \$1,946.19               | 13%        | \$634.00                   | \$507.20  | 20%        | \$47.12                                | n/a                       | n/a  | n/a        | n/a                                   |
| TACSSTOWIFI      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | TRACKING ASSISTANT SSTO C WIFI ONLY                                  | \$2,281.00     | \$1,984.47               | 13%        | \$244.00                   | \$195.20  | 20%        | \$18.13                                | n/a                       | n/a  | n/a        | n/a                                   |
| TASSTWIFI        | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | TRACKING ASSISTANT SST WIFI ONLY                                     | \$2,281.00     | \$1,984.47               | 13%        | \$244.00                   | \$195.20  | 20%        | \$18.13                                | n/a                       | n/a  | n/a        | n/a                                   |
| PSP20            | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | NON-CONTACT PROGRAMMABLE WEDGE SCANNER                               | \$2,285.00     | \$1,987.95               | 13%        | \$237.00                   | \$189.60  | 20%        | \$17.61                                | n/a                       | n/a  | n/a        | n/a                                   |
| JS40             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | COUNTER SIGNATURE PAD  | \$2,285.00     | \$1,987.95               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| JS46             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | COUNTER SIGNATURE PAD PLUS   | \$2,285.00     | \$1,987.95               | 13%        | \$338.00                   | \$264.36  | 20%        | \$24.38                                | n/a                       | n/a  | n/a        | n/a                                   |
| BM53             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | CLIENT HOST SOFTWARE ONLY  | \$2,399.00     | \$1,991.17               | 17%        | \$134.00                   | \$107.20  | 20%        | \$9.96                                 | \$624.00                  | \$499.20                                       | 20%        | \$46.38                               |
| PTTAPRT8F5EA     | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | TRC3/TRC5 SLOT CHARGE CRADLE W/ETHNT                                 | \$2,325.94     | \$2,023.57               | 13%        | \$254.00                   | \$203.20  | 20%        | \$18.88                                | n/a                       | n/a  | n/a        | n/a                                   |
| PTIWVEDSCN       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PTI WIRELESS WEDGE SCANNER   | \$2,387.00     | \$2,076.69               | 13%        | \$486.00                   | \$388.80  | 20%        | \$36.12                                | n/a                       | n/a  | n/a        | n/a                                   |
| TACSSTOCELL      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | TRACKING ASSISTANT SSTO C CELLULAR                                   | \$2,416.00     | \$2,101.92               | 13%        | \$634.00                   | \$507.20  | 20%        | \$47.12                                | n/a                       | n/a  | n/a        | n/a                                   |
| TASSTCELL        | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | TRACKING ASSISTANT SST CELLULAR                                      | \$2,416.00     | \$2,101.92               | 13%        | \$634.00                   | \$507.20  | 20%        | \$47.12                                | n/a                       | n/a  | n/a        | n/a                                   |
| RETRORFID        | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | RETRO RFID KIT FOR ANY INDOOR LOCKER                                 | \$2,483.00     | \$2,160.21               | 13%        | \$59.00                    | \$47.20   | 20%        | \$4.38                                 | n/a                       | n/a  | n/a        | n/a                                   |
| PTTAPROFWIFI     | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INBOUND TRACKING ASSIST PRO FED WIFI                                 | \$2,509.10     | \$2,182.92               | 13%        | \$244.00                   | \$195.20  | 20%        | \$18.13                                | n/a                       | n/a  | n/a        | n/a                                   |
| PTTAPROWIFI      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INBOUND TRACKING ASSIST PRO WIFI                                     | \$2,509.10     | \$2,182.92               | 13%        | \$244.00                   | \$195.20  | 20%        | \$18.13                                | n/a                       | n/a  | n/a        | n/a                                   |
| PTTAPROCELL      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INBOUND TRACKING ASSIST PRO ADD CELL                                 | \$2,657.60     | \$2,312.11               | 13%        | \$685.00                   | \$548.00  | 20%        | \$50.91                                | n/a                       | n/a  | n/a        | n/a                                   |
| PTTAPROCELL      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INBOUND TRACKING ASSIST PRO FED ADD CELL                             | \$2,657.60     | \$2,312.11               | 13%        | \$634.00                   | \$507.20  | 20%        | \$47.12                                | n/a                       | n/a  | n/a        | n/a                                   |
| RETRODC3         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | RETRO DOOR FOR OUTDOOR WITH RFID                                     | \$2,706.00     | \$2,354.22               | 13%        | \$600.00                   | \$480.00  | 20%        | \$44.59                                | n/a                       | n/a  | n/a        | n/a                                   |
| PTISIGPL5        | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | COUNTER SIGNATURE PAD PLUS   | \$2,742.00     | \$2,385.54               | 13%        | \$354.00                   | \$283.20  | 20%        | \$26.31                                | n/a                       | n/a  | n/a        | n/a                                   |
| CRM7             | SOFTWARE, LICENSE AND SUBSCRIPTION             | CONNECTRIGHT MAILER ELECTRONICALLY DELIVERED STAND-ALONE SOFTWARE    | \$2,858.38     | \$2,486.79               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | \$1,200.00                | \$960.00                                       | 20%        | \$89.18                               |
| CRM8             | SOFTWARE, LICENSE AND SUBSCRIPTION             | CONNECTRIGHT MAILER ELECTRONICALLY DELIVERED INTEGRATED SOFTWARE     | \$2,858.38     | \$2,486.79               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | \$1,200.00                | \$960.00                                       | 20%        | \$89.18                               |
| WS92             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | WINDOWS 10 PC  | \$2,966.00     | \$2,580.42               | 13%        | \$129.00                   | \$103.20  | 20%        | \$9.59                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERW          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER W   | \$4,158.00     | \$2,702.70               | 35%        | \$17.00                    | \$13.60   | 20%        | \$1.26                                 | n/a                       | n/a  | n/a        | n/a                                   |
| TS94             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PC W/ FLAT PANEL MONITOR   | \$3,201.00     | \$2,784.87               | 13%        | \$480.00                   | \$384.00  | 20%        | \$35.67                                | n/a                       | n/a  | n/a        | n/a                                   |
| BMPC             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | BUSINESS MANAGER HOST WORKSTATION PC                                 | \$3,298.00     | \$2,869.26               | 13%        | \$463.00                   | \$370.40  | 20%        | \$34.41                                | n/a                       | n/a  | n/a        | n/a                                   |
| SPESSVG          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SPE BATCH PROCESSING TOOL  | \$3,435.00     | \$2,988.45               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERV          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER V   | \$4,557.00     | \$3,007.62               | 34%        | \$48.00                    | \$38.40   | 20%        | \$3.57                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERR          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER R   | \$4,956.00     | \$3,042.03               | 39%        | \$66.00                    | \$52.80   | 20%        | \$4.91                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERU          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER U   | \$4,956.00     | \$3,042.03               | 39%        | \$66.00                    | \$52.80   | 20%        | \$4.91                                 | n/a                       | n/a  | n/a        | n/a                                   |
| RETRODC4         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | RETRO DOOR FOR OUTDOOR WITH RFID, ADA                                | \$3,498.00     | \$3,043.26               | 13%        | \$690.00                   | \$552.00  | 20%        | \$51.28                                | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKOU1          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | OUTDOOR PP KIOSK DOOR NO ADA NO CARD                                 | \$3,960.00     | \$3,088.80               | 22%        | \$767.00                   | \$613.60  | 20%        | \$57.00                                | n/a                       | n/a  | n/a        | n/a                                   |
| H1981            | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | CORDLESS HANDHELD SCANNER FOR LOCKERS                                | \$3,656.25     | \$3,180.94               | 13%        | \$195.00                   | \$156.00  | 20%        | \$14.49                                | n/a                       | n/a  | n/a        | n/a                                   |
| BM52             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | BUSINESS MANAGER WORKSTATION - SOFTWARE ONLY                         | \$3,836.00     | \$3,183.88               | 17%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | \$680.00                  | \$544.00                                       | 20%        | \$50.54                               |
| OL-CND-1K-FEE    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | OL CONNECT - SEND 1000 USERS - RE-ENTRY FEE                          | \$3,671.00     | \$3,193.77               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PB-OLDEV         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | OL CONNECT - DEVELOPMENT LICENSE                                     | \$3,750.00     | \$3,262.50               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | \$750.00                  | \$600.00                                       | 20%        | \$55.74                               |
| SLEP             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | E-CERTIFIED/ERR PRODUCTIVITY PACK                                    | \$3,750.00     | \$3,262.50               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SLEPSE           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SPE USPS BPOD SPLITTER TOOL  | \$3,750.00     | \$3,262.50               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PB-OL-CPCL       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | OL CONNECT - PCL INPUT   | \$3,795.00     | \$3,301.65               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | \$767.00                  | \$613.60                                       | 20%        | \$57.00                               |
| TSUC             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ADD 10 SITE W/ MULTIPLE WORKSTATIONS                                 | \$4,002.00     | \$3,321.66               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$664.00                  | \$531.20                                       | 20%        | \$49.35                               |
| LOCKER1          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER O   | \$5,354.00     | \$3,325.76               | 38%        | \$83.00                    | \$66.40   | 20%        | \$6.17                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERA1         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | KIOSK COLUMN A1 CAM, BARC, UPS, HUB                                  | \$4,733.00     | \$3,353.98               | 29%        | \$57.00                    | \$45.60   | 20%        | \$4.24                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERPK         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PARCELPPOINT KIOSK   | \$5,049.00     | \$3,403.19               | 33%        | \$93.00                    | \$74.40   | 20%        | \$6.91                                 | n/a                       | n/a  | n/a        | n/a                                   |
| PTTAPROTBWIFI    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ZTC53 TRACKING ASSISTANT WIFI ONLY                                   | \$3,943.63     | \$3,430.96               | 13%        | \$293.00                   | \$234.40  | 20%        | \$21.78                                | n/a                       | n/a  | n/a        | n/a                                   |
| PTTAPROTBWIFI    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ZTC53 TRACKING ASSISTANT WIFI FOR FR                                 | \$3,943.63     | \$3,430.96               | 13%        | \$293.00                   | \$234.40  | 20%        | \$21.78                                | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERP          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER P   | \$5,155.00     | \$3,453.85               | 33%        | \$74.00                    | \$59.20   | 20%        | \$5.50                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERQ          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER Q   | \$5,155.00     | \$3,453.85               | 33%        | \$74.00                    | \$59.20   | 20%        | \$5.50                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERT          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER T   | \$5,155.00     | \$3,453.85               | 33%        | \$74.00                    | \$59.20   | 20%        | \$5.50                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERL          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER L   | \$5,553.00     | \$3,467.57               | 38%        | \$92.00                    | \$73.60   | 20%        | \$6.84                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERM          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER M   | \$5,553.00     | \$3,467.57               | 38%        | \$92.00                    | \$73.60   | 20%        | \$6.84                                 | n/a                       | n/a  | n/a        | n/a                                   |
| OL-CPRO-FEE      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | OL CONNECT - PROFESSIONAL - RE-ENTRY FEE                             | \$4,000.00     | \$3,480.00               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTTAPROTBCELL    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ZTC58 TRACKING ASSISTANT CELLULAR                                    | \$4,144.23     | \$3,605.48               | 13%        | \$308.00                   | \$246.40  | 20%        | \$22.89                                | n/a                       | n/a  | n/a        | n/a                                   |
| PTTAPROTBCELL    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ZTC58 TRACKING ASSISTANT CELLULAR FOR FR                             | \$4,144.23     | \$3,605.48               | 13%        | \$308.00                   | \$246.40  | 20%        | \$22.89                                | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERN          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER N   | \$5,354.00     | \$3,640.72               | 32%        | \$83.00                    | \$66.40   | 20%        | \$6.17                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKER-S         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER S   | \$5,354.00     | \$3,640.72               | 32%        | \$83.00                    | \$66.40   | 20%        | \$6.17                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKOU2          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | OUTDOOR PP KIOSK DOOR ADA NO CARD                                    | \$4,800.00     | \$3,648.00               | 24%        | \$804.00                   | \$643.20  | 20%        | \$59.75                                | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKER-CBC-NOUI  | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | LOCKER CBC WITHOUT UI EXCL COMPARTMENTS                              | \$4,199.00     | \$3,650.00               | 13%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERK          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER K   | \$5,553.00     | \$3,776.04               | 32%        | \$92.00                    | \$73.60   | 20%        | \$6.84                                 | n/a                       | n/a  | n/a        | n/a                                   |
| AC2100-102-00-01 | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PP CONNECT CARE - REENTRY  | \$4,560.00     | \$3,967.00               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKOU3          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | UI FOR NEW IN, OUT LOCKER WITH RFID                                  | \$4,560.00     | \$3,967.00               | 13%        | \$600.00                   | \$480.00  | 20%        | \$44.59                                | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERH          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER H   | \$5,952.00     | \$4,113.49               | 31%        | \$130.00                   | \$104.00  | 20%        | \$9.66                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERJ          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | UI PANEL WITH BARCODE SCANNER DOOR                                   | \$7,197.38     | \$4,197.38               | 42%        | \$767.00                   | \$613.60  | 20%        | \$57.00                                | n/a                       | n/a  | n/a        | n/a                                   |
| 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     | \$4,314.75               | 25%        | \$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     | \$4,314.75               | 25%        | \$122.00                   | \$97.60   | 20%        | \$9.07                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERA2         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | KIOSK COLUMN A2: MMKMMM  | \$5,101.44     | \$4,387.24               | 14%        | \$66.00                    | \$52.80   | 20%        | \$4.91                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERA3         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | KIOSK COLUMN A3: MMKSSL  | \$5,101.44     | \$4,387.24               | 14%        | \$66.00                    | \$52.80   | 20%        | \$4.91                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERE          | 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                                   |
| LOCKERA4         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | KIOSK COLUMN A4: MMKSSMM   | \$5,291.55     | \$4,550.73               | 14%        | \$75.00                    | \$60.00   | 20%        | \$5.57                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERG          | 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                                   |
| LOCKOU4          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | UI FOR NEW IN, OUT LOCKER W RFID, ADA                                | \$5,400.00     | \$4,698.00               | 13%        | \$690.00                   | \$552.00  | 20%        | \$51.28                                | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERAS         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | KIOSK COLUMN AS: SSSKSSL   | \$5,481.65     | \$4,714.22               | 14%        | \$84.00                    | \$67.20   | 20%        | \$6.24                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERA6         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | KIOSK COLUMN A6: MMSKMM  | \$5,481.65     | \$4,714.22               | 14%        | \$84.00                    | \$67.20   | 20%        | \$6.24                                 | n/a                       | n/a  | n/a        | n/a                                   |
| TRUM             | SOFTWARE, LICENSE AND SUBSCRIPTION             | UPGRADE ARRIVAL SOFTWARE ONLY TO MULTIPLE SITE UNLIMITED WORKSTATION | \$5,725.00     | \$4,751.75               | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$1,656.00                | \$1,324.80                                     | 20%        | \$123.07                              |
| LOCKERA          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER A   | \$6,948.00     | \$4,820.46               | 31%        | \$174.00                   | \$139.20  | 20%        | \$12.93                                | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERD          | 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                                   |
| RIPS             | SOFTWARE, LICENSE AND SUBSCRIPTION             | RELAY INTEGRITY PRO  | \$5,588.00     | \$4,861.56               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | \$593.00                  | \$474.40                                       | 20%        | \$44.07                               |
| LOCKERA7         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | KIOSK COLUMN A7: MMSKSSMM  | \$5,671.76     | \$4,877.71               | 14%        | \$93.00                    | \$74.40   | 20%        | \$6.91                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERC          | 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                                   |
| SPESSVE          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PLANETPRESS CONTACT PLUG-IN  | \$5,724.00     | \$4,979.88               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| BMSU3            | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | UPGRADE TO SQL EDITION FOR CURRENT CUSTOMERS                         | \$5,771.00     | \$5,020.77               | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKER8          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | KIOSK COLUMN A8: SSSKSSMM  | \$5,861.86     | \$5,041.20               | 14%        | \$102.00                   | \$81.60   | 20%        | \$7.58                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERB          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER B   | \$6,749.00     | \$5,129.24               | 24%        | \$165.00                   | \$132.00  | 20%        | \$12.76                                | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKERA9         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | KIOSK COLUMN A9: SSSKSSSSSS  | \$6,051.97     | \$5,204.69               | 14%        | \$111.00                   | \$88.80   | 20%        | \$8.25                                 | 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                               |
| LXAE             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INDOOR FRONT LOAD ALL-MEDIUM SIZED ADD-ON LOCKER                     | \$6,236.00     | \$5,425.00               | 13%        | \$699.00                   | \$559.20  | 20%        | \$51.95                                | n/a                       | n/a  | n/a        | n/a                                   |
| LXAG             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INDOOR FRONT LOAD EXTRA LARGE ADD-ON LOCKER                          | \$6,236.00     | \$5,425.00               | 13%        | \$280.00                   | \$224.00  | 20%        | \$20.81                                | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKUI3          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | UI PANEL WITH BARCODE SCANNER, RFID                                  | \$6,250.00     | \$5,437.50               | 13%        | \$600.00                   | \$480.00  | 20%        | \$44.59                                | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKUI2          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | UI PANEL WITH BARCODE AND ADA DOOR                                   | \$7,369.65     | \$5,600.93               | 24%        | \$804.00                   | \$643.20  | 20%        | \$59.75                                | n/a                       | n/a  | n/a        | n/a                                   |
| RETROU1          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | UI PANEL WITH BARCODE SCANNER DOOR WITH SCAN AND ELECTRONICS PKG     | \$6,625.00     | \$5,631.25               | 15%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| BM52             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | CLIENT HOST WORKSTATION W/FLAT PANEL MONITOR                         | \$6,950.00     | \$5,768.50               | 17%        | \$617.00                   | \$493.60  | 20%        | \$45.86                                | \$624.00                  | \$499.20                                       | 20%        | \$46.38                               |
| LXAD             | SOFTWARE, LICENSE AND                          |  |                |                          |            |                            |   |            |  |                           |  |            |                                       |

| 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. | Offerors 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 |
|--------------------|--|--|----------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| RETROI4            | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | UI PANEL WITH BARCODE SCANNER DOOR WITH SCAN AND ELECTRONICS PKG | \$9,317.54     | \$8,106.26               | 13%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKINXL           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INDOOR PARCELPOINT DUAL ADD ON XXL                               | \$10,019.20    | \$8,716.70               | 13%        | \$48.00                    | \$38.40   | 20%        | \$3.57                                 | n/a                       | n/a  | n/a        | n/a                                   |
| BMS1               | SOFTWARE, LICENSE AND SUBSCRIPTION             | BUSINESS MANAGER HOST WORKSTATION SOFTWARE                       | \$10,607.00    | \$8,803.81               | 17%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | \$1,186.00                | \$948.80                                       | 20%        | \$88.14                               |
| TZ1                | 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                              |
| LXAK               | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INDOOR FRONT LOAD HIGH DENSITY                                   | \$10,794.00    | \$9,391.00               | 13%        | \$1,649.00                 | \$1,119.20                                      | 20%        | \$122.55                               | n/a                       | n/a  | n/a        | n/a                                   |
| SDTK               | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SOFTWARE DEVELOPER TOOL KIT                                      | \$9,955.41     | \$11,443.00              | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKER-CBC-WITHUI  | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | LOCKER CBC WITH UI EXCL COMPARTMENTS                             | \$11,540.00    | \$10,029.00              | 13%        | \$0.00                     | \$0.00  | 0%         | \$0.00                                 | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKOUTF           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | OUTDOOR PPOINT DUAL ADD ON M SSSSSSSML                           | \$14,802.40    | \$10,361.68              | 30%        | \$278.00                   | \$222.40  | 20%        | \$20.66                                | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKINF            | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INDOOR PPOINT DUAL ADD-ON M SSSSSSSML                            | \$14,802.40    | \$10,361.68              | 30%        | \$278.00                   | \$222.40  | 20%        | \$20.66                                | n/a                       | n/a  | n/a        | n/a                                   |
| OL-CENT-FEE        | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | OL CONNECT - ENTERPRISE - RE-ENTRY FEE                           | \$12,043.00    | \$10,477.48              | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| LXOB               | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | OUTDOOR FRONT LOAD MAIN  | \$12,118.00    | \$10,543.00              | 13%        | \$1,286.00                 | \$1,028.80                                      | 20%        | \$95.58                                | n/a                       | n/a  | n/a        | n/a                                   |
| PB-OL-CNSD-1K      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | OL CONNECT - SEND 1000 USERS - LICENSE                           | \$12,235.00    | \$10,644.45              | 13%        | n/a                        | n/a   | n/a        | n/a                                    | \$2,448.00                | \$1,958.40                                     | 20%        | \$181.94                              |
| LOCKOUTA3          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | OUTDOOR PP DUAL KIOSK M S M M K S L M S M S S S S S L            | \$13,622.40    | \$10,897.92              | 20%        | \$205.00                   | \$164.00  | 20%        | \$15.24                                | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKIN A3          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INDOOR PP DUAL KIOSK M S M M K S L M S M S S S S S L             | \$13,622.40    | \$10,897.92              | 20%        | \$148.00                   | \$118.40  | 20%        | \$11.00                                | n/a                       | n/a  | n/a        | n/a                                   |
| PB-OL-CPRO         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | OL CONNECT - PROFESSIONAL LICENSE                                | \$15,000.00    | \$13,050.00              | 13%        | n/a                        | n/a   | n/a        | n/a                                    | \$3,000.00                | \$2,400.00                                     | 20%        | \$222.96                              |
| LOCKEXP4           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | EXPRESS LOCKER 4   | \$18,675.00    | \$14,059.63              | 25%        | \$331.00                   | \$264.80  | 20%        | \$24.60                                | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKSYS2           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INDOOR PARCELPOINT DUAL ADD ON XS                                | \$19,164.40    | \$16,673.03              | 13%        | \$572.00                   | \$457.60  | 20%        | \$42.51                                | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKOUTXS          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | OUTDOOR PARCELPOINT DUAL ADD ON XS                               | \$19,164.40    | \$16,673.03              | 13%        | \$572.00                   | \$457.60  | 20%        | \$42.51                                | n/a                       | n/a  | n/a        | n/a                                   |
| TRMM               | SOFTWARE, LICENSE AND SUBSCRIPTION             | MULTIPLE SITE UNLIMITED WORKSTATION                              | \$20,865.00    | \$17,317.95              | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$3,273.00                | \$2,618.40                                     | 20%        | \$243.25                              |
| PB-OL-CENT-UPG     | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | UPGRADE TO OL CONNECT ENTERPRISE                                 | \$20,075.00    | \$17,465.25              | 13%        | n/a                        | n/a   | n/a        | n/a                                    | \$8,083.00                | \$6,466.40                                     | 20%        | \$600.73                              |
| LOCKEXP5           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | EXPRESS LOCKER 5   | \$23,258.00    | \$17,508.73              | 25%        | \$423.00                   | \$338.40  | 20%        | \$31.44                                | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKSYS5           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER SYS5  | \$23,325.00    | \$20,293.00              | 13%        | \$1,730.00                 | \$1,384.00                                      | 20%        | \$128.57                               | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKSYS6           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER SYS6  | \$23,524.00    | \$20,466.00              | 13%        | \$1,746.00                 | \$1,396.80                                      | 20%        | \$129.76                               | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKEXP6           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | EXPRESS LOCKER 6   | \$27,940.00    | \$21,033.18              | 25%        | \$514.00                   | \$411.20  | 20%        | \$38.20                                | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKSYS4           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER SYS4  | \$24,720.00    | \$21,506.00              | 13%        | \$1,842.00                 | \$1,473.60                                      | 20%        | \$136.90                               | n/a                       | n/a  | n/a        | n/a                                   |
| CARRIER-API        | SOFTWARE, LICENSE AND SUBSCRIPTION             | CARRIER API  | \$25,000.00    | \$21,750.00              | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKSYS3           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER SYS3  | \$25,118.00    | \$21,853.00              | 13%        | \$1,875.00                 | \$1,500.00                                      | 20%        | \$139.35                               | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKSYS2           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER SYS2  | \$25,317.00    | \$22,026.00              | 13%        | \$1,891.00                 | \$1,512.80                                      | 20%        | \$140.54                               | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKSYS1           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INTELLIGENT LOCKER SYS1  | \$27,310.00    | \$23,760.00              | 13%        | \$2,052.00                 | \$1,641.60                                      | 20%        | \$152.51                               | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKEXP7           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | EXPRESS LOCKER 7   | \$32,523.00    | \$24,482.30              | 25%        | \$606.00                   | \$484.80  | 20%        | \$45.04                                | n/a                       | n/a  | n/a        | n/a                                   |
| CARRIER-CUSTOM     | SOFTWARE, LICENSE AND SUBSCRIPTION             | CARRIER CUSTOM   | \$30,000.00    | \$26,100.00              | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SPE-HS             | SOFTWARE, LICENSE AND SUBSCRIPTION             | HOSTING SERVICES   | \$31,800.00    | \$27,666.00              | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| TSMX               | SOFTWARE, LICENSE AND SUBSCRIPTION             | ADD 10 SITES W/ MULTIPLE WORKSTATIONS                            | \$35,203.00    | \$29,218.49              | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$5,843.00                | \$4,674.40                                     | 20%        | \$434.25                              |
| SSK-SET            | SOFTWARE, LICENSE AND SUBSCRIPTION             | SELF-SERVICE SHIPPING KIOSK                                      | \$35,000.00    | \$30,450.00              | 13%        | \$3,350.00                 | \$2,680.00                                      | 20%        | \$248.97                               | n/a                       | n/a  | n/a        | n/a                                   |
| PB-OL-CENT         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | OL CONNECT - ENTERPRISE LICENSE                                  | \$40,145.00    | \$34,926.15              | 13%        | n/a                        | n/a   | n/a        | n/a                                    | \$8,083.00                | \$6,466.40                                     | 20%        | \$600.73                              |
| TSML               | SOFTWARE, LICENSE AND SUBSCRIPTION             | ADD 50 SITES W/ MULTIPLE WORKSTATIONS                            | \$151,114.00   | \$125,424.62             | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$25,080.00               | \$20,064.00                                    | 20%        | \$1,863.96                            |
| TSMC               | SOFTWARE, LICENSE AND SUBSCRIPTION             | ADD 100 SITES W/ MULTIPLE WORKSTATIONS                           | \$250,712.00   | \$208,099.96             | 17%        | n/a                        | n/a   | n/a        | n/a                                    | \$41,610.00               | \$33,288.00                                    | 20%        | \$3,092.47                            |
| TRPD-MH            | SOFTWARE, LICENSE AND SUBSCRIPTION             | USPS TRACKING SERVICES-NO ACTIVATION                             | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ERB1               | SOFTWARE, LICENSE AND SUBSCRIPTION             | ERETURN RECEIPT FEATURE  | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ERB3               | SOFTWARE, LICENSE AND SUBSCRIPTION             | ERETURN RECEIPT FEATURE  | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| G9SS-MH            | SOFTWARE, LICENSE AND SUBSCRIPTION             | USPS TRACKING SERVICES-NO ACTIVATION                             | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ILP-SS10           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | LOCKER OS INTEGRATION  | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| M9SS-MH            | SOFTWARE, LICENSE AND SUBSCRIPTION             | USPS TRACKING SERVICES-NO ACTIVATION                             | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| NV90               | SOFTWARE, LICENSE AND SUBSCRIPTION             | INVIEW SUBSCRIPTION  | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| NV99               | SOFTWARE, LICENSE AND SUBSCRIPTION             | INVIEW SOFTWARE  | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PBIL-SST           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | LOCKER CONNECTOR PBIL  | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PT11               | SOFTWARE, LICENSE AND SUBSCRIPTION             | SPO/PITNEYSHIP POSTAL ACCESS                                     | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PT18               | SOFTWARE, LICENSE AND SUBSCRIPTION             | SPO/PITNEYSHIP MAILING   | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PT1A               | SOFTWARE, LICENSE AND SUBSCRIPTION             | SPO/PITNEYSHIP BASIC 1 USER                                      | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PT1N               | SOFTWARE, LICENSE AND SUBSCRIPTION             | SINGLE USER  | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PT1K               | SOFTWARE, LICENSE AND SUBSCRIPTION             | WEB BROWSER INTEGRATION  | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTK3               | SOFTWARE, LICENSE AND SUBSCRIPTION             | CONNECT+ METER INTEGRATION                                       | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTKA               | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | US MARKET  | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SPEPP000           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SPE PURCHASE POWER BUNDLE - CLEANUP                              | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SPE-USPSAPI        | SOFTWARE, LICENSE AND SUBSCRIPTION             | USPS SHIPPING API  | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SSLSHAPI           | SOFTWARE, LICENSE AND SUBSCRIPTION             | SSL SHIPPING API   | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTNY-ANALYTICS     | SOFTWARE, LICENSE AND SUBSCRIPTION             | PITNEYANALYTICS  | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTNY-TRACK         | SOFTWARE, LICENSE AND SUBSCRIPTION             | PITNEYTRACK  | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CAAL               | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | BRONZE COST ACCTG FOR SP MAIL CENTER                             | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ERB1               | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | INCLUDES USPS EN   | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| LBVL0L             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | LABEL VOLUME BAND  | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| NUMCAR             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | NUMBER OF CARRIERS   | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| NUMDEVICE          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | NUMBER OF DEVICES  | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| NUMLOCATIONS       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | NUMBER OF LOCATIONS  | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| NUMUSERS           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | NUMBER OF USERS  | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTXK               | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PITNEYTRACK INBOUND  | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SPE-REGIONAL       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SPE REGIONAL CARRIER SUBSCRIPTION                                | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | \$2,940.00                | \$2,352.00                                     | 20%        | \$218.50                              |
| SYLP3              | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ANALYTICS ACTIVATION FOR LOCKERS                                 | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SYMAL03            | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ANALYTICS ACTIVATION FOR MAILING                                 | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SYSP3              | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ANALYTICS ACTIVATION FOR 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                                   |
| SYSP3              | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ANALYTICS ACTIVATION FOR SPE, PITNEYSHIP ENTERPRISE              | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SYSP3              | 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                                   |
| SYST03             | 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                                   |
| ILPTRACK           | 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                                   |
| PTNY-SHP-PRO       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PITNEYSHIPRO   | \$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-SMD0    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | DATA RETAIN 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                                   |
| PTKHV              | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PITNEYSHIP MAILCENTER 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-PT10    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | DATA RETAIN SENDING PT10   | \$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 | DATA RETENTION 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                                   |
| SRUSPSTRUST        | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SP360 USPS TRUST   | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSLEWD00DESUB      | SOFTWARE, LICENSE AND SUBSCRIPTION             | PS ENTERPRISE-LOW CODE SUBSCRIPTPN                               | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CONNECTOR-SCR      | SOFTWARE, LICENSE AND SUBSCRIPTION             | CONNECTOR - SCRIPTPRO  | \$0.00/MONTH   | \$0.00/MONTH             | 0%         | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CONNECTOR-EPIC     | SOFTWARE, LICENSE AND SUBSCRIPTION             | CONNECTOR - EPIC HEALTH  | \$0.00/MONTH   |                          |            |                            |   |            |  |                           |  |            |                                       |

**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.  
**NO VOLUME OR TERM DISCOUNTS INCLUDED**

Offerors Response

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 |
|--------------------|--|---|-------------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| IL4FEDMOD          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | TIER 1 ENH IT SEC CONTROLS MIN 373-ENTER                    | \$15,291.85       | \$13,303.91/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                                   |
| DATARETAIN-SND5    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | DATA RETAIN SENDING 5                                       | \$15.00/MONTH     | \$13.05/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CAABL              | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | BASIC COST ACCTG FOR SP MAIL CENTER                         | \$15.00/MONTH     | \$13.05/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SYAB35L            | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | STANDALONE ANALYTICS (SINGLE LOC)                           | \$16.00/MONTH     | \$13.92/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  | \$150.00/MONTH    | \$130.50/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 360-ECOM-CON       | SOFTWARE, LICENSE AND SUBSCRIPTION             | 360-ECOM-CONNECTOR  | \$150.00/MONTH    | \$130.50/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| TACP10             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | 4G CELLULAR DATA PLAN FOR TA DEVICES                        | \$150.00/MONTH    | \$130.50/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CDSF10             | 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                                   |
| NVMF               | SOFTWARE, LICENSE AND SUBSCRIPTION             | INVIEW DASHBOARD - UP TO 100 METERS                         | \$150.00/MONTH    | \$131.00/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTIQ               | 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                                   |
| SP3-SSO            | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SP360 SINGLE SIGN ON  | \$158.00/MONTH    | \$137.46/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTI4               | SOFTWARE, LICENSE AND SUBSCRIPTION             | SPO/PITNEYSHIP MULTICARRIER                                 | \$18.00/MONTH     | \$14.22/MONTH            | 21%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTIC               | SOFTWARE, LICENSE AND SUBSCRIPTION             | SPO/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                                   |
| MPS5-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                                   |
| SYAD311            | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ANALYTICS 360 TIER A1                                       | \$164.00/MONTH    | \$142.68/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CA360E             | 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                                   |
| CAAE               | 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                                   |
| PSE-250000         | SOFTWARE, LICENSE AND SUBSCRIPTION             | PS ENTERPRISE-250000 TRANSACTIONS MONTH                     | \$18,252.00/MONTH | \$15,879.24/MONTH        | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTIE               | SOFTWARE, LICENSE AND SUBSCRIPTION             | SPO/PITNEYSHIP UNLIMITED                                    | \$180.00/MONTH    | \$157.00/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSP-S-LAUSPS       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PSP LOCATION ADMINISTRATION - USPS                          | \$20.00/MONTH     | \$17.40/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSE-S-LAUSPS       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PSE LOCATION ADMINISTRATION - USPS                          | \$20.00/MONTH     | \$17.40/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| BYOAD              | 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                                   |
| PTA                | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PTA TRACKING UP TO 10000 ASSETS                             | \$199.00/MONTH    | \$173.13/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SSC-WEB-APP        | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | LOSS WEB APP  | \$199.00/MONTH    | \$173.13/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| BYOAD10            | 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                                   |
| ADDISONLEE-UPDATES | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | CARRIER UPDATES - ADDISON-LEE                               | \$200.00/MONTH    | \$174.00/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CARRIER-UPDATES    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | CARRIER UPDATES - CUSTOM OR API                             | \$200.00/MONTH    | \$174.00/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| GLSUS-UPDATES      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | CARRIER UPDATES - GLSUS                                     | \$200.00/MONTH    | \$174.00/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ONTRAC-UPDATES     | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | CARRIER UPDATES - ONTRAC                                    | \$200.00/MONTH    | \$174.00/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SPEEDEE-UPDATES    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | CARRIER UPDATES - SPEEDEE                                   | \$200.00/MONTH    | \$174.00/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ROADIES-US-UPDATES | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | CARRIER UPDATES - ROADIES US                                | \$200.00/MONTH    | \$174.00/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| RX2GO-US-UPDATES   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | CARRIER UPDATES - RX2GO US                                  | \$200.00/MONTH    | \$174.00/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSE-300000         | SOFTWARE, LICENSE AND SUBSCRIPTION             | PS ENTERPRISE-300000 TRANSACTIONS MONTH                     | \$21,827.00/MONTH | \$18,989.49/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                                   |
| SENDPHS            | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | DEVICERUB SOFTWARE  | \$22.00/MONTH     | \$19.14/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SENDERR            | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SP360/PITNEYSHIP PRO ERR BUNDLE                             | \$22.00/MONTH     | \$19.14/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SYFEEDTDL3         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | DATA FEED FOR SP AUTO, SP P SERIES                          | \$22.00/MONTH     | \$19.14/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SFE-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                                   |
| PS-PRO-1           | SOFTWARE, LICENSE AND SUBSCRIPTION             | 25,000 LABELS PER MONTH                                     | \$2,625.00/MONTH  | \$2,283.75/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                      | \$2,646.00/MONTH  | \$2,302.02/MONTH         | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SYAD35             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ANALYTICS 360 TIER E  | \$2,730.00/MONTH  | \$2,375.10/MONTH         | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| FEDMODL            | SOFTWARE, LICENSE AND SUBSCRIPTION             | TIER 3 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 | DATA RETAIN SENDING 3                                       | \$3.00/MONTH      | \$2.61/MONTH             | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 7H00-MLM5          | 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 CTRL PSD 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                                   |
| PS-NEG-01          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | USPS NEGOTIATED RATE LVL D1                                 | \$24.00/MONTH     | \$20.88/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 ACCESSORIES | USPS NEGOTIATED RATE LVL D1                                 | \$24.00/MONTH     | \$20.88/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 D1                                 | \$24.00/MONTH     | \$20.88/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 360-API-S-FTP      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | API SFTP HOSTING SUBSCRIPTION                               | \$24.00/MONTH     | \$20.88/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CAAC               | SOFTWARE, LICENSE AND SUBSCRIPTION             | COST ACCOUNTING GOLD PLAN                                   | \$25.00/MONTH     | \$21.75/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ERB1               | SOFTWARE, LICENSE AND SUBSCRIPTION             | ERETURN RECEIPT SUBSCRIPTION - P 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             | SPO/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             | INTEGRITY EXP SALES PAK 2500 -3500                          | \$25.00/MONTH     | \$21.75/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTL                | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PITNEYTRACK LOCATION ADDON                                  | \$25.00/MONTH     | \$21.75/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SYAB3ADDON         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SCHEDULED REPORTS AND MANUAL TRX 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                                   |
| ACSS               | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ADDRESS CORRECTION SVCS 575 / QTR                           | \$25.00/MONTH     | \$21.75/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SMNOTIFY2          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | USPS NOTIFICATION FOR MID VOLUME JK - 9,999 PER MONTH       | \$25.00/MONTH     | \$21.75/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| TACP20             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | 4G CELLULAR DATA PLAN FOR TA DEVICES                        | \$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                                   |
| SYAB3              | SOFTWARE, LICENSE AND SUBSCRIPTION             | ANALYTICS FOR METER   | \$26.00/MONTH     | \$22.62/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 | SCRIPTPRO USAGE SUBSCRIPTION                                | \$26.00/MONTH     | \$22.62/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 | MCKESSON ENTERPRISEX USAGE SUBSCRIPTION                     | \$26.00/MONTH     | \$22.62/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                                      | \$26.00/MONTH     | \$22.62/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CONNECTOR-USAGE-2  | SOFTWARE, LICENSE AND SUBSCRIPTION             | EPIC USAGE SUBSCRIPTION                                     | \$26.00/MONTH     | \$22.62/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                            | \$27.00/MONTH     | \$23.49/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                        | \$270.00/MONTH    | \$234.90/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             | 1000 LABELS PER MONTH                                       | \$270.00/MONTH    | \$234.90/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ERB4               | SOFTWARE, LICENSE AND SUBSCRIPTION             | ERETURN RECEIPT SUBSCRIPTION - C SERIES                     | \$28.00/MONTH     | \$24.30/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSE-400000         | SOFTWARE, LICENSE AND SUBSCRIPTION             | PS ENTERPRISE-400000 TRANSACTIONS MONTH                     | \$28,998.00/MONTH | \$25,238.26/MONTH        | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| DATARETAIN-SND6    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | DATA RETAIN SENDING 6                                       | \$29.00/MONTH     | \$25.23/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| DATARETAIN-SND10   | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | DATA RETAIN SENDING 10                                      | \$294.00/MONTH    | \$255.78/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SFPMCONNECT        | SOFTWARE, LICENSE AND SUBSCRIPTION             | SP360F MAILCENTER CONNECTIVITY                              | \$30.00/MONTH     | \$26.10/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSP-S-LAMC         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PSP LOCATION ADMINISTRATION-MULTICARRIER                    | \$30.00/MONTH     | \$26.10/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSE-S-LAMC         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PSE LOCATION ADMINISTRATION-MULTICARRIER                    | \$30.00/MONTH     | \$26.10/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTIX               | SOFTWARE, LICENSE AND SUBSCRIPTION             | PITNEYTRACK INBOUND   | \$299.00/MONTH    | \$260.13/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| BYOAD15            | SOFTWARE, LICENSE AND SUBSCRIPTION             | BRING YOUR OWN APPROVED DEVICE 15                           | \$300.00/MONTH    | \$261.00/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| COUNTRY-UPDATES    | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | COUNTRY UPDATES   | \$300.00/MONTH    | \$261.00/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SP360ML10          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SP360-PITNEYSHIP PRO 12 LOCATIONS                           | \$315.00/MONTH    | \$274.05/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SYAD32             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ANALYTICS 360 TIER B  | \$328.00/MONTH    | \$285.36/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSE-25000          | SOFTWARE, LICENSE AND SUBSCRIPTION             | PS ENTERPRISE-25000 TRANSACTIONS MONTH                      | \$3,964.00/MONTH  | \$3,448.68/MONTH         | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SYAD36             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ANALYTICS 360 TIER F  | \$4,040.00/MONTH  | \$3,514.80/MONTH         | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PS-PRO-J           | SOFTWARE, LICENSE AND SUBSCRIPTION             | PS PRO - 50,000 TRAN  |                   |                          |            |                            |   |            |  |                           |  |            |                                       |

| 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> | Offerors Response |
| 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 |
|------------------|--|--|-------------------|--------------------------|------------|----------------------------|---|------------|--|---------------------------|--|------------|---------------------------------------|
| CDSF1            | SOFTWARE, LICENSE AND SUBSCRIPTION             | CELLULAR CONNECTION FOR SENDPRO MAILSTATION                            | \$5.00/MONTH      | \$4.35/MONTH             | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKPPSUBC       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | LOCKER COLUMN SUBSCRIPTION   | \$5.00/MONTH      | \$4.35/MONTH             | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| DATARETAIN-PT1   | SOFTWARE, LICENSE AND SUBSCRIPTION             | DATA RETENTION SUBSCRIPTION 3 - 10 YEARS                               | \$5.00/MONTH      | \$4.35/MONTH             | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTIT             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | BASIC SINGLE CARRIER WITH STAMPS                                       | \$5.00/MONTH      | \$4.35/MONTH             | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ILCOS            | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | LOCKER OS BANK   | \$49.00/MONTH     | \$42.60/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| LOCKOAYUSE       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PARCELPOINT DAY USE FEATURE SUBSCR                                     | \$49.00/MONTH     | \$42.63/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SP360LOCKSF      | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SP360 LOCKER MANAGEMENT  | \$49.00/MONTH     | \$42.63/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| NVMD             | SOFTWARE, LICENSE AND SUBSCRIPTION             | INVIEW DASHBOARD - UP TO 20 METERS                                     | \$50.00/MONTH     | \$43.50/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| RC9F             | SOFTWARE, LICENSE AND SUBSCRIPTION             | INTEGRITY EXPRESS RELAY 2500-4500                                      | \$50.00/MONTH     | \$43.50/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SMSNOTIFY1       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SMS NOTIFICATION FOR LOW VOLUME 1-999 PER MONTH                        | \$50.00/MONTH     | \$43.50/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTES             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PITNEYTRACK ENTERPRISE SUBSCRIPTION                                    | \$499.00/MONTH    | \$434.13/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SMSNOTIFY3       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SMS NOTIFICATION FOR HIGH VOLUME 10K PLUS PER MONTH                    | \$500.00/MONTH    | \$435.00/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSE-70000        | SOFTWARE, LICENSE AND SUBSCRIPTION             | PS ENTERPRISE-70000 TRANSACTIONS MONTH                                 | \$50,760.00/MONTH | \$44,161.20/MONTH        | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 4W00-MLMS        | SOFTWARE, LICENSE AND SUBSCRIPTION             | METER SUBSCRIPTION FOR GREEN CONNECT+500 / SENDPRO P SERIES METER15000 | \$52.00/MONTH     | \$45.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 4W00-MMMS        | SOFTWARE, LICENSE AND SUBSCRIPTION             | METER SUBSCRIPTION FOR CONNECT GREEN+1000/2000 & SENDPRO P1000/2000    | \$52.00/MONTH     | \$45.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 7W00-ML          | SOFTWARE, LICENSE AND SUBSCRIPTION             | METER SUBSCRIPTION FOR MAILCENTER 1000                                 | \$52.00/MONTH     | \$45.24/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 7W00-MM          | SOFTWARE, LICENSE AND SUBSCRIPTION             | METER SUBSCRIPTION FOR MAILCENTER 2000                                 | \$52.00/MONTH     | \$45.24/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SP360ML25        | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SP360/PITNEYSHIP PRO 25 LOCATIONS                                      | \$525.00/MONTH    | \$456.75/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| G900-MMMS        | SOFTWARE, LICENSE AND SUBSCRIPTION             | METER SUBSCRIPTION FOR DM400 SERIES                                    | \$53.00/MONTH     | \$46.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CONNECTOR-BASE-B | SOFTWARE, LICENSE AND SUBSCRIPTION             | EPIC HEALTH CONNECTOR SUBSCRIPTION                                     | \$53.00/MONTH     | \$46.11/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CONNECTOR-BASE-C | SOFTWARE, LICENSE AND SUBSCRIPTION             | MCKESSON ENTERPRISEXK CONNECTOR SUBSCRPTN                              | \$53.00/MONTH     | \$46.11/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SYAD321          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ANALYTICS 360 TIER B1  | \$546.00/MONTH    | \$475.02/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PS-PRO-E         | SOFTWARE, LICENSE AND SUBSCRIPTION             | 2,500 LABELS PER MONTH   | \$560.00/MONTH    | \$476.00/MONTH           | 15%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| DATARETAIN-SND4  | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | DATA RETAIN SENDING 4  | \$6.00/MONTH      | \$5.22/MONTH             | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| DATARETAIN-SND8  | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | DATA RETAIN SENDING 8  | \$59.00/MONTH     | \$51.33/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| DATARETAIN-SND11 | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | DATA RETAIN SENDING 11   | \$588.00/MONTH    | \$511.56/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| BYOAD3           | SOFTWARE, LICENSE AND SUBSCRIPTION             | BRING YOUR OWN APPROVED DEVICE 3                                       | \$60.00/MONTH     | \$52.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CAAD             | SOFTWARE, LICENSE AND SUBSCRIPTION             | COST ACCOUNTING PLATINUM PLAN  | \$60.00/MONTH     | \$52.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CAADL            | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ENTERPRISE COST ACCTG FOR SP MAIL CENTER                               | \$60.00/MONTH     | \$52.20/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SP360ML50        | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SP360/PITNEYSHIP PRO 50 LOCATIONS                                      | \$630.00/MONTH    | \$548.10/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| G900-MMMS        | SOFTWARE, LICENSE AND SUBSCRIPTION             | METER SUBSCRIPTION FOR DM475 SERIES                                    | \$64.00/MONTH     | \$56.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SYAD31           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ANALYTICS 360 TIER A   | \$65.00/MONTH     | \$56.55/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PS-PRO-X         | SOFTWARE, LICENSE AND SUBSCRIPTION             | PS PRO - 100,000 TRANSACTIONS PER MONTH                                | \$6,935.00/MONTH  | \$6,033.45/MONTH         | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSE-75000        | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PS ENTERPRISE-75000 TRANSACTIONS MONTH                                 | \$7,335.00/MONTH  | \$6,381.45/MONTH         | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SYADV3           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ADVANCED ADVISOR   | \$7.00/MONTH      | \$6.09/MONTH             | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SYCARR3          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | CARRIER ANALYTICS ADD-ON   | \$7.00/MONTH      | \$6.09/MONTH             | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SYRETJ3          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ORDERS AND RETURNS ANALYTICS ADD-ON                                    | \$7.00/MONTH      | \$6.09/MONTH             | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 7P90-ML          | SOFTWARE, LICENSE AND SUBSCRIPTION             | USPS TRACKING SERVICES ACTIVATION                                      | \$7.00/MONTH      | \$6.10/MONTH             | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| GRSS-ML          | SOFTWARE, LICENSE AND SUBSCRIPTION             | USPS TRACKING SERVICES ACTIVATION                                      | \$7.00/MONTH      | \$6.10/MONTH             | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| NVMB             | SOFTWARE, LICENSE AND SUBSCRIPTION             | INVIEW DASHBOARD - UP TO 2 METERS                                      | \$7.00/MONTH      | \$6.10/MONTH             | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTKM             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SENDPRO CSD1 PRINTING  | \$7.00/MONTH      | \$6.10/MONTH             | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTKN             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SENDPRO CSD1 PRINTING UPGRADE  | \$7.00/MONTH      | \$6.10/MONTH             | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PS-PRO-B         | SOFTWARE, LICENSE AND SUBSCRIPTION             | 100 LABELS PER MONTH   | \$75.00/MONTH     | \$60.00/MONTH            | 21%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSE-1000         | SOFTWARE, LICENSE AND SUBSCRIPTION             | PS ENTERPRISE-1000 TRANSACTIONS MONTH                                  | \$734.00/MONTH    | \$638.58/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CONNECTOR-BASE-A | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SCRIPTPRO - SUBSCRIPTION AND SFTP                                      | \$74.00/MONTH     | \$64.38/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CDSF14           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | CELLULAR ROUTER  | \$75.00/MONTH     | \$65.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CDSG3            | SOFTWARE, LICENSE AND SUBSCRIPTION             | CELLULAR SUBSCRIPTION  | \$75.00/MONTH     | \$65.25/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| TACP4            | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | 4G CELLULAR DATA PLAN FOR TA DEVICES                                   | \$75.00/MONTH     | \$65.25/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 4W00-MMMS        | SOFTWARE, LICENSE AND SUBSCRIPTION             | METER SUBSCRIPTION FOR CONNECT GREEN+3000 & SENDPRO P3000              | \$76.00/MONTH     | \$66.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| 7W00-MH          | SOFTWARE, LICENSE AND SUBSCRIPTION             | METER SUBSCRIPTION FOR MAILCENTER 3000                                 | \$76.00/MONTH     | \$66.12/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| FEDMODM          | SOFTWARE, LICENSE AND SUBSCRIPTION             | TIER 2 ENH IT SEC CONTROLS MIN 325- MAX 12 LOCATIONS                   | \$8,620.00/MONTH  | \$7,500.00/MONTH         | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| BYOAD4           | SOFTWARE, LICENSE AND SUBSCRIPTION             | BRING YOUR OWN APPROVED DEVICE 4                                       | \$80.00/MONTH     | \$70.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SYAD33           | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ANALYTICS 360 TIER C   | \$874.00/MONTH    | \$760.38/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| DATARETAIN-SND12 | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | DATA RETAIN SENDING 12   | \$882.00/MONTH    | \$767.34/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                                 | \$9,234.00/MONTH  | \$8,033.58/MONTH         | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PS-PRO-L         | SOFTWARE, LICENSE AND SUBSCRIPTION             | PS PRO - 150,000 TRANSACTIONS PER MONTH                                | \$9,450.00/MONTH  | \$8,221.50/MONTH         | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CDSF2            | SOFTWARE, LICENSE AND SUBSCRIPTION             | CELLULAR CONNECTION FOR SENDPRO C                                      | \$10.00/MONTH     | \$8.70/MONTH             | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTIB             | SOFTWARE, LICENSE AND SUBSCRIPTION             | SPO/PITNEYSHIP BASIC 50 USERS  | \$10.00/MONTH     | \$8.70/MONTH             | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTIP             | SOFTWARE, LICENSE AND SUBSCRIPTION             | UP TO 50 USERS WITHOUT HARDWARE OR METER                               | \$10.00/MONTH     | \$8.70/MONTH             | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PTIR             | SOFTWARE, LICENSE AND SUBSCRIPTION             | UP TO 50 USERS WITH HARDWARE OR METER                                  | \$10.00/MONTH     | \$8.70/MONTH             | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| ALMSP360         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ALM SUPPORT FOR SP360 COST ACCOUNTS                                    | \$10.00/MONTH     | \$8.70/MONTH             | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SYACT31          | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | ACCOUNTING ADD-ON  | \$10.00/MONTH     | \$8.70/MONTH             | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SFP-NEG-03       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | USPS NEGOTIATED RATE LVL 03  | \$97.00/MONTH     | \$84.39/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSP-NEG-03       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | USPS NEGOTIATED RATE LVL 03  | \$98.00/MONTH     | \$85.26/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PT1A             | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | PTA TRACKING UP TO 1000 ASSETS   | \$99.00/MONTH     | \$86.13/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PS-PRO-F         | SOFTWARE, LICENSE AND SUBSCRIPTION             | 5,000 LABELS PER MONTH   | \$995.00/MONTH    | \$865.65/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| BYOAD5           | SOFTWARE, LICENSE AND SUBSCRIPTION             | BRING YOUR OWN APPROVED DEVICE 5                                       | \$100.00/MONTH    | \$87.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| CDSF8            | 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                                   |
| RC9E             | 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                                   |
| SP360ACTSF       | 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                                   |
| SP360QCTF        | 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                                   |
| SP360SEDSF       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SP360/PITNEYSHIP 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                                   |
| SPE-BB5OK        | SOFTWARE, LICENSE AND SUBSCRIPTION             | BLACK BOX SDK  | \$100.00/MONTH    | \$87.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| AUDITSUB         | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | AUDIT LOGGING  | \$100.00/MONTH    | \$87.00/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| TACP8            | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | 4G CELLULAR DATA PLAN FOR TA DEVICES                                   | \$100.00/MONTH    | \$87.00/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  | \$1,000.00/MONTH  | \$870.00/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSE-NEG-03       | SOFTWARE, LICENSE AND SUBSCRIPTION             | USPS NEGOTIATED RATE LVL 03  | \$102.00/MONTH    | \$88.74/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| IL4FEDMODM       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | TIER 2 ENH IT SEC CONTROLS MIN 373-MAX                                 | \$11,206.00/MONTH | \$9,749.22/MONTH         | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSE-15000        | SOFTWARE, LICENSE AND SUBSCRIPTION             | PS ENTERPRISE-15000 TRANSACTIONS MONTH                                 | \$11,210.00/MONTH | \$9,752.70/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  | \$105.00/MONTH    | \$91.35/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 SUBSCRIPNT                                 | \$105.00/MONTH    | \$91.35/MONTH            | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| SP360ML100       | SOFTWARE, LICENSE AND SUBSCRIPTION ACCESSORIES | SP360/PITNEYSHIP PRO 100 LOCATIONS                                     | \$1,050.00/MONTH  | \$913.50/MONTH           | 13%        | n/a                        | n/a   | n/a        | n/a                                    | n/a                       | n/a  | n/a        | n/a                                   |
| PSE-2500         | SOFTWARE, LICENSE AND SUBSCRIPTION             | PS ENTERPRISE-2500 TRANSACTIONS MONTH                                  | \$1,058.00/MONTH  | \$920.46/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               |
| 6COR     | \$ 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             |

**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) |
|----------|------------------|------------------|------------------|-------------------------|
| 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               |

**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) |
|----------|------------------|------------------|------------------|-------------------------|
| 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             |
| SBTT     | \$ 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                |
| SH0C     | \$ 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             |
| SHC0     | \$ 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         | \$ 38.89                |
| 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            |

Submitted September 5, 2025

Pitney Bowes - Confidential

**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%**

| SMA Item | Renewal Price |
|----------|---------------|
| 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%**

| SMA Item | Renewal Price |
|----------|---------------|
| 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            |

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**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         |

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**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            |

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**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%**

| SMA Item        | Renewal Price |
|-----------------|---------------|
| 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            |
| T10H            | \$ 401.60            |
| T15P            | \$ 300.00            |
| T16P            | \$ 300.00            |
| T19P            | \$ 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            |

**CITY OF CLE ELUM**  
**WASHINGTON**  
**RESOLUTION NO. 2025-027**

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**A RESOLUTION OF THE CITY OF CLE ELUM, WASHINGTON,  
DIRECTING ALL INTERST FROM CITY FUNDS COMMINGLED IN A  
COMMON INVESTMENT PORTFOLIO TO BE APPORTIONED  
ENTIRELY TO THE GENERAL FUND AND ADOPTING AN  
INVESTMENT POLICY DELEGATING AUTHORITY TO MAKE SUCH  
TRANSFERS TO THE CITY ADMINISTRATOR AND TREASURER**

WHEREAS, the City of Cle Elum (City) is a Washington state municipal code city, governed by Title 35A RCW; and

WHEREAS, RCW 35A.40.050 authorizes the City invest excess and inactive funds on hand in its treasury, subject statutory restrictions; and

WHEREAS, RCW 35A.40.050 states that funds available for investment may, unless otherwise restricted by law be commingled within one common investment portfolio; and

WHEREAS, RCW 35A.40.050 further states that if moneys are commingled in a common investment portfolio, all income derived therefrom may be apportioned to the general fund if the City Council determines so by resolution; and

WHEREAS, the City County desires that all investment income derived from the City's common investment portfolio be apportioned to the City's general fund.

NOW, THEREFORE, THE CITY COUNCIL OF THE CITY OF CLE ELUM, WASHINGTON, DOES RESOLVE AS FOLLOWS:

Section 1. Investment Income. The City Council hereby directs that all investment income derived from the City's common investment portfolio be apportioned to the City's general fund.

Section 1. Investment Policy Adoption. The City Council hereby adopts the "City of Cle Elum Investment Policy" attached hereto as Exhibit A and incorporated herein by this reference, which authorizes the City Administrator and Treasurer to apportion all investment income derived from the City's common investment portfolio to the general fund.

Section 2. Effective Date. This resolution shall take effect immediately upon its passage and adoption.

PASSED BY THE CLE ELUM CITY COUNCIL AT A REGULAR MEETING THEREOF ON THE \_\_\_\_ DAY OF \_\_\_\_\_, 2025.

CITY OF CLE ELUM

\_\_\_\_\_  
Matthew Lundh, Mayor

ATTEST/AUTHENTICATED:

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Debbie Lee, City Clerk

Approved as to form:

Filed with the City Clerk:

Passed by the City Council:

Resolution No.:

Date Posted:

## City of Cle Elum Investment Policy Exhibit A

### I. POLICY

It is the policy of the City of Cle Elum to invest public funds in a manner which will provide maximum security, while meeting daily cash flow demands, conforming to all state and local statutes governing the investment of public funds, while providing a market rate of return through budgetary and economic cycles.

### II. SCOPE

This investment policy applies to all financial assets of the City of Cle Elum and accounted for in the Annual Financial Report.

### III. PRUDENCE

Investments shall be made with judgment and care, under circumstances then prevailing, which persons of prudence, discretion and intelligence exercise in the management of their own affairs, not for speculation, but for investment, considering the probable safety of their capital as well as the probable income to be derived.

The standard of prudence to be used by investment officials shall be the “**Prudent Person**” standard and shall be applied in the context of managing an overall portfolio under prevailing economic conditions at the moment of investment commitments. Investment officers acting in accordance with written procedures and the investment policy and exercising due diligence, shall be relieved of personal responsibility for an individual security’s credit risk or market price changes, provided deviations from expectations are reported in a timely fashion and appropriate action is taken to control adverse developments.

In determining whether an Investment official has exercised prudence with respect to an investment decision, the determination shall be made taking into consideration the investment of all funds over which the official had responsibility rather than a consideration as to the prudence of a single investment, and, whether the investment decision was consistent with the written investment policy of the entity.

### IV. OBJECTIVES

The primary objectives, in priority order, of the City of Cle Elum investment activities shall be:

**Safety:** Safety of principal is the foremost objective of the investment program. Investments of the City of Cle Elum will be undertaken in a manner that seeks to ensure the preservation of capital in the overall portfolio. To obtain this objective, diversification is required in order that potential losses on individual securities do not exceed the income generated from the remainder of the portfolio.

## City of Cle Elum Investment Policy Exhibit A

**Liquidity:** The portfolio will remain sufficiently liquid to enable the City to meet all cash requirements that might reasonably be anticipated. This is accomplished by structuring the portfolio so that securities mature concurrent with cash needs to meet anticipated demands (static liquidity). Furthermore, since all possible cash demands cannot be anticipated, the portfolio should consist largely of securities with active secondary or resale markets (dynamic liquidity).

**Return on Investment:** The Investment portfolio shall be designed with the objective of attaining a market rate of return through budgetary and economic cycles, taking into account the City's investment risk constraints and liquidity needs. Return on investments is of secondary importance compared to the safety and liquidity objectives described above. The core of investments is limited to relatively low risk securities in anticipation of earning a fair rate of return relative to the risk being assumed. Securities shall generally be held until maturity with the following exceptions:

- A security with declining credit may be sold early to minimize the loss of principal.
- A security swap would improve the quality, yield, or target duration of the portfolio.
- Liquidity needs of the portfolio require that the security be sold early.

### V. DELEGATION OF AUTHORITY

**A.** The Administrator and Treasurer will be responsible to initiate the daily transactions in the investment portfolio based on liquidity and cash flow requirements of the city and its respective funds.

**A-B.** Pursuant to RCW 35A.40.050, the Administrator and Treasurer are authorized to apportion all investment income derived from the City's common investment portfolio to the City's general fund.

**B-C.** No person may initiate investment transactions on behalf of the Administrator and Treasurer without their express written consent.

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### VI. ETHICS AND CONFLICTS OF INTEREST

- A. Investment officials will recognize that the investment portfolio is subject to public review and evaluation. The overall program will be designed and managed with a degree of professionalism that is worthy of the public trust.
- B. Officers and employees involved in the investment process shall refrain from personal business activity that may conflict with the proper execution of the investment program, or may impair their ability to make impartial investment decisions. Investment officials

## **City of Cle Elum Investment Policy Exhibit A**

shall disclose to the Treasurer any material financial interests in financial institutions that conduct business with the City, and they will further disclose any personal financial or investment positions that could be related to the performance of the City portfolio, particularly with regard to the timing of purchases and sales.

### **VII. AUTHORIZED FINANCIAL DEALERS AND INSTITUTIONS**

Selection of a primary bank for the City of Cle Elum general banking services will be made by the Treasurer.

As required by state law, (RCW 39.58), certificates of deposit will be purchased only from those institutions approved by the Washington Public Deposit Protection Commission (PDPC) as eligible for deposit of public funds.

The maximum amount placed with any one depository will not exceed the net worth of the institution as determined by the PDPC.

Qualified broker/dealers and financial institutions will be reviewed and selected by the Administrator and Treasurer. All brokers/dealers and financial institutions who desire to do business with the City of Cle Elum must supply the Treasurer with the following:

1. Annual audited financial statements.
2. Proof of FINRA (Financial Industry Regulatory Authority) certification.
3. Proof of registration with the State of Washington.

### **VIII. AUTHORIZED INVESTMENTS**

The City of Cle Elum is empowered by statute 39.58, 39.59, 39.60, and 43.250 to invest in the following types of securities:

- U.S. Treasury Obligations
- U.S. Government Agency obligations and U.S. Government Sponsored Enterprises (GSE's) which may include, but are not limited to the following: Federal Farm Credit Bank (FFCB), Federal Home Loan Bank (FHLB), Government National Mortgage Association (GNMA), Federal Home Loan Mortgage Corporation (FHLMC), Federal National Mortgage Association (FNMA), Student Loan Marketing Corporation (SLMA), Tennessee Valley Authority (TVA),
- Non-negotiable Certificates of Deposit of financial institutions which are qualified public depositories as defined by RCW 39.59 and in accordance with the restrictions therein.
- Bonds of the State of Washington and any local government in the State of Washington, which bonds have at the time of investment one of the three highest credit ratings of a nationally recognized rating agency.

**City of Cle Elum  
Investment Policy  
Exhibit A**

- General obligation bonds of a state other than the State of Washington and general obligation bonds of a local government of a state other than the State of Washington, which bonds have at the time of investment one of the three highest credit ratings of a nationally recognized rating agency.
- Washington State Local Government Investment Pool (LGIP). The most recent LGIP Investment Policy and operations manuals are available online from the Washington State Treasurers office. This policy will be assessed for safety of funds on deposit with the LGIP and risks associated with investment strategies. In addition, the LGIP will complete a questionnaire for the City Treasurer which will include the following: a description of eligible securities; how interest and fees are calculated; how gains and losses are calculated; a description of how the securities are safeguarded, how often the securities are priced, and how often the program is audited; deposit and withdrawal restrictions; and information regarding how bond proceeds are accounted for in the LGIP.
- And other investments authorized by law.

**IX. SAFEKEEPING AND CUSTODY**

**A. Delivery vs. Payment:**

All trades of marketable securities will be executed by delivery vs. payment (DVP) to ensure that securities are deposited with a third party custodian prior to the release of funds.

**B. Safekeeping:**

Securities will be held by an independent third-party custodian selected by the Treasurer. Safekeeping receipts will evidence all transactions.

**C. CD's:**

Certificates of deposit will be held by the Treasurer.

**X. MATURITIES**

To the extent possible and to preclude sales of securities that could result in a loss, investments will be made to coincide with anticipated cash flow requirements. Funds may be invested in authorized securities not to exceed five years in maturity, except when compatible with a specific fund's investment needs.

**XI. INTERNAL CONTROL**

## City of Cle Elum Investment Policy Exhibit A

The City is responsible for establishing and maintaining an internal control structure designed to ensure that the assets are protected from loss, theft, or misuse. The internal controls shall address the following points:

- Control of collusion
- Separation of transaction authority from accounting and recordkeeping
- Custodial Safekeeping
- Written confirmation of transactions for investments and wire transfers

### XII. PERFORMANCE STANDARDS/BENCHMARK

The investment portfolio will be managed in accordance with the parameters specified within this policy. The investment portfolio will be designed to obtain an average rate of return during budgetary and economic cycles, consistent with the investment objectives and cash flow needs. A series of appropriate benchmarks shall be established against which performance shall be compared on a regular basis. The benchmark will be reflective of the actual securities being purchased and the risks undertaken. The benchmarks will have a similar weighted average maturity as the portfolio.

### XIII. PROCEDURES

Day-to-day procedures concerning investment management and accounting are outside the scope of this policy.

### XIV. REPORTING

An annual report is given to the Cle Elum City Council for their review, summarizing the current position of the portfolio for City of Cle Elum. The Treasurer shall report to the committee current investment strategy being followed and recent economic conditions and market developments which have a bearing on this strategy. This management report will be prepared in a manner which will allow the City Council to ascertain whether investment activities during the reporting period have conformed to the investment policy. The report will include:

- A listing of individual securities held at the end of the reporting period by authorized investment category.  
in
- Performance of the portfolio.

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### XV. INVESTMENT POLICY ADOPTION

**City of Cle Elum  
Investment Policy  
Exhibit A**

The City of Cle Elum investment policy shall be adopted by a majority vote of the City Council. The policy shall be reviewed periodically by the budget committee and they must approve any modifications.