



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

Purchase Order

PURCHASE ORDER NO.
 PBKPBOWES

PAGE
 1

BLANKET RELEASE
 00

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

CHANGE ORDER
 7

SEE REVERSE SIDE FOR
 TERMS AND CONDITIONS

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

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

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

DATE PRINTED		TERMS OF SALE		FEIN/SSN		FUND	
09/08/2010		NET 30		060495050			
SHIP VIA		F.O.B.		FREIGHT TERMS		ACCOUNT NUMBER	
BEST WAY		DESTINATION		PREPAID		MUL-MUL	
LINE	QUANTITY	UOP	VENDOR ITEM NO		UNIT PRICE	AMOUNT	
	DELIVERY DATE	CAT NO	ITEM NUMBER				
CHANGE ORDER #07							
TO PROVIDE UPDATED PRODUCT AND PRICE LIST. SEE ATTACHED.							
EFFECTIVE DATE: AUGUST 25, 2010							
***** NO ADDITIONAL CHANGES *****							
						PURCHASING DIVISION CERTIFIED ENCUMBERED SEP 13 2010 <i>Beverly Toler</i>	
						PREVIOUS PO TOTAL==> OPEN END PO NET CHANGE (+)==>	
IF APPROVAL AS TO FORM IS REQUIRED BY ATTORNEY GENERAL, CHECK HERE <input checked="" type="checkbox"/>						OPEN END	
						TOTAL	

Angela Workfield
 APPROVED AS TO FORM BY
 ASSISTANT ATTORNEY GENERAL

BY *Robert A. Wagner*
 JO ANN ADKINS 304-558-8802
 PURCHASING DIVISION AUTHORIZED SIGNATURE

GENERAL TERMS & CONDITIONS PURCHASE ORDER/CONTRACT

1. **ACCEPTANCE:** Seller shall be bound by this order and its terms and conditions upon receipt of this order.
2. **APPLICABLE LAW:** The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern all rights and duties under the Contract, including without limitation the validity of this Purchase Order/Contract.
3. **NON-FUNDING:** All services performed or goods delivered under State Purchase Orders/Contracts are to be continued for the terms of the Purchase Order/Contract, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods, this Purchase Order/Contract becomes void and of no effect after June 30.
4. **COMPLIANCE:** Seller shall comply with all federal, state and local laws, regulations and ordinances including, but not limited to, the prevailing wage rates of the WV Division of Labor.
5. **MODIFICATIONS:** This writing is the parties' final expression of intent. No modification of this order shall be binding unless agreed to in writing by the Buyer.
6. **ASSIGNMENT:** Neither this Order nor any monies due, or to become due hereunder may be assigned by the Seller without the Buyer's consent.
7. **WARRANTY:** The Seller expressly warrants that the goods and/or services covered by this order will:
(a) conform to the specifications, drawings, samples or other description furnished or specified by the Buyer; (b) be merchantable and fit for the purpose intended; and/or (c) be free from defect in material and workmanship.
8. **CANCELLATION:** The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
9. **SHIPPING, BILLING & PRICES:** Prices are those stated in this order. No price increase will be accepted without written authority from the Buyer. All goods or services shall be shipped on or before the date specified in this Order.
10. **LATE PAYMENTS:** Payments may only be made after the delivery of goods or services. Interest may be paid on late payments in accordance with the *West Virginia Code*.
11. **TAXES:** The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
12. **RENEWAL:** Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
13. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, the State may deem this contract null and void, and terminate such contract without further order.
14. **HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at www.state.wv.us/admin/purchase/vrc/hipaa.htm and is hereby made part of the agreement provided that the Agency meets the definition of a Cover Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
15. **CONFIDENTIALITY:** The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures, and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/noticeConfidentiality.pdf>.
16. **LICENSING:** Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, West Virginia Insurance Commission, or any other state agency or political subdivision. Furthermore, the vendor must provide all necessary releases to obtain information to enable the Director or spending unit to verify that the vendor is licensed and in good standing with the above entities.
17. **ANTITRUST:** In accepting this purchase order or signing this contract with any agency for the State of West Virginia, the vendor agrees to convey, sell, assign, or transfer to the State of West Virginia all rights, title, and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to vendor. Vendor certifies that this purchase order or contract is accepted or entered into without any prior understanding, agreement, or connection to any other entity that could be considered a violation of law. Vendor further certifies that this purchase order or contract is in all respects fair and without collusion or fraud.

Art Adams

From: Art Adams
Sent: Thursday, August 26, 2010 12:00 PM
To: Adkins, Jo A
Cc: Eric M Schmude; Susan Lopinsky; John F Barry
Subject: RE: WSCA EPS050076-A2-2, Amendment 19 - Updated Product Offering, Price List, and extension of the Master Agreement - reference PBKPBOWES contract

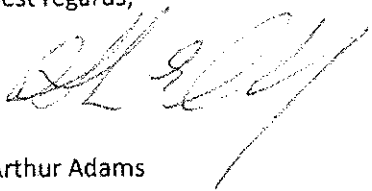
Importance: High

Good afternoon Jo Ann,

Please be advised that the Lead State of Arizona has approved and posted our updated product offering and price list under the Master Agreement on August 25, 2010. A copy of Amendment 19 to the Master Agreement is attached for your reference. The amendment also incorporates a promotional program and an extension of the Master Agreement to May 8, 2011. All of the files which are referenced in the contract are found using the attached link: <https://procure.az.gov/bs0/external/purchaseorder/poSummary.sdo?docId=EPS050076-A2-A16&releaseNbr=0>

If an amendment under the State's contract is required at this time to update the product offering and extend the State Contract to May 8, 2011 please forward to my address listed below. You may also e-mail me a pdf copy for signature. I will sign and forward back a pdf and mail copies of the document with original signatures for execution.

Best regards,



Arthur Adams
Director, Cooperative Contracts
Pitney Bowes Inc.
One Elmcroft Road
MSC 53-03
Stamford, CT 06926
email: art.adams@pb.com
Tele: 203-351-7866
Fax: 203-460-3827
Cell: 203-512-8420

RECEIVED
2009 SEP 15 PM 3:57
NEW PURCHASING
DANSON

This email message may contain confidential, proprietary and/or privileged information and is covered by the Electronic Communications Privacy Act, 18 U.S.C. Section 2510-2521. It is intended only for the use of the intended recipient(s). If you have received it in error, please immediately advise the sender by reply email and then delete this email message. Any disclosure, copying, distribution or use of the information contained in this email message to or by anyone other than the intended recipient is strictly prohibited. Any views expressed in this message are those of the individual sender, except where the sender specifically states them to be the views of the Company.

Pitney Bowes Inc.
 WSCA EPS050076-A2-2-A19 Pricebook
 Effective 7/15/2010

Point of Sale Pricing

ITEM	Description	2010 Com'l	2010 WSCA	2010	2010 Leased		2010 Leased		
		List Price	Price	Discount %	2010 Annual SLA Yr 2-5	2010 Annual SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5	
Stand-Alone Meters									
MailStation									
CML2	MailStation with 2 lb Integrated Weighing Platform	\$395.00	\$181.70	54%	\$0	\$0	\$0	\$0	
CML5	MailStation with 5 lb Integrated Weighing Platform	\$695.00	\$347.00	50%	\$0	\$0	\$0	\$0	
DM100-DM200 Low Volume Mailing Systems									
Low volume, Manual Mailing Machine									
DM100 Systems									
SBBF	DM100 Mailing Machine with Moistener	\$1,195.00	\$478.00	60%	\$0	\$0	\$0	\$0	
DM200 Systems									
SBLJ	DM200 Mailing Machine	\$1,365.00	\$819.00	40%	\$139	\$14	\$0	\$0	
DM300-DM400 Medium Volume Mailing Systems									
DM300C Systems									
SBYP	DM300C Digital Mailing System	\$2,595.00	\$1,090.00	58%	\$251	\$25	\$0	\$0	
DM400C Systems									
SBTA	DM400C Mailing System	\$3,995.00	\$1,881.00	53%	\$312	\$31	\$0	\$0	
DM475-DM875 Medium-High Volume Mailing Systems									
DM475 Systems									
SVXA	DM475 Digital Mailing System	\$9,995.00	\$5,997.00	40%	\$377	\$37	\$0	\$0	
DM525 Systems									
SVAA	DM525 Digital Mailing System	\$5,995.00	\$3,555.00	41%	\$278	\$27	\$0	\$0	
DM575 Systems									
SVAB	DM575 Digital Mailing System	\$7,995.00	\$4,850.00	39%	\$339	\$34	\$0	\$0	
DM825 Systems									
SVAC	DM825 Digital Mailing System	\$10,995.00	\$5,794.84	47%	\$711	\$71	\$0	\$0	
DM875 Systems									
SVAD	DM875 Digital Mailing System	\$12,995.00	\$8,794.66	32%	\$774	\$77	\$0	\$0	
DM925-DM1100 High Volume, Auto Mailing Systems									
DM925 Non-WOW Systems									
SVAM	DM925 non-WOW Digital Mailing System	\$15,995.00	\$10,995.46	31%	\$960	\$95	\$0	\$0	
DM925 WOW Systems									
SVAN	DM925 WOW Digital Mailing System	\$20,995.00	\$14,054.97	33%	\$994	\$99	\$0	\$0	
DM1100 non-WOW Systems									
SVAE	DM1100 non-WOW Digital Mailing System	\$18,495.00	\$11,621.02	37%	\$1,132	\$113	\$0	\$0	
DM1100 WOW Systems									
SVAF	DM1100 WOW Digital Mailing System 2 lb Integrated Platform for DM200L	\$24,995.00	\$16,993.90	32%	\$1,317	\$55	\$131	\$6	
1GP2/MP1A		\$745.00	\$497.00				\$0	\$0	
Integrated Postal Scales									
1GP5/MP1A	5 lb Integrated Platform for DM200L	\$1,045.00	\$685.00	34%	\$55	\$6	\$0	\$0	
1GP9/MP1A	10 lb Integrated Platform for DM200L	\$1,345.00	\$877.00	35%	\$55	\$6	\$0	\$0	
1GW2/MP06	2 lb Integrated Weighing Platform for DM300/DM400L	\$745.00	\$497.00	33%	\$57	\$6	\$0	\$0	
1GW5/MP06	5 lb Integrated Weighing Platform for DM300/DM400L	\$1,045.00	\$685.00	34%	\$57	\$6	\$0	\$0	
1GW9/MP06	10 lb Integrated Weighing Platform for DM300/DM400L	\$1,345.00	\$877.00	35%	\$57	\$6	\$0	\$0	
1GW9/MP4D	10 lb Integrated Weighing Platform for DM475	\$1,345.00	\$877.00	35%	\$50	\$5	\$0	\$0	
1FW4	5lb Integrated Weighing for DM525 Series	\$1,595.00	\$1,036.55	35%	\$0	\$0	\$0	\$0	
1FW5/MP30	15lb Interfaced Platform	\$2,295.00	\$1,784.00	22%	\$114	\$12	\$0	\$0	
1FWG	15 lb Integrated Weighing Platform - DMB Series	\$2,295.00	\$1,784.00	22%	\$0	\$0	\$0	\$0	
1FWF	10lb Integrated Weighing for DM525 Series	\$1,995.00	\$1,596.00	20%	\$0	\$0	\$0	\$0	

WCSA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

ITEM	Description	2010 Com'l List Price	2010 WCSA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
P7W2/MP04	2 lb Integrated Weighing 30 lb Weighing Option for DM200L	\$500.00	\$176.00	65%	\$0	\$0	\$0	\$0
P7W3/JB77		\$2,595.00	\$2,076.00	20%	\$136	\$14	\$0	\$0
P7W5/MP04	5 lb Integrated Weighing 70 lb Weighing Option for DM200L	\$1,000.00	\$244.00	76%	\$0	\$0	\$0	\$0
P7W7/JB77		\$2,895.00	\$2,316.00	20%	\$136	\$14	\$0	\$0
1FW6/MP30	30lb Interfaced Platform	\$2,595.00	\$2,024.00	22%	\$114	\$12	\$0	\$0
1FW7/MP49	70 lb Interfaced Platform (DM300-DM1100)	\$2,895.00	\$2,316.00	20%	\$148	\$15	\$0	\$0
1FW8/MP49	149 lb Interfaced Platform (DM525-DM1100)	\$3,995.00	\$3,196.00	20%	\$148	\$15	\$0	\$0
MP0X/1FW1	DIFF WEIGHING 2-10LB DIFF WEIGHING 15- 30LB	\$195.00	\$126.00	35%	\$0	\$0	\$0	\$0
MP3X/1FW1		\$395.00	\$256.00	35%	\$0	\$0	\$0	\$0
MP4X/1FW1	DIFF WEIGHING 70LB	\$895.00	\$581.00	35%	\$0	\$0	\$0	\$0
MP5X/1FW1	DIFF WEIGHING 149LB DIFFERENTIAL	\$1,195.00	\$776.00	35%	\$0	\$0	\$0	\$0
1FZ0	WEIGHING	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Accounting Options								
1FAC	Accounting (10 Dept) Software for DM100	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
1FAE	Accounting (50 Dept) Software for DM300/DM400	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
1FAD	Enhanced Accounting (50 Dept) Software for DM100/DM200L	\$325.00	\$273.00	16%	\$0	\$0	\$0	\$0
1FA1	Basic Accounting DM200 (25 Dept) Software	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
1FA2	Enhanced Accounting DM200 (100 Dept) Software	\$595.00	\$500.00	16%	\$0	\$0	\$0	\$0
1FA3	Enhanced Accounting DM200 (300 Dept) Software	\$1,495.00	\$1,256.00	16%	\$0	\$0	\$0	\$0
1FAL	INVIEW 50 Accounts	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
1FAM	INVIEW 100 Accounts	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
1FAN	INVIEW 300 Accounts	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
1FA4	Budget Manager / Department Manager Accounting Package (500 accounts)	\$2,495.00	\$2,095.00	16%	\$0	\$0	\$0	\$0
1FA5	Budget Manager / Cost Management Package (1500 accounts)	\$2,995.00	\$2,516.00	16%	\$0	\$0	\$0	\$0
1FA7/1D00	Intelliview Subscription	\$395.00	\$331.00	16%	\$0	\$0	\$0	\$0
SVAR	INVIEW 100 DEPT ACCT UPGR	\$595.00	\$405.00	32%	\$0	\$0	\$0	\$0
SVAS	INVIEW 300 DEPT ACCT UPGR	\$1,495.00	\$1,286.00	14%	\$0	\$0	\$0	\$0
SVAT	INVIEW 100 DEPT ACCT UPGR	\$895.00	\$770.00	14%	\$0	\$0	\$0	\$0
BMFM	Funds Management Meter Activation	\$195.00	\$163.00	16%	\$0	\$0	\$0	\$0
1FXA	DM Interfce for INVIEW WEB ACCOUNTING	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
1FXR	FUNDS MGMT METER FEATURE	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
SFFK	BUDG MGR KIT DM300C-475	\$275.00	\$231.00	0%	\$0	\$0	\$0	\$0
SPMK	BUDG MGR KIT DM500- 1000	\$275.00	\$231.00	16%	\$0	\$0	\$0	\$0
SPPX	BUDGET MANAGER KIT INVIEW ACCTUPG BSC	\$385.00	\$323.00	16%	\$0	\$0	\$0	\$0
SV2A	DM500+ INVIEW ACCT UPG 100	\$695.00	\$584.00	16%	\$0	\$0	\$0	\$0
SV3A	ACCT INVIEW ACCT UPG 300	\$1,295.00	\$1,087.00	16%	\$0	\$0	\$0	\$0
SV4A	ACCT INVIEW ACCT UPG 50	\$1,695.00	\$1,423.00	16%	\$0	\$0	\$0	\$0
SV5A	ACCT INVIEW ACCT UPG 100	\$195.00	\$163.00	16%	\$0	\$0	\$0	\$0
SV6A	ACCT INVIEW ACCT UPG 300	\$795.00	\$405.00	49%	\$0	\$0	\$0	\$0
SV7A	ACCT	\$1,695.00	\$1,286.00	24%	\$0	\$0	\$0	\$0

WCSA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
NV00	INVIEW MMS Set up Fee	\$195.00	\$163.00	16%	\$0	\$0	\$0	\$0
NV99	INVIEW MMS BASE SOFTWARE	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
NVAR	INVIEW Web Accounting	\$995.00	\$835.00	16%	\$0	\$0	\$0	\$0
NVRT	INVIEW Reporting INVIEW Meter	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
NVCR	Consolidation	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
NVWE	INVIEW Training	\$195.00	\$163.00	16%	\$0	\$0	\$0	\$0
NVAA	INVIEW PRO SVC LEVEL1	\$195.00	\$163.00	16%	\$0	\$0	\$0	\$0
NVAB	INVIEW PRO SVC LEVEL2	\$495.00	\$415.00	16%	\$0	\$0	\$0	\$0
NVAC	INVIEW PRO SVC LEVEL3	\$795.00	\$667.00	16%	\$0	\$0	\$0	\$0
NVAD	INVIEW PRO SVC LEVEL4	\$995.00	\$835.00	16%	\$0	\$0	\$0	\$0
NVAE	INVIEW PRO SVC LEVEL5	\$1,795.00	\$1,507.00	16%	\$0	\$0	\$0	\$0
NVAF	INVIEW PRO SVC LEVEL6	\$3,495.00	\$2,935.00	16%	\$0	\$0	\$0	\$0
NVBA	INVIEW DEPLOYMENT SVC L1	\$295.00	\$247.00	16%	\$0	\$0	\$0	\$0
NVBB	INVIEW DEPLOYMENT SVC L2	\$495.00	\$415.00	16%	\$0	\$0	\$0	\$0
NVBC	INVIEW DEPLOYMENT SVC L3	\$795.00	\$667.00	16%	\$0	\$0	\$0	\$0
NVBD	INVIEW DEPLOYMENT SVC L4	\$1,495.00	\$1,255.00	16%	\$0	\$0	\$0	\$0
NVBE	INVIEW DEPLOYMENT SVC L5	\$2,995.00	\$2,515.00	16%	\$0	\$0	\$0	\$0
SFTV	INTELLIVIEW INSTALL KIT	\$275.00	\$231.00	16%	\$0	\$0	\$0	\$0
Rates/Features								
1FX0	SmartClass Feature (DM900 WOW ONLY) Carrier Rate Package (Standard Rates: UPS, FedEx, Airborne, DHL) for DM525/DM575/DM825/D M925/DM1100	\$795.00	\$667.80	16%	\$0	\$0	\$0	\$0
1FC0		\$495.00	\$415.80	16%	\$0	\$0	\$0	\$0
Options Upgrade								
ERCL	e-Return Receipt Reference Number Feature only DM550 WOW Upgrade Module	\$450.00	\$378.00	16%	\$0	\$0	\$0	\$0
SBZB	DM575 WOW Module	\$6,840.00	\$5,246.00	23%	\$200	\$20	\$0	\$0
SBYD	DM8 Series WOW Module	\$4,995.00	\$3,030.11	39%	\$200	\$20	\$0	\$0
SBSY		\$4,995.00	\$2,632.58	47%	\$191	\$19	\$0	\$0
Installation/Training Kits								
F9DD	Confirmation Services Welcome Kit	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
F8DB	Additional DM Series Training	\$495.00	\$416.00	16%	\$0	\$0	\$0	\$0
F9PM	Permit Printing Professional Install Permit Printing Professional Installation for Existing DM525- DM1100 Customers	\$65.00	\$55.00	15%	\$0	\$0	\$0	\$0
F9PA	Confirmation Services Training (DM825/925/1100)	\$99.00	\$84.00	15%	\$0	\$0	\$0	\$0
F8DA	Confirmation Services Training DM200-DM550	\$65.00	\$55.00	15%	\$0	\$0	\$0	\$0
F9DA	DM SERIES PROF INST (LV)	\$195.00	\$114.00	42%	\$0	\$0	\$0	\$0
F9SA	Professional Installation for DM100-DM300 w/ Conf Services	\$99.00	\$83.16	16%	\$0	\$0	\$0	\$0
F9SH	DM100 Professional Installation	\$135.00	\$114.00	16%	\$0	\$0	\$0	\$0
F9SJ		\$135.00	\$114.00	16%	\$0	\$0	\$0	\$0
Stands/Consoles								
N199	Integrated Scale Stand	\$95.00	\$80.00	16%	\$0	\$0	\$0	\$0
U7C1	Console with built in drop stacker for DM825/925	\$940.00	\$790.00	16%	\$0	\$0	\$0	\$0
F990009	DM Series Scale Stand	\$90.00	\$76.00	16%	\$0	\$0	\$0	\$0
Options/Attachments								

WSCA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
SPY8	1E05 Laser Printer	\$795.00	\$668.00	16%	\$89	\$9	\$0	\$0
SBZA	DM800 WOW Module (Aftermarket)	\$7,835.00	\$5,814.00	26%	\$191	\$19	\$0	\$0
SBDS	Dm Series Scanner for Confirmation Services (DM525DM1100)	\$795.00	\$668.00	16%	\$218	\$22	\$0	\$0
SVWA	DMD CONSOLE W/SCALE STAND	\$1,395.00	\$1,171.00	16%	\$0	\$0	\$0	\$0
SVWB	BRIDGE DMD SERIES CONSOLE	\$345.00	\$289.00	16%	\$0	\$0	\$0	\$0
SVWC	DBL DRAWER/DOOR LOCK KIT	\$695.00	\$583.00	16%	\$0	\$0	\$0	\$0
SVWD	SCALE STAND DMD CONSOLE	\$245.00	\$205.00	16%	\$0	\$0	\$0	\$0
SVWE	DMD CONSOLE W/CASTER KIT	\$1,295.00	\$1,087.00	16%	\$0	\$0	\$0	\$0
U7PS	Power Stacker for DM825/925	\$1,630.00	\$1,369.00	16%	\$237	\$24	\$0	\$0
U7DS	Drop Stacker for DM925, DM1100	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
DJPS	DM825 SERIES POWER STACK	\$1,630.00	\$1,369.00	16%	\$200	\$20	\$0	\$0
USR1	Power Stacker Ramp Extension (Compatible with U7PS, DJPS, Power Stacker required for installation)	\$625.00	\$531.00	15%	\$0	\$0	\$0	\$0
SFGK	PC TRANSFER UTILITY KIT	\$195.00	\$163.00	16%	\$0	\$0	\$0	\$0
DM Series Options								
1FZ9	120LPM PERFORMANCE UPG E-Return Receipt Reference Number (base package)	\$995.00	\$697.00	30%	\$0	\$0	\$0	\$0
ERCM	E-Return Receipt Reference Number (desktop only)	\$1,495.00	\$1,256.00	16%	\$218	\$22	\$0	\$0
ERCN	E-Return Receipt Reference Number Feature + Scanner (\$145.00	\$121.80	16%	\$0	\$0	\$0	\$0
ERCP	Customer Has Existing Label Printer Solution) e-Receipt Reference Number Package	\$1,245.00	\$1,046.00	16%	\$218	\$22	\$0	\$0
ERCR	(without Scanner) PC interface for DM200L-	\$695.00	\$584.00	16%	\$0	\$0	\$0	\$0
UXDL	DM450C PC Interface for DM525	\$795.00	\$668.00	16%	\$0	\$0	\$0	\$0
UXDM	and up PC INTERFACE DATA	\$795.00	\$668.00	16%	\$0	\$0	\$0	\$0
UXDN	EXCHANG	\$375.00	\$315.00	16%	\$0	\$0	\$0	\$0
J796038	Ascent Interface to Intellink DM300-DM1100 Interface for DM Series to DataPac 36/77	\$695.00	\$584.00	16%	\$0	\$0	\$0	\$0
SBTP	(DM525DM1100)	\$895.00	\$752.00	16%	\$0	\$0	\$0	\$0
1E90002	USB HUB	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Confirmation Services Installation & Training								
CSAL	Constant Connection Activation Kit	\$195.00	\$163.00	16%	\$0	\$0	\$0	\$0
CSAM	Confirmation Services Activation Kit (DM525- DM1100)	\$145.00	\$122.00	16%	\$0	\$0	\$0	\$0
CSAN	Confirmation services Activation Kit (DM100- DM450) -required when Add-on Subscription (Confirmation Services) is selected	\$99.00	\$83.00	16%	\$0	\$0	\$0	\$0
DM Series Upgrade Pricing								
DM100 Mailing System								
F9A1	Upgrading to 50 Dept Accts on P700/P7L1	\$395.00	\$332.00	16%	\$0	\$0	\$0	\$0
F9P5	Upgrading from 2 LB to 5LB Weighing Feature on DM100i (P700)	\$245.00	\$205.80	16%	\$0	\$0	\$0	\$0
F9P6	Adding 5 LB Integrated Weighing Platform to DM100i (P700)	\$525.00	\$441.00	16%	\$0	\$0	\$0	\$0
DM200L Mailing System								

WSCA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
F9L5	Upgrading from 2 LB to 5LB Weighing Feature on DM100I (P7L1)	\$295.00	\$247.80	16%	\$0	\$0	\$0	\$0
F9L9	Upgrading from 5 LB to 10 LB Weighing Feature on DM200I (P7L1)	\$395.00	\$331.80	16%	\$0	\$0	\$0	\$0
DM300L/DM400L Mailing Systems								
F9A2	Upgrade to 100 Dept Accts on 1P00/1A00	\$895.00	\$751.80	16%	\$0	\$0	\$0	\$0
F9G5	Upgrading from 2 LB to 5 LB Weighing Feature on DM300L, DM400L (1P00 W/G800)	\$295.00	\$247.80	16%	\$0	\$0	\$0	\$0
F9G6	Adding 5 LB Integrated Weighing Platform to DM300L DM400L (1P00 W/G800)	\$725.00	\$609.00	16%	\$57	\$6	\$0	\$0
F9G9	Upgrading from 5 LB to 10 LB Weighing Feature on DM300L, DM400L (1P00-W/DD00)	\$395.00	\$331.80	16%	\$0	\$0	\$0	\$0
DM200I DM300I & DM400L Mailing Systems								
F9W5	Adding 5 LB Integrated Platform to DM200I, DM300I DM400I, (1P00 w/DD00)	\$725.00	\$609.00	16%	\$57	\$6	\$0	\$0
F9W9	Upgrading from 5 LB to 10LB Weighing Feature on DM200I DM300I (1P00 w/DD00)	\$395.00	\$331.80	16%	\$0	\$0	\$0	\$0
Non-IBI DM200&DM300								
F90M	Adding 100 Dept Accts w/PC Interface to Existing DM200, DM300 Non-IBI (F800/F900)	\$795.00	\$667.80	16%	\$0	\$0	\$0	\$0
DM500-DM-DM1000 Mailing Systems								
F9A3	Upgrading to 300 Dept Accts on 1A00	\$1,495.00	\$1,255.80	16%	\$0	\$0	\$0	\$0
F9B1	Upgrade to 5LB to 15 LB Weighing (DM525/DM575)	\$1,135.00	\$953.40	16%	\$114	\$12	\$0	\$0
F9C0	Adding Carrier Rate Package (DM525/DM575)	\$495.00	\$415.80	16%	\$0	\$0	\$0	\$0
F9B2	Upgrade to 15LB to 30LB Weighing (DM825)	\$995.00	\$835.80	16%	\$114	\$12	\$0	\$0
F9B3	Upgrade to 15 LB to 30 LB Weighing Feature (DM525DM1100)	\$995.00	\$835.80	16%	\$0	\$0	\$0	\$0
F9B4	Excluding DM800I Upgrading to 70 LB Weighing (DM525-DM1100)	\$1,980.00	\$1,663.20	16%	\$148	\$15	\$0	\$0
F9B5	Upgrade to 149 LB Weighing (DM525-1100)	\$2,905.00	\$2,440.20	16%	\$148	\$15	\$0	\$0
F9XS	Adding SmartClass to DM925	\$795.00	\$667.80	16%	\$0	\$0	\$0	\$0
Connect+ Series Pricing								
Connect+ Base Systems								
AZBA	Connect+ 1000 Series - Requires AZBE Must order either MW90007 or MSPS Subscription: M9SS	\$6,245.00	\$5,245.00	16%	\$240	\$19	\$0	\$0
AZBB	Connect+ 2000 Series - Requires AZBE Must order either MW90007 or MSPS Subscription: M9SS	\$11,245.00	\$9,455.00	16%	\$503	\$40	\$0	\$0
AZBC	Connect+ 3000 Series - Requires AZBE Must order either MW90007 or MSPS Subscription: M9SS	\$10,995.00	\$9,235.00	16%	\$1,425	\$113	\$0	\$0
AZBD	Connect+ Series WOW - Requires AZBE & MW90007 Subscription: M9SS	\$16,995.00	\$14,275.00	16%	\$1,425	\$113	\$0	\$0
MSD1	Standard Apps Center	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0

WSCA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	2010 Annual SLA Yr 2-5	Point of Sale Pricing		2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly 2-5	
						2010 Leased SLA Monthly	2010 Leased SMA Monthly Yr			
MSD2	High Res Apps Center	\$895.00	\$751.00	16%	\$0	\$0	\$0	\$0	\$0	
APSA	130 LPM Feature	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0	\$0	
APSB	160 LPM Feature	\$745.00	\$625.00	16%	\$0	\$0	\$0	\$0	\$0	
APSC	180 LPM Feature	\$2,495.00	\$2,095.00	16%	\$0	\$0	\$0	\$0	\$0	
APSD	130/70 LPM Feature	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0	\$0	
APSE	160/190 LPM Feature	\$1,245.00	\$1,045.00	16%	\$0	\$0	\$0	\$0	\$0	
APSF	180/110 LPM Feature	\$3,495.00	\$2,935.00	16%	\$0	\$0	\$0	\$0	\$0	
APSG	160/100 LPM Feature	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0	\$0	
APSH	210/130 LPM Feature	\$1,495.00	\$1,255.00	16%	\$0	\$0	\$0	\$0	\$0	
APSJ	260/160 LPM Feature	\$5,995.00	\$5,035.00	16%	\$0	\$0	\$0	\$0	\$0	
APSK	300/200 LPM Feature	\$12,995.00	\$10,915.00	16%	\$0	\$0	\$0	\$0	\$0	
MW90007	Connect+ Drop Stacker	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0	\$0	
MSPS	Connect+ Power Stacker	\$1,695.00	\$1,423.00	16%	\$220	\$18	\$0	\$0	\$0	
MW90806	Power Stacker Extension	\$395.00	\$331.00	16%	\$0	\$0	\$0	\$0	\$0	
Connect+ Printers										
AZBE	Connect+ Mono Printer Connect+ 1000 Series Color Printer - Temporary Promotion	\$0.00	\$0.00	0%	\$292	\$23	\$0	\$0	\$0	
AZBF	Connect+ 2000 Series Color Printer - Point of Sale - Temporary Promotion	\$2,495.00	\$2,095.00	16%	\$335	\$27	\$0	\$0	\$0	
AZBL	Connect+ 3000 Series Color Printer - Point of Sale - Temporary Promotion	\$2,795.00	\$2,345.00	16%	\$335	\$27	\$0	\$0	\$0	
AZBM	Connect+ 1000 Series Color Printer Upgrade - When Available	\$3,245.00	\$2,725.00	16%	\$335	\$27	\$0	\$0	\$0	
AZBN	Connect+ 2000 Series Color Printer Upgrade - When Available	\$3,695.00	\$3,100.00	16%	\$335	\$27	\$0	\$0	\$0	
AZBJ	Connect+ 3000 Series Color Printer Upgrade - When Available	\$3,995.00	\$3,355.00	16%	\$335	\$27	\$0	\$0	\$0	
AZBP	Color Graphics Printing Feature	\$4,495.00	\$3,775.00	16%	\$335	\$27	\$0	\$0	\$0	
APFB	Color Graphics Printing Feature	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0	\$0	
Information Management Options										
APA2	100 Dept Accounting	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0	\$0	
APA3	300 Dept Accounting	\$595.00	\$499.00	16%	\$0	\$0	\$0	\$0	\$0	
APA4	500 Dept Accounting	\$995.00	\$835.00	16%	\$0	\$0	\$0	\$0	\$0	
APA5	1000 Dept Accounting	\$1,245.00	\$1,045.00	16%	\$0	\$0	\$0	\$0	\$0	
APA7	2000 Dept Accounting	\$1,745.00	\$1,465.00	16%	\$0	\$0	\$0	\$0	\$0	
APA9	3000 Dept Accounting	\$2,245.00	\$1,885.00	16%	\$0	\$0	\$0	\$0	\$0	
BMZ1	Connect+ BM Interface - Requires 1FAH	\$995.00	\$836.00	0%	\$0	\$0	\$0	\$0	\$0	
Weighing Options										
1FWW	5 lb Interfaced Weighing - Requires MW96000	\$1,645.00	\$1,381.00	16%	\$0	\$0	\$0	\$0	\$0	
1FWW	10 lb Interfaced Weighing - Requires MW96000	\$2,045.00	\$1,717.00	16%	\$0	\$0	\$0	\$0	\$0	
1FWX	15 lb Interfaced Weighing - Requires MW96000	\$2,345.00	\$1,969.00	16%	\$0	\$0	\$0	\$0	\$0	
MW96000	15 lb. Scale Platform/Stand	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0	\$0	
MP30	15 / 30 lb Scale Platform	\$0.00	\$0.00	0%	\$118	\$9	\$0	\$0	\$0	
MP49	70 / 150 lb Scale Platform	\$0.00	\$0.00	0%	\$152	\$12	\$0	\$0	\$0	
Differential Weighing Options										
1FW1	Differential Weighing Feature	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0	\$0	
Connectivity Options										
MW97182	Wireless LAN Adaptor	\$145.00	\$121.00	17%	\$0	\$0	\$0	\$0	\$0	
MW90705	Connect+ PC Meter Connect	\$145.00	\$121.00	17%	\$0	\$0	\$0	\$0	\$0	
MW90701	100' LAN Cable	\$195.00	\$163.00	16%	\$0	\$0	\$0	\$0	\$0	
MW90702	Wireless LAN Bridge Kit	\$195.00	\$163.00	16%	\$0	\$0	\$0	\$0	\$0	
Connect+ Subscriptions										
M9SS	Connect+ Subscription Sprint 3G Subscription (90/ctrl -CELL030R, CELL030L)	17/month	17/month		\$0	\$0	\$0	\$0	\$0	
MSG5	Connect+ Subscription Sprint 3G Subscription (90/ctrl -CELL030R, CELL030L)	45/month	45/month		\$0	\$0	\$0	\$0	\$0	
Confirmation Services / eRR										
MSDA	Connect+ VAS Training	\$95.00	\$79.00	17%	\$0	\$0	\$0	\$0	\$0	
MW90008	Connect+ VBS Welcome Kit	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0	\$0	
F9ZZ	DM Series Label Printer	\$199.00	\$167.00	16%	\$0	\$0	\$0	\$0	\$0	
Peripherals										
FTW48	Work Table, 48"	\$680.00	\$571.00	16%	\$0	\$0	\$0	\$0	\$0	

WSCA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

Point of Sale Pricing

ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	2010 Annual SLA Yr 2-5	Point of Sale Pricing		
						2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
FTS60D	Closed Storage Table, 60"	\$1,230.00	\$1,033.00	16%	\$0	\$0	\$0	\$0
FTS72D	Closed Storage Table, 72"	\$1,365.00	\$1,146.00	16%	\$0	\$0	\$0	\$0
FTW60	Work Table, 60"	\$790.00	\$663.00	16%	\$0	\$0	\$0	\$0
FTW72	Work Table, 72"	\$900.00	\$756.00	16%	\$0	\$0	\$0	\$0
APFM	Connect+ Laser Printer Enabled	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
AZBG	Black Graphics Upgrade - Requires APFA	\$295.00	\$247.00	16%	\$0	\$0	\$0	\$0
MW90147	Wireless Keyboard	\$195.00	\$163.00	16%	\$0	\$0	\$0	\$0
APFA	Black Graphics Printing Feature	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Software Options								
1FR4	Connect+ USPS BRM Rates	\$495.00	\$416.00	16%	\$0	\$0	\$0	\$0
AZBK	Connect+ Energy Star Kit - Requires APFD	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
APFD	Energy Star Enabled	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Presort Xtra Options								
PS0F	Presort Xtra Feature	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
1FR3	USPS Presort Xtra Rates	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Postage Meter and Intellink Subscription								
Postage Meter - Rates Monthly								
K7M0	MailStation Meter DM100 Postal Security Device	\$25.00	\$17.00	32%	\$0	\$0	\$0	\$0
P700	DM200L Postal Security Device	\$45.00	\$25.00	44%	\$0	\$0	\$0	\$0
P7L1	Intellink Interface /PSD FOR DM300C/DM400C	\$45.00	\$35.00	22%	\$0	\$0	\$0	\$0
G900	DM525/DM575 Postal Security Device	\$50.00	\$35.00	30%	\$0	\$0	\$0	\$0
1M00	DM825-DM1100 Postal Security Device	\$75.00	\$55.00	27%	\$0	\$0	\$0	\$0
1M00	Connect+ Meter for Connect+ 1000 & 2000 Series Machines	\$99.00	\$65.00	34%	\$0	\$0	\$0	\$0
1W00	Connect+ Meter for Connect+ 3000 & WOW Series Machines	\$65.00	\$65.00	0%	\$0	\$0	\$0	\$0
1W00	I-BUTTON - POSTAL	\$99.00	\$99.00	0%	\$0	\$0	\$0	\$0
1P0A	KIOSK Mailstation OMRS Meter - Gov't Only	\$100.00	\$100.00	0%	\$0	\$0	\$0	\$0
K705	DM100 OMRS Meter - Gov't Only	N/A	\$28.00	N/A	\$0	\$0	\$0	\$0
P705	DM200L OMRS Meter - Gov't Only	N/A	\$39.00	N/A	\$0	\$0	\$0	\$0
P7L5	DM300C/DM400C OMRS Meter - Gov't Only	N/A	\$60.00	N/A	\$0	\$0	\$0	\$0
G905	DM525-DM1100 OMRS Meter - Gov't Only	N/A	\$80.00	N/A	\$0	\$0	\$0	\$0
1M05	PSD DM SERIES	N/A	\$77.25	N/A	\$0	\$0	\$0	\$0
1R00	CYGNUS X3 PSD, TURBOJET U	\$84.00	\$84.00	0%	\$0	\$0	\$0	\$0
1R0T		\$84.00	\$84.00	0%	\$0	\$0	\$0	\$0
Inview MMS								
NVMA	INVIEW Single Meter	\$4.00	\$4.00	0%	\$0	\$0	\$0	\$0
NVMB	INVIEW up to 2 meters	\$7.00	\$7.00	0%	\$0	\$0	\$0	\$0
NVMC	INVIEW up to 5 meters	\$15.00	\$15.00	0%	\$0	\$0	\$0	\$0
NVMD	INVIEW up to 20 meters	\$50.00	\$50.00	0%	\$0	\$0	\$0	\$0
NVME	INVIEW up to 50 meters	\$100.00	\$100.00	0%	\$0	\$0	\$0	\$0
NVMF	INVIEW up to 100 meters	\$150.00	\$150.00	0%	\$0	\$0	\$0	\$0
NVMG	INVIEW Unlimited meters	\$250.00	\$250.00	0%	\$0	\$0	\$0	\$0
Total Postage Management								
TPM1	TPM - up to 5 non PB Meters	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
TPM2	TPM - up to 20 non PB Meters	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
TPM3	TPM - up to 50 non PB Meters	\$33.00	\$33.00	0%	\$0	\$0	\$0	\$0
TPM4	TPM - up to 100 non PB Meters	\$42.00	\$42.00	0%	\$0	\$0	\$0	\$0
TPM5	TPM - unlimited non PB Meters	\$50.00	\$50.00	0%	\$0	\$0	\$0	\$0
Value Based Services								
ATR1	Postage Pass	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0

WCSA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
ERR1	e-Return Receipt - 1M00 e-RR Reference#	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
ERR2	Feature - 1M00 e-Return Receipt Feature	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
ERR3	- G900 e-RR Reference Number	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
ERR4	Feature -G900	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
1FER	e-Return Receipt Rates	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
1FX3	Custom Messaging	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
1FX4	Time Date Stamping	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
1FS0	Confirmation Services	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
1FA7	Intelliview	\$395.00	\$331.00	16%	\$0	\$0	\$0	\$0
1FS1	Confirmation SVC/High Vol	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
1FS2	SPEC CONFIRMATION SVC	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
1FS4	USPS SPECIAL SVCS	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Postage by Phone + Option - Monthly, Intellilink								
K7M0	MailStation Series	\$7.00	\$7.00	0%	\$0	\$0	\$0	\$0
P700 P7L1								
G900	DM100-DM400 Series	\$7.00	\$7.00	0%	\$0	\$0	\$0	\$0
1M00	DM525-DM1100 Series	\$15.00	\$15.00	0%	\$0	\$0	\$0	\$0
Confirmation Services - Monthly and Intellilink								
7P00 7PL1								
G800	DM100-DM400 Series G900 Subscription Based	\$7.00	\$7.00	0%	\$0	\$0	\$0	\$0
G9SS	Service	\$7.00	\$7.00	0%	\$0	\$0	\$0	\$0
1D00	DM525-DM1100 Series	\$15.00	\$15.00	0%	\$0	\$0	\$0	\$0
Permit Printing-Monthlyand Intellilink								
1M04/ 1D04	Permit Printing Option DM525,DM575,DM925,D M1100	95/month	95/month	0%	\$0	\$0	\$0	\$0
PSL1	EPP SUBSCRIPTION LEVEL 1	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
PSL2	EPP SUBSCRIPTION LEVEL 2	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
PSL3	EPP SUBSCRIPTION LEVEL 3	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Special Meter-Monthlyand Intellilink								
1M0T/1A0T	Intellilink Interface/PSD for DM Infinity Series	\$84.00	\$84.00	0%	\$0	\$0	\$0	\$0
Electronic Return Receipt (requires addition of confirmation services)-Monthly Intellilink								
G9SS	DM300-DM400	\$21.00	\$21.00	0%	\$0	\$0	\$0	\$0
1D00	DM525-DM575 Series	\$25.00	\$25.00	0%	\$0	\$0	\$0	\$0
1D00	DM825-DM1100 Series	\$45.00	\$45.00	0%	\$0	\$0	\$0	\$0
Mail Openers								
DL01	DL50 Desktop Letter Opener	\$395.00	\$331.00	16%	\$38	\$4.00	\$0	\$0
DLA1	DL100 Letter Opener	\$1,995.00	\$1,675.00	16%	\$143	\$14.00	\$0	\$0
DLA2	DL200 Letter Opener	\$2,995.00	\$2,515.00	16%	\$203	\$20.00	\$0	\$0
Seminars								
DW90060	Mailstream Educational Seminar - 2 Hours	\$495.00	\$415.00	16%	\$0	\$0	\$0	\$0
AWLS	E-LEARNING SEMINAR	\$149.00	\$126.00	15%	\$0	\$0	\$0	\$0
Arrival								
T5XE	Arrival XE Software standard Edition INCLUDES: T5F4 Screen Bulider, T5F5 Power Act, T5RD Remote Diagnostics, T5FM Tracking Assistant Manifest Module, T5FD Tracking Asst Delivery Module, T5FR Tracking Asst Receiving Module, T514 Arrival Basic Application T	\$5,395.00	\$4,531.00	16%	\$0	\$0	\$412	\$39

WSCA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	2010 Annual SLA Yr 2-5	Point of Sale Pricing		
						2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
T5XC	Arrival XE Software Client Server Edition -5 Users Includes remote diagnostics modem 4 hours of on site training at host site and Arrival client licenses for 5 concurrent users. Requires Micorsoft SQL Server DBMS licenses for 5 users, See Arrival Client	\$13,750.00	\$11,550.00	16%	\$0	\$0	\$1,133	\$107
T5C3	Arrival XE C/S additional Client Licenses-Tier 1 (max 5) Additional Arrival Client Licenses for systems requiring concurrent users. Use with Arrival C/S Edition only (T5XC and T5U2)	\$500.00	\$255.00	49%	\$0	\$0	\$0	\$0
T5C4	Arrival XE C/S additional Client Licenses-Tier 2 unlimited Additional Arrival Client Licenses for systems requiring concurrent users. Use with Arrival C/S Edition only (T5XC and T5U2)	\$300.00	\$252.00	16%	\$0	\$0	\$0	\$0
T5R0	Arrival Customer Loyalty Package Existing Leasing Customers only-Includes Arrival XE Software (T5XE) Celeron PC AND Monitor.	\$5,395.00	\$4,531.80	16%	\$256	\$26	\$305	\$29
T5P7	LobbyTrac Workstation - 2 Ghz Celeron PC Package for Windows XP	\$4,595.00	\$3,859.80	16%	\$462	\$44	\$0	\$0
Computers								
T5P3	1.8Ghz Celeron PC Package for Windows 2000	\$2,195.00	\$1,843.80	16%	\$256	\$26	\$0	\$0
T5P4	2.26Ghz Pentium 4 PC Package for Windows 2000	\$2,795.00	\$2,347.80	16%	\$256	\$26	\$0	\$0
Monitor								
T885035	Compaq 17 inch Flat Panel Display	\$699.00	\$587.16	16%	\$0	\$0	\$0	\$0
Arrival Law Enforcement Options								
T5LE	Arrival Law Enforcement - Software Only	\$3,450.00	\$2,899.00	16%	\$0	\$0	\$305	\$29
T5LP	Arrival Law Enforcement Peripheral Package. Incl Software, J781 Scanner, J620 Graphis Printer, Counter Signature Pad	\$6,495.00	\$5,455.80	16%	\$225	\$22	\$305	\$29
T5LX	Arrival Law Enforcement turnKey Package Incl. Software, T5P3 Celeron PC, 15" Flat Panel Monitor, J781 Scanner, J620 Graphics Printer, Counter Signature Pad	\$8,495.00	\$7,138.00	16%	\$481	\$48	\$0	\$0
T52C	Arrival Law Enforcement Client Server Edition - 5 Users	\$11,000.00	\$9,240.00	16%	\$0	\$0	\$1,133	\$107
T52D	Arrival Law Enforcement Client Server Edition - 10+ Users	\$17,000.00	\$14,280.00	16%	\$0	\$0	\$1,648	\$155
Lobbytrac Software								
T5L1	LobbyTrac Turnkey Package	\$7,395.00	\$6,211.80	16%	\$462	\$46	\$412	\$39
T5L3	LobbyTrac Software Only	\$2,825.00	\$2,373.00	16%	\$0	\$0	\$412	\$39
Software only systems								
T52P	Special: Arrival client Server 5 Client System	\$10,400.00	\$8,736.00	16%	\$0	\$0	\$1,133	\$107
Remote Site & Upgrade Options								

WSCA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
T591	ARRIVAL C/S Remote Site ID Pack (Maximum of 5) Inc. User Manual and Installation documentation for remote sites. Must order one T591 per remote location connected to an Arrival C/S system. Must order T5MS Remote Site identification on Arrival Software Ag	\$75.00	\$63.00	16%	\$0	\$0	\$0	\$0
T518	Arrival C/S Remote Site Installation & Training. Incls. Arrival C/S Remote Software and up to 4 hours of training at remote site. Must order one T518 per remote location connected to an Arrival C/S system.	\$1,200.00	\$1,008.00	16%	\$0	\$0	\$0	\$0
T5MS	Arrival C/S Multi-Site Identification. Must order 1 per remote site	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Optional Software Features								
T5F2	Background Import feature	\$750.00	\$630.00	16%	\$0	\$0	\$0	\$0
T5F3	File link / scan link / global	\$750.00	\$630.00	16%	\$0	\$0	\$0	\$0
T5F8	ODBC Integration	\$1,995.00	\$1,675.80	16%	\$0	\$0	\$0	\$0
T5FB	Scale Interface Feature	\$750.00	\$630.00	16%	\$0	\$0	\$0	\$0
T5FE	Printer Interface (Must be ordered with T538 printer)	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
T5FF	Imaging Feature	\$1,250.00	\$1,050.00	16%	\$0	\$0	\$0	\$0
T5FM	Manifest Module (Can only be used with J580/J581 Scanner)	\$1,195.00	\$1,003.80	16%	\$0	\$0	\$0	\$0
T5VT	Visitor Tracking Feature	\$750.00	\$630.00	16%	\$0	\$0	\$0	\$0
T5FW	Arrival Web Module Arrival Web is an optional feature for Arrival C/S Edition that extends the capabilities to add packages to the systems and change package status location. Does not support specialized functionally including thermal label image capture	\$2,995.00	\$2,515.80	16%	\$0	\$0	\$0	\$0
T5FG	Route Activity Logging Feature	\$1,250.00	\$1,050.00	16%	\$0	\$0	\$0	\$0
T5PR	MAIL CTR PRODUCTIVITY REP	\$795.00	\$667.80	16%	\$0	\$0	\$0	\$0
Network Options								
T5NL	Multi-Workstation Network License (for customer-provided network environments) - Order one license per ARRIVAL workstation connected to a customer's network. Not needed for a single Arrival Workstations connected to a network. An additional license is needed	\$500.00	\$420.00	16%	\$0	\$0	\$0	\$0
T5F1	NetQuery Option (Must order (1) T5NL beyond number of processing stations for NetQuery)	\$1,500.00	\$1,260.00	16%	\$0	\$0	\$0	\$0
Printers								
T531	J683 High Speed Thermal 4" Laser Printer	\$2,195.00	\$1,843.80	16%	\$0	\$0	\$0	\$0
T534	J624 Laser Printer	\$695.00	\$583.80	16%	\$89	\$9	\$0	\$0
T536	J644 4" Label Printer	\$995.00	\$835.80	16%	\$122	\$12	\$0	\$0

WSCA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

Point of Sale Pricing

ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	2010 Annual SLA Yr 2-5	2010 Leased		2010 Leased	
						Yr 2-5	Yr 2-5	2010 Annual SMA	SMA Monthly Yr 2-5
T544	2" Graphis Printer	\$395.00	\$331.80	16%	\$42	\$5	\$0	\$0	\$0
T896001	External USB Adapter	\$275.00	\$231.00	16%	\$0	\$0	\$0	\$0	\$0
TS47	LobbyTrac Color Badge Printer	\$159.00	\$133.56	16%	\$0	\$0	\$0	\$0	\$0
Portable Data Terminals									
T538	Arrival Belt Printer	\$1,385.00	\$1,088.00	21%	\$93	\$10	\$0	\$0	\$0
T790002	Four Bay Cradle Kit for T741 Tracking Assistant	\$995.00	\$835.80	16%	\$0	\$0	\$0	\$0	\$0
T790004	Single Bay Cradle Kit for T741 Tracking Assistant	\$475.00	\$399.00	16%	\$0	\$0	\$0	\$0	\$0
T5WC	Wireless Connect for Tracking Assistant Plus Win Mobile	\$300.00	\$252.00	16%	\$0	\$0	\$0	\$0	\$0
J540	Counter Signature Pad (direct computer serial attachment)	\$1,995.00	\$1,675.80	16%	\$0	\$0	\$0	\$0	\$0
J542	Counter Signature Pad	\$1,995.00	\$1,675.80	16%	\$0	\$0	\$0	\$0	\$0
J596025	Wireless Access Point (for use with J595 TA)	\$1,395.00	\$1,171.80	16%	\$0	\$0	\$0	\$0	\$0
J596035	Four Bay Ethernet Cradle for J594 Tracking Assistant	\$995.00	\$835.80	16%	\$0	\$0	\$0	\$0	\$0
J596021	Single Bay USB/Serial Cradle for J594 Tracking Assistant	\$475.00	\$399.00	16%	\$0	\$0	\$0	\$0	\$0
J596023	4 Slot Battery Charger for Tracking Assistant Plus Battery Adaptors (Kit of 2) for J592/j595 TA Plus	\$1,425.00	\$1,197.00	16%	\$0	\$0	\$0	\$0	\$0
J596024		\$350.00	\$233.00	33%	\$0	\$0	\$0	\$0	\$0
Tracking Assistants									
J594	Tracking Assistant Plus WinCE5.0 Device	\$2,495.00	\$1,695.00	32%	\$254	\$26	\$0	\$0	\$0
T741	Tracking Assistant Plus Win Mobile	\$3,495.00	\$2,545.00	27%	\$254	\$26	\$0	\$0	\$0
T790003	Tracking Assistant Plus Win Mobile Battery Adapter	\$350.00	\$294.00	16%	\$0	\$0	\$0	\$0	\$0
T590009	4 Bay EtherNet Docking Cradle (for use with multiple J580's or J582s and Network Sync)	\$995.00	\$835.00	16%	\$0	\$0	\$0	\$0	\$0
T530	J776 Non Contact keyboard wedge scanner	\$1,495.00	\$1,255.80	16%	\$164	\$15	\$0	\$0	\$0
T539	Arrival Cordless Scanner	\$2,295.00	\$1,927.80	16%	\$218	\$22	\$0	\$0	\$0
T542	J774 Scanner	\$2,400.00	\$2,016.00	16%	\$164	\$17	\$0	\$0	\$0
T543	Arrival Web Cam (718-5)	\$245.00	\$205.80	16%	\$0	\$0	\$0	\$0	\$0
System Accessories									
TS10	Power Gummed Tape Disp	\$895.00	\$751.80	16%	\$0	\$0	\$0	\$0	\$0
TS11	Manual Gummed Tape Disp	\$350.00	\$294.00	16%	\$0	\$0	\$0	\$0	\$0
TS14	J693 4" Continuous Labels Supply Case	\$260.00	\$218.40	16%	\$0	\$0	\$0	\$0	\$0
TS22	Anti Fatigue/Anti Static Mat 3x5	\$140.00	\$117.60	16%	\$0	\$0	\$0	\$0	\$0
TS23	Data Vac	\$83.00	\$69.00	17%	\$0	\$0	\$0	\$0	\$0
TS30	J693 4" Continuous Thermal Direct Labels Supply Case	\$240.00	\$201.60	16%	\$0	\$0	\$0	\$0	\$0
TS31	J645 Continuous Thermal Direct Labels Supply Case	\$140.00	\$117.60	16%	\$0	\$0	\$0	\$0	\$0
TS32	J692 Continuous Thermal Direct Labels Supply Case	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	\$0
TS33	J530 2" Continuous Thermal Direct Labels Supply Case	\$73.00	\$61.32	16%	\$0	\$0	\$0	\$0	\$0
TS34	J779 Spare Battery	\$113.00	\$94.92	16%	\$0	\$0	\$0	\$0	\$0
TS35	J530 Spare Battery	\$88.00	\$73.00	17%	\$0	\$0	\$0	\$0	\$0
TS36	J530 Soft Carry Case	\$77.00	\$64.00	17%	\$0	\$0	\$0	\$0	\$0
TS37	J530 Belt - Soft Carry Case	\$9.00	\$7.00	22%	\$0	\$0	\$0	\$0	\$0
TS39	J779 Holster	\$90.00	\$75.00	17%	\$0	\$0	\$0	\$0	\$0

WSCA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	2010 Annual SLA Yr 2-5	Point of Sale Pricing		2010 Leased SMA Monthly Yr 2-5	2010 Leased SMA Monthly Yr 2-5
						2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5		
TS40	928-7 Multi Function Badges for Ink Jet Printers and LobbyTrac	\$70.00	\$58.00	17%	\$0	\$0	\$0	\$0	
TS41	928-8 J620 Adhesive Badge Stock, 2x4 badge 750 badges per box	\$70.00	\$58.00	17%	\$0	\$0	\$0	\$0	
TS42	928-9 J620 Non- Adhesive Badge Stock 2x4 badge 750 per box	\$69.00	\$57.00	17%	\$0	\$0	\$0	\$0	
TS44	718-9 1 Day Self Expiring Security Stickers, 300 per box	\$109.00	\$91.00	17%	\$0	\$0	\$0	\$0	
TS55	BELT CLIP REPLACEMENT	\$20.00	\$16.80	16%	\$0	\$0	\$0	\$0	
TS56	BATTERY REPLACEMENT	\$125.00	\$105.00	16%	\$0	\$0	\$0	\$0	
TS57	SCREEN PROTECTOR REPLACE	\$35.00	\$29.40	16%	\$0	\$0	\$0	\$0	
TS58	HOLSTER/STRAP FOR T/A	\$72.00	\$60.48	16%	\$0	\$0	\$0	\$0	
Installation Projects									
T6P0	INSTALLATION PROJECT Install, Project Incls basic install and config of software system and hardware plus integration and configuration as defined in the Statement of Work. Up to One Day	\$700.00	\$588.00	16%	\$0	\$0	\$0	\$0	
T6P1	Same as T6P1 but Up to 2 Days	\$1,400.00	\$1,176.00	16%	\$0	\$0	\$0	\$0	
T6P2	Same as T6P1 but Up to 4 Days	\$2,800.00	\$2,352.00	16%	\$0	\$0	\$0	\$0	
T6P3	Same as T6P1 but Up to 6 Days	\$5,600.00	\$4,704.00	16%	\$0	\$0	\$0	\$0	
T6P4	Same as T6P1 but Up to 8 Days	\$8,400.00	\$7,056.00	16%	\$0	\$0	\$0	\$0	
T6P5	Same as T6P1 but Up to 12 Days	\$11,200.00	\$9,408.00	16%	\$0	\$0	\$0	\$0	
T6P6	Same as T6P1 but Up to 16 Days	\$16,800.00	\$14,112.00	16%	\$0	\$0	\$0	\$0	
T6P7	Same as T6P1 but Up to 28 Days	\$22,400.00	\$18,816.00	16%	\$0	\$0	\$0	\$0	
T6P8	Same as T6P1 but Up to 40 Days	\$39,200.00	\$32,928.00	16%	\$0	\$0	\$0	\$0	
T6P9	Same as T6P1 but Up to 40 Days	\$56,000.00	\$47,040.00	16%	\$0	\$0	\$0	\$0	
Professional Services									
T513	Install Software on Customers PC. Req if installing ARRIVAL on cust provided PC. Include one charge per PC.	\$145.00	\$121.80	16%	\$0	\$0	\$0	\$0	
T514	Additional Basic Operator Training - 4 hours on site. Order if needed for additional trainee's or special application.	\$525.00	\$441.00	16%	\$0	\$0	\$0	\$0	
T515	PROFESSIONAL SERVICES	\$525.00	\$441.00	16%	\$0	\$0	\$0	\$0	
T516	Special Services	\$1,000.00	\$840.00	16%	\$0	\$0	\$0	\$0	
T517	Consulting Services	\$1,000.00	\$840.00	16%	\$0	\$0	\$0	\$0	
T537	Arrival Live Application Support	\$525.00	\$441.00	16%	\$0	\$0	\$0	\$0	
Project Management									
T5M1	Arrival Project Management	\$1,400.00	\$1,176.00	16%	\$0	\$0	\$0	\$0	
T5M2	Arrival Project Management	\$2,800.00	\$2,352.00	16%	\$0	\$0	\$0	\$0	
T5M3	Arrival Project Management	\$5,600.00	\$4,704.00	16%	\$0	\$0	\$0	\$0	
T5M5	Arrival Project Management	\$11,200.00	\$9,408.00	16%	\$0	\$0	\$0	\$0	
T5M6	Arrival Project Management	\$16,800.00	\$14,112.00	16%	\$0	\$0	\$0	\$0	
T5M7	Arrival Project Management	\$22,400.00	\$18,816.00	16%	\$0	\$0	\$0	\$0	
Express Software Option									

WSCA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
T54A	Arrival Express Plus Software includes remote diagnostics and unlimited transactions also includes upt one day of installation services and 4 hours of on-site training Requires T513 if installing on a customer provided PC	\$2,295.00	\$1,865.00	19%	\$0	\$0	\$206	\$20
T54B	Arrival Express Plus Basics Package Includes Arrival Express PLUS Software J583 PDT Tracking Assistant and minnum professional services	\$4,995.00	\$4,195.80	16%	\$254	\$26	\$206	\$20
T54C	Arrival Express Plus Software Includes remote diagnostics and unlimited transactions also includes up to one day of installation services and 4 hours of on-site training.	\$8,495.00	\$1,865.00	78%	\$674	\$67	\$206	\$20
T54D	Arrival Express Plus Basics w/ J583 Tracking Assistant and J782	\$6,295.00	\$1,865.00	70%	\$418	\$41	\$206	\$20
T54X	ARRIVAL EXPRESS PLUS	\$2,770.00	\$2,330.00	16%	\$0	\$0	\$206	\$20
T540	Arrival Express Software	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
TNPB	Standard Arrival Software	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Express Optional Software Features								
T5EN	Email Notification	\$750.00	\$630.00	16%	\$0	\$0	\$0	\$0
			Ascent					
T2SL	Site license for Desktop Express Plus	\$1,650.00	\$1,402.00	15%	\$0	\$0	\$0	\$0
Ascent Software Only Systems								
T2B3	PM300 STARTER PKG	\$5,995.00	\$4,028.00	33%	\$243	\$24	\$682	\$65
T2P3	Ascent PM300 - 3 Carrier Solution	\$4,995.00	\$3,356.00	33%	\$0	\$0	\$682	\$65
T2P4	Ascent PM400 - 4 Carrier Solution	\$6,195.00	\$4,196.00	32%	\$0	\$0	\$682	\$65
T2PP	Package Manager Plus	\$7,395.00	\$4,952.00	33%	\$0	\$0	\$1,111	\$105
T2PX	Ascent PM1000 - All Carrier Soltuin & Integration	\$12,495.00	\$8,396.00	33%	\$0	\$0	\$1,270	\$120
T2P1	Ascent PM 100-USPS ONLY	\$4,195.00	\$2,683.80	36%	\$0	\$0	\$0	\$0
T2PT	PM100 POST MGR W/PC/PRTR	\$10,295.00	\$6,930.00	33%	\$345	\$26	\$0	\$0
T2R0	Ascent PM3000 - Customer Loyalty License	\$4,995.00	\$3,395.00	32%	\$256	\$26	\$682	\$65
T2R1	Ascent PM400 - Customer Loyalty License	\$6,195.00	\$4,196.00	32%	\$256	\$26	\$682	\$65
T2R2	Ascent PM500 - Customer Loyalty License	\$8,695.00	\$5,876.00	32%	\$256	\$26	\$1,004	\$95
T2R3	Ascent PM1000 - Customer Loyalty License	\$12,395.00	\$8,396.00	32%	\$256	\$26	\$1,377	\$130
SPMS	Package Manager System (USPS, UPS, FedEx rates), T125 PC with Flat Screen Monitor, 100 lb Scale, IntelliLink Interface, Installation/Training (Max Term = 54 months)	\$9,995.00	\$6,678.00	33%	\$377	\$36	\$0	\$0

WCSA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	2010 Annual SLA Yr 2-5	Point of Sale Pricing			
						2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5	
Carriers USPS	SPMJ Package Manager System (USPS, UPS, FedEx rates), T125 PC with Flat Screen Monitor, 100 lb Scale, J645 Label Printer, 1E05 Laser Printer, IntelliLink Interface, Installation/Training (Max Term = 54 months)	\$11,495.00	\$7,770.00	32%	\$588	\$57	\$0	\$0	
	T215 USPS Domestic Rate Bundle - Zip to ZONE, Domestic Express, Book and Library; 1st/Std. A Single Piece, Std. B Parcel Post & Priority	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0	
	T216 USPS International Raate Bundle	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0	
	T217 USPS Automation/Non=Automation Rate Bundle	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0	
	T209 USPS Standard A Bulk Manifesting	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0	
	T218 USPS Mixed Mail Manifest	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0	
	T265 USPS Standard A Non-Profit Service	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0	
	T219 USPS Drop Shipment Points - Max.of 28 allowed. (Meter Cust.) charge for each point. (must also order T243-T220) Include origin ZIP Code for each point with order. Not available for Alaska or Hawaii.	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
	T290 USPS Manifesting Drop Shipment Points (Manifest Customer)- Charge for each point. Include origin ZIP Code for each point with order, maximum of 28	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
	T245 USPS 4th Class DBMC Manifesting (required for T218)	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0	
FED-EX	T271 USPS International Manifesting	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0	
	T2MM USPS EXPRESS MAIL MFST	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0	
	T242 USPS ZIP TO ZONE	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0	
	T230 Fed Ex On Site Server Bundle - Provides for domestic and international processing, label printing & electronic connection. *Must choose T158 FedEx Server with Monitor or T159 FedEx Server w/ Switch View A/B box; J644 Printer not Compatible	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0	
	T221 Fedex Ground Multi-Weight	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0	
	T243 Fedex Ground Zip to Zone	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0	
	T289 FEDEX OS SERVER DROP SHIP	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
	UPS	T210 UPS Standard Rates	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
		T211 UPS Hundredweight Rate Bundle	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
		T212 UPS Non-Manifested Rates	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0

WSCA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	2010 Annual SLA Yr 2-5	Point of Sale Pricing		
						2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
T246	UPS Online Plus for PLD Electronic Manifesting UPS Drop Shipment Points - charge for each point. Include origin Zip Code for each point with order, maximum of 28 allowed.	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
T213		\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
T214	UPS Contract Rates	\$1,000.00	\$840.00	16%	\$0	\$0	\$0	\$0
DHL								
T291	DHL Plus Drop Ships (up to 28 allowed)	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
T293	DHL MIGRATION SW	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
DHL/AIRBORNE Combined								
T2DH	DHL/Airborne Legacy module	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Other Carriers								
T286	SPEEDEE DELIVERY SERVICE	\$750.00	\$630.00	16%	\$0	\$0	\$0	\$0
Ascent Multi-Workstation Network License								
	Multi-Workstation Network License (for customer-provided network environments) - Order one license per Ascent workstation connected to a customer's network. Not needed for a single Ascent workstation connected to a network. An additional license is needed							
T110		\$750.00	\$425.00	43%	\$0	\$0	\$0	\$0
Software Upgrade Options								
T1PC	Plus Carrier Enabler - Upgrade to Ascent MC Integration Enabler -	\$4,600.00	\$3,864.00	16%	\$0	\$0	\$0	\$0
T1NT	Upgrade to PB1000	\$3,000.00	\$2,520.00	16%	\$0	\$0	\$0	\$0
Software Integration Options								
T116	DDX Link (Display Data Exchange) Your order must include one of the appropriate Installation Projects (T4P1-9) ODBC Link (Open Database Connection). Your order must include one of the appropriate Installation Projects (T4P1-9)	\$1,995.00	\$1,676.00	16%	\$0	\$0	\$0	\$0
T118		\$1,295.00	\$1,088.00	16%	\$0	\$0	\$0	\$0
Optional Software Features								
T2CM	Certified Mail Label Feature - Sale Only - Requires Dedicated 1E03 or J645 (Certified Mail Subscription -Lease Customers @ \$29/month - PCN T2CS)	\$895.00	\$420.00	53%	\$0	\$0	\$0	\$0
T2AC	STREETSMART ADDR CLEANSNG	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
T2AF	RDI Feature	\$795.00	\$668.00	16%	\$0	\$0	\$0	\$0
T101	Additional Carrier Log-1 (3 included) - maximum of 20	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
T102	Additional Custom Programmable Carrier- 1 (3 included) - maximum of 20	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
T103	LTL Customer Programmable Carrier - Order as many as needed up to 20 Max. EACH	\$350.00	\$294.00	16%	\$0	\$0	\$0	\$0
T104	HazMat	\$950.00	\$798.00	16%	\$0	\$0	\$0	\$0
T105	Differential Weighing (Offweight) can be used for all carriers. Not available with T312 - 200 lb scale.	\$500.00	\$420.00	16%	\$0	\$0	\$0	\$0
T2EM	E-Mail Notification	\$750.00	\$630.00	16%	\$0	\$0	\$0	\$0

WCSA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
T113	NETQUERY/INQUIRY/R ATE SHO	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
T196027	ASCENT SOFTWARE METER INT	\$295.00	\$247.80	16%	\$0	\$0	\$0	\$0
T2ER	E-RR SUBSCRIPTION	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
T2EU	E-RETURN RECEIPT	\$1,895.00	\$1,591.80	16%	\$0	\$0	\$0	\$0
T2SA	SECURE ARCHIVE SUBSCRIPTN	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Installation Projects								
T4P0	Installation Project Install and configure all PB hardware, basic system configuration, totaling up to one day of on-site Installation service --- MINIMUM REQUIRED	\$700.00	\$588.00	16%	\$0	\$0	\$0	\$0
T4P1	Includes - Install and configure all PB hardware, basic system configuration, totaling up to 2 days on-site installation service. Includes - Install and configure all PB hardware, basic system configuration, totaling up to 4 days on-site installation service. includes - Install and configure all PB hardware, basic system configuration, totaling up to 6 days on-site installation service. Includes - Install and configure all PB hardware, basic system configuration, totaling up to 8 days on-site installation service. Includes - Install and configure all PB hardware, basic system configuration, totaling up to 12 days on-site installation service. Includes - Install and configure all PB hardware, basic system configuration, totaling up to 16 days on-site installation service. Includes - Install and configure all PB hardware, basic system configuration, totaling up to 28 days on-site installation service. Includes - Install and configure all PB hardware, basic system configuration, totaling up to 40 days on-site installation service.	\$1,400.00	\$1,176.00	16%	\$0	\$0	\$0	\$0
T4P2		\$2,800.00	\$2,352.00	16%	\$0	\$0	\$0	\$0
T4P3		\$5,600.00	\$4,707.00	16%	\$0	\$0	\$0	\$0
T4P4		\$8,400.00	\$7,056.00	16%	\$0	\$0	\$0	\$0
T4P5		\$11,200.00	\$9,408.00	16%	\$0	\$0	\$0	\$0
T4P6		\$16,800.00	\$14,112.00	16%	\$0	\$0	\$0	\$0
T4P7		\$22,400.00	\$18,816.00	16%	\$0	\$0	\$0	\$0
T4P8		\$39,200.00	\$32,928.00	16%	\$0	\$0	\$0	\$0
T4P9		\$56,000.00	\$47,040.00	16%	\$0	\$0	\$0	\$0
Project Management								
T4M1	Ascent Project Managerment	\$1,400.00	\$1,176.00	16%	\$0	\$0	\$0	\$0
T4M2	Ascent Project Managerment	\$2,800.00	\$2,352.00	16%	\$0	\$0	\$0	\$0
T4M3	Ascent Project Managerment	\$5,600.00	\$4,704.00	16%	\$0	\$0	\$0	\$0
T4M5	Ascent Project Managerment	\$11,200.00	\$9,408.00	16%	\$0	\$0	\$0	\$0
T4M6	Ascent Project Managerment	\$16,800.00	\$14,112.00	16%	\$0	\$0	\$0	\$0
T4M7	Ascent Project Managerment	\$22,400.00	\$18,816.00	16%	\$0	\$0	\$0	\$0
Professional Services								

WSCA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
	Install Software on Customers PC. Required if installing ASCENT on a cust provided PC. Include one charge per PC.							
T413		\$145.00	\$121.80	16%	\$0	\$0	\$0	\$0
T414	Basic Operator Training - 4 hours On-Site	\$525.00	\$441.00	16%	\$0	\$0	\$0	\$0
T415	Advanced Operator Training - 4 hours On-Site	\$525.00	\$441.00	16%	\$0	\$0	\$0	\$0
T427	Consulting Services (Per Day Charge)	\$1,000.00	\$840.00	16%	\$0	\$0	\$0	\$0
T430	Special Services	\$1,000.00	\$840.00	16%	\$0	\$0	\$0	\$0
T437	Ascent Live Application Support	\$525.00	\$441.00	16%	\$0	\$0	\$0	\$0
T434	Integration Client Billing	\$2,600.00	\$2,210.00	15%	\$0	\$0	\$0	\$0
Computers								
T124	2.26Ghz Pentium 4 PC Package for Windows 2000	\$2,795.00	\$2,347.80	16%	\$256	\$26	\$0	\$0
T125	1.8Ghz Celeron PC Package for Windows 2000	\$2,195.00	\$1,843.80	16%	\$256	\$26	\$0	\$0
Scales								
T310	JN75 100 lb. TableTop Scale	\$1,195.00	\$1,003.80	16%	\$121	\$12	\$0	\$0
T312	JN64 150 lb. RollerTop Scale	\$1,695.00	\$1,423.80	16%	\$170	\$17	\$0	\$0
T313	JN67 149 lb. RollerTop Scale (California Only)	\$1,695.00	\$1,423.80	16%	\$173	\$17	\$0	\$0
Printers								
T316	J676 Forms Printer (Airbill, COD, HazMat)	\$1,195.00	\$1,003.80	16%	\$122	\$12	\$0	\$0
T319	J692 4" Adhesive Label Printer	\$2,195.00	\$1,843.80	16%	\$0	\$0	\$0	\$0
T321	J624 Laser Printer	\$695.00	\$583.80	16%	\$89	\$9	\$0	\$0
T322	J645 4" Label Printer	\$995.00	\$835.80	16%	\$122	\$12	\$0	\$0
Bar Code Scanners								
T320	J776 Non-Contact Programmable Wedge Scanner	\$1,495.00	\$1,255.80	16%	\$164	\$15	\$0	\$0
T330	ShipRequest Software, Two Dimensional Scanner & Scan Link	\$1,750.00	\$1,470.00	16%	\$183	\$18	\$0	\$0
T331	ShipRequest Software, Two Dimensional Scanner	\$1,750.00	\$1,470.00	16%	\$183	\$18	\$0	\$0
T332	J775 Two Dimensional Scanner	\$2,400.00	\$2,016.00	16%	\$183	\$18	\$0	\$0
T339	Ascent Cordless Scanner	\$2,295.00	\$1,927.80	16%	\$218	\$22	\$0	\$0
T196003	ShipRequest Multi-Pack (5 CD's)	\$125.00	\$105.00	16%	\$0	\$0	\$0	\$0
Miscellaneous								
J796029	Factory Installed PC Client Network Card - COAX CABLE	\$300.00	\$252.00	16%	\$0	\$0	\$0	\$0
J796027	Field Installable PC Client Network Card - COAX CABLE ONLY	\$300.00	\$252.00	16%	\$0	\$0	\$0	\$0
J796025	Scanner Stand	\$144.00	\$120.96	16%	\$0	\$0	\$0	\$0
T896006	32 MB SDRAM	\$175.00	\$147.00	16%	\$0	\$0	\$0	\$0
JN96002	Base Mount Display Kit for JN75 Scale	\$160.00	\$134.40	16%	\$0	\$0	\$0	\$0
JB96002	Base Mount Display Kit for JB64 and JB67	\$160.00	\$134.40	16%	\$0	\$0	\$0	\$0
VS96030	Scales	\$200.00	\$168.00	16%	\$0	\$0	\$0	\$0
TS1A	METER INTERFACE EXPANSION	\$200.00	\$168.00	16%	\$0	\$0	\$0	\$0
	Crystal Report Run Time License	\$200.00	\$168.00	16%	\$0	\$0	\$0	\$0
Accounting System								
Site Options								
BMAS	Package Manager Interface to Business Manager	\$695.00	\$583.80	16%	\$0	\$0	\$0	\$0
1FAH	Intellink Software Feature Code	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Z690034	Secondary Network Card for Data Transfers	\$195.00	\$163.00	16%	\$0	\$0	\$0	\$0
Administrative Options								

WSCA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

Point of Sale Pricing

ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	2010 Annual SLA Yr 2-5	Point of Sale Pricing		
						2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
BM52	Business Manager Remote Workstation	\$5,895.00	\$4,951.80	16%	\$270	\$20	\$700	\$66
BM60	Business Manager Administrative Workstation	\$3,250.00	\$2,730.00	16%	\$270	\$20	\$325	\$31
BMPC	BUSINESS MANAGER PC	\$2,795.00	\$2,347.00	16%	\$248	\$25.00	\$0	\$0
General Options								
BM43	High Volume Laser Printer	\$1,360.00	\$1,142.40	16%	\$143	\$0	\$0	\$0
BM42	Barcode Scanner for PC Data Collector	\$1,495.00	\$1,255.80	16%	\$268	\$27	\$0	\$0
BM44	Barcode Scanner for Budget Manager and Business Manager	\$1,495.00	\$1,255.80	16%	\$111	\$11	\$0	\$0
BM41	Receipt Printer	\$1,045.00	\$877.80	16%	\$122	\$12	\$0	\$0
BMA1	Crystal Reporting (Latest Retail Version)	\$199.00	\$167.16	16%	\$0	\$0	\$0	\$0
BM45	Monitor Stand	\$450.00	\$378.00	16%	\$0	\$0	\$0	\$0
Funds Management								
Z6FM	Funds Mgmt Feature Enabled (Master and Client Host)	\$1,195.00	\$1,003.00	16%	\$0	\$0	\$0	\$0
Interfaces								
BMX1	DM SERIES INTF DM500-1000	\$995.00	\$835.00	16%	\$0	\$0	\$0	\$0
BMX2	BM DM500+ INTERFACE	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
BMC1	DM SERIES INTERFCE DM300C	\$995.00	\$835.00	16%	\$0	\$0	\$0	\$0
BMC2	BM DM300/400 INTERFACE	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
BMT1	BM DM INFINITY INTERFACE	\$995.00	\$835.00	16%	\$0	\$0	\$0	\$0
BMT2	BM DM INFINITY INTERFACE	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Other Options								
BMSW	Upgrade to Business Manager SQL Edition	\$4,255.00	\$3,574.20	16%	\$0	\$0	\$0	\$0
BMSU	Upgrade to SQL Editions for Current Customers	\$4,895.00	\$4,111.80	16%	\$0	\$0	\$0	\$0
BMS1	BUSINESS MANAGER HOST SW	\$8,995.00	\$7,555.00	16%	\$74	\$1	\$114	\$11
BMS2	BUSINESS MGR WORKSTATION	\$3,250.00	\$2,730.00	16%	\$86	\$11	\$624	\$59
BMS3	CLIENT HOST SOFTWARE ONLY	\$1,995.00	\$1,675.00	16%	\$86	\$11	\$624	\$59
Business Manager to DM Infinity								
BM48	Infinity Interface Includes Data Collector	\$4,995.00	\$4,195.80	16%	\$270	\$20	\$190	\$18
BM47	Infinity and Data Collection	\$4,995.00	\$4,195.80	16%	\$561	\$56	\$0	\$0
BM65	6500 Upgrade to Infinity	\$695.00	\$751.80	16%	\$0	\$0	\$0	\$0
SIP/SOW Required Options								
Z690000	Ethernet 4 Port Hub	\$265.00	\$222.60	16%	\$0	\$0	\$0	\$0
Z690001	Ethernet 16 Port Hub	\$625.00	\$525.00	16%	\$0	\$0	\$0	\$0
Z690003	Ethernet Cable 14 Ft	\$45.00	\$37.00	18%	\$0	\$0	\$0	\$0
Z690004	Ethernet Cable 25 Ft	\$45.00	\$37.00	18%	\$0	\$0	\$0	\$0
Z690005	Ethernet Cable 100 Ft	\$205.00	\$172.20	16%	\$0	\$0	\$0	\$0
Z690006	Ethernet Cable 250 Ft	\$310.00	\$260.40	16%	\$0	\$0	\$0	\$0
Z690012	Kit, Data Coll to Galaxy meter	\$310.00	\$260.40	16%	\$0	\$0	\$0	\$0
Z690014	Kit, Data Coll to Integra scale	\$105.00	\$88.20	16%	\$0	\$0	\$0	\$0
Z690017	Kit, J050 Business Manager Extension cable	\$105.00	\$88.20	16%	\$0	\$0	\$0	\$0
Professional Services								
BMH1	Business Manager Operator Training - up to 4 hours	\$520.00	\$436.80	16%	\$0	\$0	\$0	\$0
BMH3	Business Manager Data Conversion Services	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
MFP1	Dedicated Installation Support - Level 1	\$1,400.00	\$1,176.00	16%	\$0	\$0	\$0	\$0
MFP2	Dedicated Installation Support - Level 2	\$2,800.00	\$2,352.00	16%	\$0	\$0	\$0	\$0
MFP3	Dedicated Installation Support - Level 3	\$5,600.00	\$4,704.00	16%	\$0	\$0	\$0	\$0
MFP4	Dedicated Installation Support - Level 4	\$8,400.00	\$7,056.00	16%	\$0	\$0	\$0	\$0

WSCA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
MFP5	Dedicated Installation Support - Level 5	\$11,200.00	\$9,408.00	16%	\$0	\$0	\$0	\$0
MFP6	Dedicated Installation Support - Level 6	\$16,800.00	\$14,112.00	16%	\$0	\$0	\$0	\$0
MFP7	Dedicated Installation Support - Level 7	\$22,400.00	\$18,816.00	16%	\$0	\$0	\$0	\$0
MFP8	Dedicated Installation Support - Level 8	\$33,222.00	\$27,906.48	16%	\$0	\$0	\$0	\$0
BMP0	Business Manager Project Management	\$700.00	\$588.00	16%	\$0	\$0	\$0	\$0
BMP1	Business Manager Project Management - Level 1	\$1,400.00	\$1,176.00	16%	\$0	\$0	\$0	\$0
BMP2	Business Manager Project Management - Level 2	\$2,800.00	\$2,352.00	16%	\$0	\$0	\$0	\$0
BMP3	Business Manager Project Management - Level 3	\$5,600.00	\$4,704.00	16%	\$0	\$0	\$0	\$0
BMP4	Business Manager Project Management - Level 4	\$8,400.00	\$7,056.00	16%	\$0	\$0	\$0	\$0
BMP5	Business Manager Project Management - Level 5	\$11,200.00	\$9,408.00	16%	\$0	\$0	\$0	\$0
BMP6	Business Manager Project Management - Level 6	\$16,800.00	\$14,112.00	16%	\$0	\$0	\$0	\$0
BMP7	Business Manager Project Management - Level 7	\$22,400.00	\$18,816.00	16%	\$0	\$0	\$0	\$0
BMP8	Business Manager Project Management - Level 8	\$39,200.00	\$28,728.00	27%	\$0	\$0	\$0	\$0
BMP9	Business Manager Project Management - Level 9	\$56,000.00	\$47,040.00	16%	\$0	\$0	\$0	\$0
BMPD	BM PC SPECIAL	\$995.00	\$835.00	16%	\$248	\$25	\$0	\$0
BMUP	BM 6.0 UPGRADE XP BUSINESS MGR	\$795.00	\$667.00	16%	\$0	\$0	\$0	\$0
BMWA	INVIEW FEATR	\$295.00	\$247.00	16%	\$0	\$0	\$0	\$0
PC Upgrade Options								
Z6C3	Host / Client Host Upgrade to Windows XP / 5.5	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Z6C4	ADMIN/REPORT/DATA COLL UP	\$798.00	\$670.00	16%	\$0	\$0	\$0	\$0
Z6C5	BUS MGR SW UPG FR V 3.0	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Z6V4	BUS MGR SW UPG FR V3.2-5.	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Z6V5	BUS MGR SW UPG FR V4.0-5.	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
Addressing								
Smartmailer Software for Windows								
WSM7	SmartMailer 7 for Windows CD Format Includes Main Program and National Postal Coding, Presort, Dup Detect, Art Mania, Envelope Designer Plus	\$400.00	\$280.00	30%	\$0	\$0	\$1,050	\$99
WSPR	SmartMailer 7 Premium Edition for Windows DVD Format Includes Main Program and National Postal Coding, Presort, Dup Detect, DPV,ELOT,LACS, Geocoding	\$600.00	\$504.00	16%	\$0	\$0	\$1,585	\$149
VeriMove Net for SmartMailer 7								
WMP1	VeriMove Net for 36,000 Records Processed	\$324.00	\$259.00	20%	\$0	\$0	\$0	\$0
WMP2	VeriMove Net for 360,000 Records Processed	\$1,800.00	\$1,512.00	16%	\$0	\$0	\$0	\$0
WMP3	VeriMove Net for 900,000 Records Processed	\$3,600.00	\$3,024.00	16%	\$0	\$0	\$0	\$0
WMP4	VeriMove Net for 10,000 Records Processed	\$100.00	\$84.00	16%	\$0	\$0	\$0	\$0

WSCA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	2010 Annual SLA Yr 2-5	Point of Sale Pricing		
						2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
WMPU	VeriMove Net Unlimited Subscription	\$200.00	\$168.00	16%	\$0	\$0	\$840	\$79
WS83	VERIMOVE TRAINING SERVICE	\$435.00	\$365.00	16%	\$0	\$0	\$0	\$0
Smartmailer 7 Software Options								
WSEL	Enhanced Line of Travel (ELOT)	\$99.00	\$83.16	16%	\$0	\$0	\$415	\$39
Track My Mail								
MTS1	PRECISIONTRK 4SM TIER1	\$595.00	\$499.00	16%	\$0	\$0	\$1,907	\$179
MTS2	PRECISIONTRK 4SM TIER2	\$845.00	\$709.00	16%	\$0	\$0	\$2,663	\$250
MTS3	PRECISIONTRK 4SM TIER3	\$1,695.00	\$1,423.00	16%	\$0	\$0	\$5,325	\$500
MTS4	PRECISIONTRK 4SM TIER4	\$3,195.00	\$2,683.00	16%	\$0	\$0	\$10,650	\$1,000
MTS5	PRECISIONTRK 4SM TIER5	\$4,795.00	\$4,027.00	16%	\$0	\$0	\$16,975	\$1,500
MTS6	PRECISIONTRK 4SM TIER6	\$7,795.00	\$6,547.00	16%	\$0	\$0	\$26,625	\$2,500
MTS7	PRECISIONTRK 4SM TIER7	\$15,395.00	\$12,931.00	16%	\$0	\$0	\$47,924	\$4,500
MTS8	PRECISIONTRK 4SM TIER8	\$28,895.00	\$24,271.00	16%	\$0	\$0	\$99,042	\$9,300
MTP5	PTRACK ADD'L SITE LICENSE	\$700.00	\$588.00	16%	\$0	\$0	\$0	\$0
Professional Services - SmartMailer 7 Training								
WS90	SmartMailer 7 Training	\$865.00	\$726.60	16%	\$0	\$0	\$0	\$0
WS91	SmartMailer 7 Premium Edition Training	\$995.00	\$835.80	16%	\$0	\$0	\$0	\$0
WS92	Addressright Pro Training Mailing Assistant Customization (up to 4 hr)	\$995.00	\$835.80	16%	\$0	\$0	\$0	\$0
WS93	Installation of PB Software on Customer's PC or upgrading existing PB system.	\$395.00	\$331.80	16%	\$0	\$0	\$0	\$0
WS80		\$125.00	\$105.00	16%	\$0	\$0	\$0	\$0
WSMC	Mail Coach Training up to 8 hours, 1-2 Operators	\$995.00	\$835.80	16%	\$0	\$0	\$0	\$0
WSM4	SmartMailer 7 and Mail Coach Bundle Training, Four Operators	\$2,980.00	\$2,086.00	30%	\$0	\$0	\$0	\$0
WSM6	SmartMailer 7 and Mail Coach Bundle Training, Six Operators	\$4,470.00	\$3,129.00	30%	\$0	\$0	\$0	\$0
W4MC	FLAT RATE, TRAVL CHRG-MAIL	\$545.00	\$457.00	16%	\$0	\$0	\$0	\$0
AddressRight Pro Software								
WSAP	Addressright Pro Mail Management Software	\$800.00	\$672.00	16%	\$0	\$0	\$1,690	\$159
WSAV	AddressRight Pro w/Delivery Point Validation	\$1,400.00	\$1,176.00	16%	\$0	\$0	\$2,330	\$219
WSAX	AddressRight Pro w/Adress Quality Enhancements	\$1,800.00	\$1,512.00	16%	\$0	\$0	\$1,690	\$159
WSMW	Mixed Weights Feature Package Services	\$1,200.00	\$1,008.00	16%	\$0	\$0	\$1,050	\$99
WSPS	Feature	\$1,200.00	\$1,008.00	16%	\$0	\$0	\$1,050	\$99
WSPA	Palletization Feature	\$2,200.00	\$1,848.00	16%	\$0	\$0	\$1,050	\$99
WSEM	Enhanced Merge/Purge	\$1,200.00	\$1,008.00	16%	\$0	\$0	\$1,050	\$99
WSGC	Geocodes	\$299.00	\$251.16	16%	\$0	\$0	\$945	\$89
WSLC	Address Conversion System	\$99.00	\$83.16	16%	\$0	\$0	\$305	\$29
Additional Licenses								
WSL1	1 User License for SmartMailer	\$995.00	\$835.00	16%	\$0	\$0	\$0	\$0
WSLL	50 User Licenses for SmartMailer	\$7,495.00	\$6,295.00	16%	\$0	\$0	\$0	\$0
WSLX	10 User Licenses for SmartMailer	\$4,995.00	\$4,195.00	16%	\$0	\$0	\$0	\$0
Data Mapping & Integrated Services								
WSP0	Data Mapping and Integration - Half Day	\$700.00	\$588.00	16%	\$0	\$0	\$0	\$0
WSP1	Data Mapping and Integration - One Day	\$1,400.00	\$1,176.00	16%	\$0	\$0	\$0	\$0
WSP2	Data Mapping and Integration - Two Days	\$2,800.00	\$2,352.00	16%	\$0	\$0	\$0	\$0

WSCA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
PB First Document Processing Software								
WSP4	Data Mapping and Integration - Four Days	\$5,600.00	\$4,704.00	16%	\$0	\$0	\$0	\$0
PB First for Preformatted Documents								
WPB5	PB First Base License (Includes first 5 applications)	\$300.00	\$252.00	16%	\$0	\$0	\$65	\$7
PB First for Document Formatting								
WPD1	Preformatted Document Option	\$1,200.00	\$1,008.00	16%	\$0	\$0	\$260	\$25
PB First Professional Integration Services								
WDF1	Document Formatting Option	\$1,200.00	\$1,008.00	16%	\$0	\$0	\$260	\$25
WPCP	Advanced Checking Option	\$2,500.00	\$2,100.00	16%	\$0	\$0	\$175	\$17
WPDF	PDF Extraction Option	\$1,000.00	\$840.00	16%	\$0	\$0	\$0	\$0
PB First Project Management Services								
WPSM	SmartMailer Interface Option	\$1,000.00	\$840.00	16%	\$0	\$0	\$225	\$22
WPFA	Additional Applications	\$275.00	\$231.00	16%	\$0	\$0	\$55	\$6
WPF1	Document Processing Professional Services	\$1,400.00	\$980.00	30%	\$0	\$0	\$0	\$0
WPF2	Document Processing Professional Services	\$2,800.00	\$1,960.00	30%	\$0	\$0	\$0	\$0
WPF3	Document Processing Professional Services	\$5,600.00	\$3,920.00	30%	\$0	\$0	\$0	\$0
WPF4	Document Processing Professional Services	\$8,400.00	\$5,880.00	30%	\$0	\$0	\$0	\$0
WPF5	Document Processing Professional Services	\$11,200.00	\$7,840.00	30%	\$0	\$0	\$0	\$0
WPF6	Document Processing Professional Services	\$16,800.00	\$11,760.00	30%	\$0	\$0	\$0	\$0
WPF7	Document Processing Professional Services	\$22,400.00	\$15,680.00	30%	\$0	\$0	\$0	\$0
WPF8	Document Processing Professional Services	\$39,200.00	\$27,440.00	30%	\$0	\$0	\$0	\$0
WPF9	Document Processing Professional Services	\$56,000.00	\$39,200.00	30%	\$0	\$0	\$0	\$0
PlanetPress								
WPR1	Document Processing Project Management	\$1,400.00	\$1,062.00	24%	\$0	\$0	\$0	\$0
WPR2	Document Processing Project Management	\$2,800.00	\$2,352.00	16%	\$0	\$0	\$0	\$0
WPR3	Document Processing Project Management	\$5,600.00	\$4,250.00	24%	\$0	\$0	\$0	\$0
WPR4	Document Processing Project Management	\$8,400.00	\$6,375.00	24%	\$0	\$0	\$0	\$0
WPR5	Document Processing Project Management	\$11,200.00	\$8,500.00	24%	\$0	\$0	\$0	\$0
WPR6	Document Processing Project Management	\$16,800.00	\$12,750.00	24%	\$0	\$0	\$0	\$0
WPR7	Document Processing Project Management	\$22,400.00	\$17,000.00	24%	\$0	\$0	\$0	\$0
WPR8	Document Processing Project Management	\$39,200.00	\$29,750.00	24%	\$0	\$0	\$0	\$0
PlanetPress Options								
WPP1	Printer License (1 Printer)	\$1,750.00	\$1,470.00	16%	\$0	\$0	\$0	\$0
WPP2	Printer Licenses (2 Printers)	\$2,100.00	\$1,764.00	16%	\$0	\$0	\$0	\$0
WPP3	PlanetPress Server Light	\$6,250.00	\$5,250.00	16%	\$0	\$0	\$0	\$0
WPP4	PlanetPress Server Full	\$12,500.00	\$10,500.00	16%	\$0	\$0	\$0	\$0
WPP5	PlanetPress Image	\$4,625.00	\$3,885.00	16%	\$0	\$0	\$0	\$0
New Addressright Printers & Hardware								
DA30	DA300 Envelope Printer	\$4,995	\$3,496.50	30%	\$1,049	\$104	\$0	\$0
WP5A	High Speed Laser Printer	\$7,700	\$6,468.00	16%	\$1,505	\$149	\$0	\$0
WP5H	High Capacity High Speed Laser Printers	\$9,995	\$8,395.80	16%	\$1,505	\$149	\$0	\$0
DA5C	DA50S Envelope Address Printer Black & White	\$7,270	\$5,089.00	30%	\$1,752	\$174	\$0	\$0
DA5S	D55S Envelope Address Printer: Color	\$9,090	\$6,363.00	30%	\$1,849	\$183	\$0	\$0
DA7C	DA70S High Speed Envelope Address Printer Black & White	\$13,905	\$11,680.20	16%	\$1,977	\$196	\$0	\$0
DA7S	DA75S High Speed Envelope Address Printer Color	\$16,045	\$11,231.50	30%	\$2,145	\$213	\$0	\$0

WSCA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

Point of Sale Pricing

ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
DAST	Addressright Printer Installation and Training	\$199	\$167.16	16%	\$0	\$0	\$0	\$0
DA8N	DA80F High Speed Fixed Head Printer	\$9,411	\$6,157.00	35%	\$903	\$90	\$0	\$0
DA9K	DA95F High Performance Fixed Head Printer with Feed Right Feeder	\$20,325	\$15,955.80	21%	\$2,532	\$251	\$0	\$0
DA9L	DA95F High Performance Fixed Head Printer with Feed Right Feeder, Stacker, Dryer and Stand	\$25,969	\$20,386.80	21%	\$2,890	\$286	\$0	\$0
DA9M	DA95F High Performance Fixed Head Printer with Integrated Stacker	\$23,829	\$20,016.00	16%	\$2,111	\$209	\$0	\$0
DA9N	DA95F High Performance Fixed Head Printer	\$18,185	\$11,896.50	35%	\$1,753	\$174	\$0	\$0
New DA Series Options								
DASC	Integrated Stacker w/Dryer and Stand	\$5,275	\$4,431.00	16%	\$928	\$92	\$0	\$0
W823	FeedRight Feeder for DA950	\$5,995	\$5,035.80	16%	\$779	\$77	\$0	\$0
DA86	High Output Dryer	\$1,725	\$1,449.00	16%	\$139	\$14	\$0	\$0
DA99	Stand for DA980 Stacker	\$825	\$693.00	16%	\$0	\$0	\$0	\$0
DAPT	Advanced AddressRight Printer Training for ALL Printers	\$695	\$583.80	16%	\$0	\$0	\$0	\$0
DA79	High Speed Conveyor Stacker for DA95F	\$3,425	\$2,877.00	16%	\$219	\$22	\$0	\$0
DA8A	High Speed Conveyor Stacker for DA80F	\$3,425	\$2,877.00	16%	\$219	\$22	\$0	\$0
Addressright Options & Peripherals								
F790050	Scanner Mounting Kit for High Capacity Sheet Feeder	\$500	\$420.00	16%	\$0	\$0	\$0	\$0
F790052	42" Inch Table Extension	\$500	\$420.00	16%	\$0	\$0	\$0	\$0
W350	Tabber (order W760 if stacker is required)	\$4,100	\$2,870.00	30%	\$587	\$58	\$0	\$0
W764	W760 Stacker and Dryer for W700 and W890	\$2,690	\$1,883.00	30%	\$233	\$24	\$0	\$0
W763	W760 Stacker for W700, W770 (Includes printer Interface)	\$1,830	\$1,537.00	16%	\$233	\$24	\$0	\$0
W760	Stacker for Tabber	\$1,775	\$1,242.50	30%	\$233	\$24	\$0	\$0
W853	Ink Dryer sold with W763 Stacker	\$860	\$602.00	30%	\$84	\$9	\$0	\$0
W624	Laser Tray Tag / Label and Report Printer	\$695	\$583.80	16%	\$118	\$12	\$0	\$0
W709	W709 Envelope Designer "Plus" Software for Windows 98/ME	\$370	\$259.00	30%	\$0	\$0	\$0	\$0
DAPK	Basic Postal Knowledge Training	\$495	\$415.80	16%	\$0	\$0	\$0	\$0
AddressRight PC's								
W406	Compaq 15" Flat Panel	\$0	\$0.00	0%	\$0	\$0	\$0	\$0
Print Services								
F91A	2 User Account	\$500	\$420.00	16%	\$0	\$0	\$530	\$50
Documatch								
WS80	Installation of PB Software on Customer's PC or upgrading existing PB system	\$125	\$105.00	16%	\$0	\$0	\$0	\$0
WSMC	Mail Coach Training up to 8 hours, 1-2 Operators	\$995	\$835.80	16%	\$0	\$0	\$0	\$0
Folders & Inserters								
DI200 OfficeRight Inserting System								
DI23	OfficeRight DI23 3 Station (includes installation and training)	\$5,145	\$4,321.80	16%	\$649	\$65	\$0	\$0
DI22	OfficeRight DI22 2 Station (includes installation and training)	\$3,600	\$3,024.00	16%	\$649	\$65	\$0	\$0

WCSA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

Point of Sale Pricing

ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	2010 Annual SLA Yr 2-5	2010 Leased		2010 Leased
						SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	SMA Monthly Yr 2-5
DP19	OfficeRight Second Sheet Feeder	\$1,195	\$1,003.80	16%	\$0	\$0	\$0	\$0
DI380-DI425								
DI4F	3 Station DI425 with OMR	\$16,495	\$13,855.80	16%	\$1,474	\$146	\$0	\$0
DI4G	3 Station DI425 without OMR	\$15,395	\$10,776.50	30%	\$1,474	\$146	\$0	\$0
DI3C	3 Station DI380 with/ OMR	\$14,845	\$12,469.80	16%	\$1,430	\$142	\$0	\$0
DI3F	1 Station DI380 without OMR	\$7,345	\$6,172.00	16%	\$1,430	\$142	\$0	\$0
DI3G	2 Station DI380 without OMR	\$10,995	\$7,696.50	30%	\$1,430	\$142	\$0	\$0
DI3H	3 Station DI380 without OMR	\$12,620	\$8,834.00	30%	\$1,430	\$142	\$0	\$0
F37S	Enhanced OMR Option for DI380/DI425	\$1,500	\$1,260.00	16%	\$0	\$0	\$0	\$0
F3C1	OMR Operator Training for DI380/DI425 - 1 hour	\$495	\$415.80	16%	\$0	\$0	\$0	\$0
F3C2	Product Application Support Training for DI380/DI425	\$295	\$247.80	16%	\$0	\$0	\$0	\$0
F35B	Operator Training for DI350/DI400 & Classic 3 Series - 1 Hour	\$195	\$163.80	16%	\$0	\$0	\$0	\$0
DITB	Operator Training for DI500/DI600	\$495	\$415.80	16%	\$0	\$0	\$0	\$0
DI380-DI425 Options								
DIMR	DM1K 2 DI380/425 INTRFACE	\$3,195	\$2,684.00	16%	\$0	\$0	\$0	\$0
DI500/DI600 FastPac Inserters								
DI53	DI500 3 Station Inserter	\$17,995	\$15,115.00	16%	\$1,590	\$158	\$0	\$0
DI64	DI600 4 Station, 2 Sheet Feeders, 2 Insert Feeders	\$19,995	\$16,795.80	16%	\$2,120	\$210	\$0	\$0
DI65	DI600 5 Station, 4 Sheet Feeders, 1 Insert Feeder	\$22,495	\$18,895.80	16%	\$2,120	\$210	\$0	\$0
DI66	DI600 6 Station Inserter	\$25,825	\$21,693.00	16%	\$1,590	\$158	\$0	\$0
DI6A	DI600 4 Station, 2 Sheet Feeders, 2 Insert Feeders, 60" Table with Lock	\$20,495	\$17,215.80	16%	\$2,120	\$210	\$0	\$0
DI6B	DI600 4 Station, 2 Sheet Feeders, 2 insert Feeders, 72" Table with Lock	\$25,495	\$21,415.80	16%	\$2,120	\$210	\$0	\$0
DI5A	DI500 3 Station, 2 Sheet Feeders, 1 Insert Feeder, 60" Adjustable Table with Lock	\$19,590	\$13,713.00	30%	\$2,120	\$210	\$0	\$0
DI6C	DI600 3 Station, 2 Sheet Feeders, 2 Insert Feeders, 60" Adjustable Table with Lock	\$21,420	\$14,994.00	30%	\$2,120	\$210	\$0	\$0
DI6G	DI600 6 Station, w/60" Table (DIT2)	\$25,920	\$18,144.00	30%	\$2,120	\$210	\$0	\$0
DI500/DI600 Options								
DIMM	Mail Machine Interface for DM525,DM575, DM825	\$2,750	\$1,270.00	54%	\$0	\$0	\$0	\$0
DIMN	MM INTERFACE DI500/600	\$3,195.00	\$2,684.00	16%	\$0	\$0	\$0	\$0
DIMT	DM1K 2 DI500/600 INTRFACE	\$3,195.00	\$2,684.00	16%	\$0	\$0	\$0	\$0
DIRS	Optiflow Power Stacker	\$1,495.00	\$1,255.80	16%	\$90	\$9	\$0	\$0
DIT0	OptiFlow Table 72" with Shelf & Locking Doors	\$1,795.00	\$1,507.80	16%	\$0	\$0	\$0	\$0
DIT1	OptiFlow Table 60" with Shelf & Locking Doors	\$1,595.00	\$1,339.80	16%	\$0	\$0	\$0	\$0
DIT2	OptiFlow Table 60" with Shelf	\$1,425.00	\$1,197.00	16%	\$0	\$0	\$0	\$0
DIBE	Belt Stacker no stand, in line	\$2,800.00	\$2,352.00	16%	\$122	\$12	\$0	\$0
DIBF	Belt Stacker with install to height stand	\$3,295.00	\$2,767.80	16%	\$122	\$12	\$0	\$0
DIPS	OPTIFLOW POWER STACKER	\$1,495.00	\$1,255.80	16%	\$90	\$9	\$0	\$0
DIVS	Optiflow Power Stacker	\$1,495.00	\$1,255.80	16%	\$90	\$9	\$0	\$0
DITA	Install & Training for Power Stackers	\$195.00	\$163.80	16%	\$0	\$0	\$0	\$0

WSCA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
	Support Training for DI500/DI600	\$395.00	\$331.80	16%	\$0	\$0	\$0	\$0
DI500/DI600 OMR Options								
DNR1	DI500 OMR Level 1 - Basic	\$1,000.00	\$840.00	16%	\$0	\$0	\$0	\$0
DNR2	DI500 OMR Level 2 - Advanced	\$2,500.00	\$2,100.00	16%	\$0	\$0	\$0	\$0
DNR3	DI600 OMR Level 1 - Basic	\$1,250.00	\$1,050.00	16%	\$0	\$0	\$0	\$0
DNR4	DI600 OMR Level 2 - Advanced	\$3,000.00	\$2,520.00	16%	\$0	\$0	\$0	\$0
DITD	DI500/DI600 OMR Install & Operator Training	\$695.00	\$583.00	16%	\$0	\$0	\$0	\$0
DIVN	Training for DI500/DI600 OMR Matching Modules	\$195.00	\$163.80	16%	\$0	\$0	\$0	\$0
DIVT	Training for DI500/DI600 OMR Single & Z Fold Selective Feed Module	\$395.00	\$331.80	16%	\$0	\$0	\$0	\$0
DI900/DI950 FastPac Inserting System								
DI90	DI900 Inserting System: 2 Drop Stackers and 4 Feeder Tower	\$35,500.00	\$24,850.00	30%	\$2,178	\$216	\$0	\$0
DI91	DI900 Inserting System: 2 Drop Stackers, 2 Feeder Tower and High Capacity Sheet Feeder	\$39,500.00	\$27,650.00	30%	\$2,664	\$264	\$0	\$0
DI95	DI950 Inserting System: 2 Drop Stackers, 4 Feeder Tower and High Capacity Envelop Feeder	\$41,500.00	\$29,050.00	30%	\$2,668	\$264	\$0	\$0
DI96	DI950 Inserting System: 2 Drop Stackers, 2 Feeder Tower, High Capacity Envelop Feeder and High Capacity Sheet Feeder	\$45,500.00	\$31,850.00	30%	\$3,154	\$312	\$0	\$0
DI9A	DI900 Base Inserting System	\$30,000.00	\$21,000.00	30%	\$2,178	\$216	\$0	\$0
DI9B	DI905 Base Inserting System	\$36,000.00	\$25,200.00	30%	\$2,668	\$264	\$0	\$0
DI9G	DI900: 4 feeder tower, 60" table	\$37,950.00	\$26,565.00	30%	\$2,178	\$216	\$0	\$0
DI9H	DI900: 4 feeder tower, high capacity sheet feeder, 90" table	\$44,700.00	\$31,290.00	30%	\$2,664	\$264	\$0	\$0
DI9J	DI950: feeder tower, high capacity sheet feeder, 90" table	\$50,700.00	\$35,490.00	30%	\$3,154	\$312	\$0	\$0
DI9K	DI900 Standard Package - 4 feeder tower, 60" table, Optiflow Powerstacker and training	\$40,840.00	\$28,588.00	30%	\$2,268	\$225	\$0	\$0
DI9L	DI950 Premium package: 4 feeder tower, high capacity sheet feeder, 90" table w/ extension, Optiflow Belt stacker, scanning software and training	\$64,115.00	\$44,880.50	30%	\$3,601	\$356	\$0	\$0
DI9C	DI950: Enhanced Base System	\$60,000.00	\$50,400.00	16%	\$6,750	\$668	\$0	\$0
DI9M	DI950: 2 feeder tower w/Pro Feeder	\$77,000.00	\$64,680.00	16%	\$8,810	\$871	\$0	\$0
DI9N	DI950: 4 feeder tower w/Pro Feeder	\$84,000.00	\$70,560.00	16%	\$8,810	\$871	\$0	\$0
DI900/DI950 FastPac Options								
F7T2	2 Feeder Tower	\$3,000.00	\$2,520.00	16%	\$0	\$0	\$0	\$0
F7T4	4 Feeder Tower	\$5,500.00	\$4,620.00	16%	\$0	\$0	\$0	\$0
F780183	Sheet/Fats Tray	\$200.00	\$168.00	16%	\$0	\$0	\$0	\$0
F780184	Insert Tray	\$200.00	\$168.00	16%	\$0	\$0	\$0	\$0
F7HC	High Capacity Sheet Feeder	\$6,500.00	\$5,460.00	16%	\$486	\$48	\$0	\$0
F700327	Special Feeder Kit	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
DIXT	Exit Transport	\$1,500.00	\$1,260.00	16%	\$0	\$0	\$0	\$0
F7MM	Mail Machine Interface for DM825	\$3,000.00	\$850.00	72%	\$0	\$0	\$0	\$0

WSCA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	Point of Sale Pricing				
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5	
F7Di	Bottom Address Inverter Kit	\$695.00	\$583.80	16%	\$0	\$0	\$0	\$0	
F7FT	Flat Sealer	\$3,750.00	\$3,150.00	16%	\$0	\$0	\$0	\$0	
DITT	Operator Training for DI900/DI950	\$1,200.00	\$1,008.00	16%	\$0	\$0	\$0	\$0	
DITU	Installation & Training for High Capacity Sheet Feeder	\$380.00	\$319.20	16%	\$0	\$0	\$0	\$0	
DI TW	Product Application Support Training for DI900/DI950	\$334.00	\$280.56	16%	\$0	\$0	\$0	\$0	
DIHS	Non-contact Keyboard wedge scanner	\$1,495.00	\$1,255.80	16%	\$173	\$17	\$0	\$0	
DIVX	Installation & Training for Integrated Printer w/PC	\$2,150.00	\$1,806.00	16%	\$0	\$0	\$0	\$0	
DIWD	Installation & Training for Process Verification w/PC	\$1,175.00	\$987.00	16%	\$0	\$0	\$0	\$0	
DIWE	Installation & Training for Process Verification	\$2,150.00	\$1,806.00	16%	\$0	\$0	\$0	\$0	
DIWF	Installation & Training for Flat Sealer	\$300.00	\$252.00	16%	\$0	\$0	\$0	\$0	
F7HS	High Capacity Loader for Universal Feeder	\$13,150.00	\$11,046.00	16%	\$1,480	\$147	\$0	\$0	
F736	Standard OMR Top/Bottom Scanner Kit	\$8,500.00	\$7,140.00	16%	\$956	\$95	\$0	\$0	
F737	Standard Barcode Reader Kit (Picket Only)	\$5,000.00	\$4,200.00	16%	\$563	\$56	\$0	\$0	
F739	Custom Scanning Software for Universal Feeder	\$15,200.00	\$12,768.00	16%	\$1,710	\$169	\$0	\$0	
F738	Moving Beam Barcode Scanner for Universal Feeder (Picket & Ladder)	\$12,500.00	\$10,500.00	16%	\$1,406	\$139	\$0	\$0	
DI TR	3rd Leg Table Extension	\$1,640.00	\$1,377.60	16%	\$0	\$0	\$0	\$0	
DI900/DI950 FastPac Furniture and Stacker									
DITM	Height Adjustable Table, 60" w/Locking Doors	\$2,700.00	\$2,268.00	16%	\$0	\$0	\$0	\$0	
DIT8	Height Adjustable Table, 60" w/o Doors	\$2,450.00	\$2,058.00	16%	\$0	\$0	\$0	\$0	
DI T9	Height Adjustable Table, 90"	\$2,700.00	\$2,268.00	16%	\$0	\$0	\$0	\$0	
F790018	18 inch Table Extension	\$350.00	\$294.00	16%	\$0	\$0	\$0	\$0	
F790019	30 inch Table Extension	\$450.00	\$378.00	16%	\$0	\$0	\$0	\$0	
DIBA	Belt Stacker no stand, in line	\$2,800.00	\$2,352.00	16%	\$122	\$12	\$0	\$0	
DIBB	Belt Stacker with install to height stand	\$3,295.00	\$2,767.80	16%	\$122	\$12	\$0	\$0	
DI BC	Tandem Belt Stacker no stand	\$4,500.00	\$3,780.00	16%	\$122	\$12	\$0	\$0	
DIBD	Tandem Belt Stacker with install to height stand, in line	\$5,000.00	\$4,200.00	16%	\$122	\$12	\$0	\$0	
DIVP	Optiflow power stacker	\$1,495.00	\$1,255.80	16%	\$90	\$9	\$0	\$0	
DITV	Install & Training for Stackers	\$195.00	\$163.80	16%	\$0	\$0	\$0	\$0	
DI PV	PROCESS VERIFICATION PKG	\$10,000.00	\$7,056.00	29%	\$292	\$29	\$0	\$0	
DI900/DI950 FastPac Scanning Options									
F7TB	Tower Beam Barcode Scanners w/Basic Integrity OMR Software	\$2,500.00	\$2,100.00	16%	\$203	\$20	\$0	\$0	
F7S1	Enhanced Integrity OMR Software	\$1,500.00	\$1,260.00	16%	\$0	\$0	\$0	\$0	
F7S2	Selective Operations OMR	\$1,500.00	\$1,260.00	16%	\$0	\$0	\$0	\$0	
F7SB	Ladder Barcode Software	\$3,000.00	\$2,520.00	16%	\$0	\$0	\$0	\$0	
F7FS	Fixed Beam Barcode Scanner with Basic Integrity OMR Software for High Capacity Sheet Feeder	\$2,500.00	\$2,100.00	16%	\$122	\$11	\$0	\$0	
F7MS	Moving Beam Barcode Scanner for High Capacity Sheet Feeder	\$3,500.00	\$2,940.00	16%	\$122	\$12	\$0	\$0	

WSCA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
DI900/DI950 Integrated								
DITS	Scanning Installation and Operator Training	\$495.00	\$415.80	16%	\$0	\$0	\$0	\$0
F7DP	DI950 Doc Printer B&W with PC	\$19,000.00	\$15,960.00	16%	\$2,043	\$202	\$0	\$0
F7DR	DI950 Doc Printer Color with PC	\$26,000.00	\$21,840.00	16%	\$2,315	\$229	\$0	\$0
F7DS	DI950 Integrated Document Black and White printing solution without PC	\$18,000.00	\$15,120.00	16%	\$1,751	\$173	\$0	\$0
F7DT	DI950 Integrated Document Color Printing Solution without PC	\$25,000.00	\$21,000.00	16%	\$2,023	\$200	\$0	\$0
Folding Machines/Accessories								
DF10	DF100 OfficeRight Folder DF400 OfficeRight Folder (Includes Training and installation)	\$340.00	\$238.00	30%	\$42	\$5	\$0	\$0
DF40		\$2,735.00	\$2,297.40	16%	\$440	\$44	\$0	\$0
DF50	DF500 Electronic Folder	\$4,855.00	\$4,079.00	16%	\$609	\$61	\$0	\$0
DF80	DF800 Folder with Drop Stacker	\$3,995.00	\$3,355.00	16%	\$300	\$30.00	\$0.00	\$0.00
DF90	DF900 Folder with Conveyor Stacker	\$5,495.00	\$4,615.00	16%	\$450	\$45.00	\$0.00	\$0.00
DF9C	Cross Fold Kit	\$595.00	\$499.00	16%	\$0.00	\$0.00	\$0.00	\$0.00
DFCS	CS88- Conveyor Stacker High Capacity Stacker	\$795.00	\$667.00	16%	\$0.00	\$0.00	\$0.00	\$0.00
DFHC	Extension	\$295.00	\$247.00	16%	\$0.00	\$0.00	\$0.00	\$0.00
DF2F	BASIC INSTALLATION AND TRAINING FOR DF800/900 FOLDERS	\$185.00	\$155.00	16%	\$0.00	\$0.00	\$0.00	\$0.00
SP6R	DF500 Folder and FD78 Extended Power Stacker	\$5,795.00	\$4,867.80	16%	\$674	\$67	\$0	\$0
Accessories								
SP6Z	FD48 Power Stacker for FD40 when purchased separately	\$1,245.00	\$1,045.80	16%	\$65	\$7	\$0	\$0
Web Base PB - TMS Software Options								
Computers								
V3PC	2.5 Ghz Pentium IV PC package For Windows XP Compaq 512 MB Ram 40 GB Hared Drive CDROM, 17" Monitor, Keyboard, 56k Modem, Compaq 10/100 Lan Card, External USB Adapter, Mouse	\$2,995.00	\$2,515.80	16%	\$256	\$24	\$0	\$0
V3PD	2.5 Ghz Pentium IV PC package For Windows XP Compaq 512 MB Ram 40 GB Hared Drive CD-RW, Flat Panel Monitor, Keyboard, 56k Modem, Compaq 10/100 Lan Card, External USB Adapter, Mouse	\$3,195.00	\$2,683.80	16%	\$256	\$24	\$0	\$0
V3PE	ASCENT TO SENDSUITE LOYALTY PC	\$0.00	\$0.00	0%	\$256	\$24	\$0	\$0
Printers								
V316	J676 Forms Printer (Airbill, COD Hazmat Bill of Lading, etc) J693 High Speed Label Printer - Includes 4" continous labels	\$1,195.00	\$1,003.80	16%	\$122	\$12	\$0	\$0
V319	1E05 Laser Printer	\$2,195.00	\$1,843.80	16%	\$0	\$0	\$0	\$0
V321	1E03 4 in Adhesive Label Printer	\$695.00	\$583.80	16%	\$89	\$9	\$0	\$0
V322	J692/J69D Continuous Label Supply - Case	\$995.00	\$835.80	16%	\$122	\$12	\$0	\$0
Scales								
V310	JB75 100lb. Tabletop Scale	\$1,195.00	\$1,003.80	16%	\$121	\$12	\$0	\$0

WSCA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

ITEM	Description	2010 Com'i List Price	2010 WSCA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
V312	JB64 150lb. Rollertop Scale	\$1,695.00	\$1,423.80	16%	\$170	\$17	\$0	\$0
V313	JB67 149lb. Rollertop Scale (California)	\$1,695.00	\$1,423.80	16%	\$173	\$17	\$0	\$0
Scanners								
V320	J776 Noncontact Programmable Wedge Scanner	\$1,495.00	\$1,255.80	16%	\$164	\$15	\$0	\$0
V339	J779 Cordless Wedge Scanner	\$2,295.00	\$1,927.80	16%	\$218	\$22	\$0	\$0
Send Suite Solutions								
VBMM	Basic Multiple Sites Multiple Users: Must Activate Carries, Add Features, and PC	\$15,995.00	\$13,435.00	16%	\$0	\$0	\$2,061	\$194
VBSM	Basic Single Site Multiple User: Must Activate Carries, Add Features, and PC	\$6,995.00	\$5,875.00	16%	\$0	\$0	\$2,832	\$266
VBSS	Basic Single Site Single User: Must Activate Carries, Add Features, and PC	\$2,995.00	\$2,375.00	21%	\$0	\$0	\$580	\$55
VEMM	Extended Multiple Sites Multiple Users: Must Activate Carries, Add Features, and PC	\$26,995.00	\$22,675.00	16%	\$0	\$0	\$4,080	\$384
VESM	Extended Single Site Multiple Users: Must Activate Carries, Add Features, and PC	\$13,995.00	\$11,755.00	16%	\$0	\$0	\$2,272	\$214
VESS	Extended Single Site Single User: Must Activate Carries, Add Features, and PC	\$10,495.00	\$8,815.00	16%	\$0	\$0	\$1,695	\$160
VP13	Install Software on Customer's PC	\$145.00	\$121.80	16%	\$0	\$0	\$0	\$0
VP1T	1 Day Travel and Accommodations Package	\$1,500.00	\$1,260.00	16%	\$0	\$0	\$0	\$0
VP27	Consulting Services	\$1,000.00	\$255.00	75%	\$0	\$0	\$0	\$0
VP2T	2 Day Travel and Accommodations Package	\$1,800.00	\$1,512.00	16%	\$0	\$0	\$0	\$0
VP3T	3 Day Travel and Accommodations Package	\$2,000.00	\$1,680.00	16%	\$0	\$0	\$0	\$0
VP4T	4 Day Travel and Accommodations Package	\$2,200.00	\$1,848.00	16%	\$0	\$0	\$0	\$0
VP5T	5 Day Travel and Accommodations Package	\$2,400.00	\$2,016.00	16%	\$0	\$0	\$0	\$0
VPET	System Administrator Classroom Training - 3 Days	\$1,000.00	\$840.00	16%	\$0	\$0	\$0	\$0
VPM2	Project Management	\$2,800.00	\$2,125.00	24%	\$0	\$0	\$0	\$0
VPM3	Project Management	\$5,600.00	\$4,250.00	24%	\$0	\$0	\$0	\$0
VPM5	Project Management	\$11,200.00	\$8,500.00	24%	\$0	\$0	\$0	\$0
VPM6	Project Management	\$16,800.00	\$12,750.00	24%	\$0	\$0	\$0	\$0
VPM7	Project Management	\$22,400.00	\$17,000.00	24%	\$0	\$0	\$0	\$0
VPP1	Installation Project - Up to one day	\$1,400.00	\$1,020.00	27%	\$0	\$0	\$0	\$0
VPP2	Installation Project - Up to 2 days	\$2,800.00	\$2,125.00	24%	\$0	\$0	\$0	\$0
VPP3	Installation Project - Up to 4 days	\$5,600.00	\$4,250.00	24%	\$0	\$0	\$0	\$0
VPP4	Installation Project - Up to 6 days	\$8,400.00	\$6,375.00	24%	\$0	\$0	\$0	\$0
VPP5	Installation Project - Up to 8 days	\$11,200.00	\$8,500.00	24%	\$0	\$0	\$0	\$0
VPP6	Installation Project - Up to 12 days	\$16,800.00	\$12,750.00	24%	\$0	\$0	\$0	\$0
VPP7	Installation Project - Up to 16 days	\$22,400.00	\$17,000.00	24%	\$0	\$0	\$0	\$0
VPP8	Installation Project - Up to 28 days	\$39,200.00	\$29,750.00	24%	\$0	\$0	\$0	\$0
VPP9	Installation Project - Up to 40 days	\$56,000.00	\$42,500.00	24%	\$0	\$0	\$0	\$0
VPYT	Shipping Operator On-Site Training - 1 Day	\$1,800.00	\$1,512.00	16%	\$0	\$0	\$0	\$0

WSCA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	2010 Annual SLA Yr 2-5	Point of Sale Pricing		
						2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
VS1A	EasyShip Platinum Web Server Software - 1 to 5 Users	\$800.00	\$672.00	16%	\$0	\$0	\$2,800	\$263
VS1B	EasyShip Platinum Web Server Software - 6 to 15 Users	\$950.00	\$798.00	16%	\$0	\$0	\$3,400	\$320
VS1C	EasyShip Platinum Web Server Software - 16+ Users	\$1,150.00	\$966.00	16%	\$0	\$0	\$4,200	\$395
VS1L	EasyShip Platinum Web Client License - per User	\$500.00	\$420.00	16%	\$0	\$0	\$550	\$52
VSCC	Custom Carrier Enable	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0
VSCP	PB Built Custom Carrier	\$1,250.00	\$1,050.00	16%	\$0	\$0	\$0	\$0
VSDB	DHL Activation	\$495.00	\$415.80	16%	\$0	\$0	\$0	\$0
VSDF	DHL Activation 1st Origin	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
VSDM	DHL Activation	\$2,995.00	\$2,515.80	16%	\$0	\$0	\$0	\$0
VSDS	DHL Activation	\$995.00	\$835.80	16%	\$0	\$0	\$0	\$0
VSEM	Email Notification	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
VSFB	FedEx Activation	\$495.00	\$415.80	16%	\$0	\$0	\$0	\$0
VSFF	FedEx Activation 1 Origin	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
VSFM	FedEx Activation	\$2,995.00	\$2,515.80	16%	\$0	\$0	\$0	\$0
VSFS	FedEx Activation	\$995.00	\$835.80	16%	\$0	\$0	\$0	\$0
VSLL	LTL LOCATION LICENSE	\$1,000.00	\$840.00	16%	\$0	\$0	\$0	\$0
VSM1	Add 1 Multiple User Location License	\$3,495.00	\$675.00	81%	\$0	\$0	\$580	\$55
VSMC	Add 100 Multiple User Location License	\$219,000.00	\$42,075.00	81%	\$0	\$0	\$26,053	\$2,447
VSML	Add 50 Multiple User Location License	\$132,000.00	\$25,287.00	81%	\$0	\$0	\$15,223	\$1,430
VSMT	Software Meter Interface	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
VSMX	Add 10 Multiple User Location License	\$30,750.00	\$5,907.00	81%	\$0	\$0	\$3,524	\$331
VSPB	USPS Activation	\$495.00	\$415.80	16%	\$0	\$0	\$0	\$0
VSPD	USPS BULK PROF OF DELIVER	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
VSPF	USPS Activation	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
VSPM	USPS ACTIVATION	\$2,995.00	\$2,515.00	16%	\$0	\$0	\$0	\$0
VSPN	USPS Internet Postage	\$1,495.00	\$1,255.80	16%	\$0	\$0	\$0	\$0
VSPS	USPS Activation	\$995.00	\$835.80	16%	\$0	\$0	\$0	\$0
VSR1	Single Site RDI Feature	\$795.00	\$667.80	16%	\$0	\$0	\$0	\$0
VSR2	Multiple Site RDI Feature	\$1,495.00	\$1,255.80	16%	\$0	\$0	\$0	\$0
VSS1	Add 1 Single User Location License	\$795.00	\$667.80	16%	\$0	\$0	\$0	\$0
VSSC	Add 100 Single User Location License	\$49,500.00	\$41,580.00	16%	\$0	\$0	\$0	\$0
VSSL	Add 50 Single User Location License	\$29,750.00	\$24,990.00	16%	\$0	\$0	\$3,524	\$331
VSSX	Add 10 Single User Location License	\$6,950.00	\$5,838.00	16%	\$0	\$0	\$815	\$77
VSDP	Send suite Desktop Base System License	\$4,995.00	\$4,195.80	16%	\$0	\$0	\$815	\$77
VSDE	SendSuite Desktop Software	\$6,295.00	\$6,967.80	16%	\$0	\$0	\$599	\$57
VSDL	Site License for Send suite Desktop Software	\$1,650.00	\$1,386.00	16%	\$0	\$0	\$0	\$0
VPCT	Send suite Desktop On-Site Training -Full Day	\$1,000.00	\$840.00	16%	\$0	\$0	\$0	\$0
VSCM	SENDSUITE ECERTIFIED MAIL	\$695.00	\$583.00	16%	\$0	\$0	\$0	\$0
VSER	SENDSUITE ERETURN RECEIPT	\$795.00	\$667.00	16%	\$0	\$0	\$0	\$0
VSAS	SENDSUITE SECURE ARCHIVE	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VSUB	UPS ACTIVATION	\$495.00	\$415.00	16%	\$0	\$0	\$0	\$0
VSUC	CONTRACT UPS RATES	\$1,200.00	\$1,008.00	16%	\$0	\$0	\$0	\$0
VSUD	USPS Priority Mail Open & Distribute	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
VSUM	UPS ACTIVATION	\$2,995.00	\$2,515.00	16%	\$0	\$0	\$0	\$0
VSK1	1Site License for Limited Users (up to 20 per License)	\$200.00	\$168.00	16%	\$0	\$0	\$0	\$0
Site Licenses for Unlimited Users								
VSN1	1 Site License for Unlimited Users	\$2,500.00	\$2,100.00	16%	\$0	\$0	\$0	\$0

WSCA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
VSNX	10 Site License for Unlimited Users	\$22,000.00	\$18,480.00	16%	\$0	\$0	\$0	\$0
VSNL	50 Site License for Unlimited Users	\$94,000.00	\$78,960.00	16%	\$0	\$0	\$0	\$0
VSNC	100 Site License for Unlimited Users	\$156,000.00	\$131,040.00	16%	\$0	\$0	\$0	\$0
VSUF	UPS Activation	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
VSUS	UPS Activation	\$995.00	\$835.80	16%	\$0	\$0	\$0	\$0
VS10	OnTrac Activation	\$495.00	\$415.00	16%	\$0	\$0	\$0	\$0
VS11	OnTrac Activation	\$995.00	\$835.00	16%	\$0	\$0	\$0	\$0
VS13	Golden State Activation	\$495.00	\$415.00	16%	\$0	\$0	\$0	\$0
VS12	OnTrac Activation	\$2,995.00	\$2,515.00	16%	\$0	\$0	\$0	\$0
VS16	OnTrac Activation	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
VS17	Golden State Express	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
VTA0	AAA COOPER	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTA1	ABF FREIGHT SYSTEM	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTAD	AVERITT EXPRESS	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTB0	BULLET FREIGHT SYSTEMS	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTB0	CENTRAL FREIGHT LINES	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTCA	CON-WAY CENTRAL	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTCB	CON-WAY SOUTHERN	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTCC	CON-WAY WESTERN	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTCH	CUSTOM TRANSPORT COMPANIES	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTD0	DAWES TRANSPORT	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTD2	DAYLIGHT	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTD3	DAYTON FREIGHT	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTE0	ESTES EXPRESS	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTF1	FEDEX FREIGHT EAST FRAMES MOTOR	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTF2	EXPRESS	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTH4	HOWARDS EXPRESS	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTHM	INTERSTATE CARRIER EXPRESS	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTJ0	JEVIC TRANSPORTATION	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTL0	LAKEVILLE MOTOR EXPRESS	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTM0	MILAN EXPRESS	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTM1	MOTOR CARGO ENGLAND MOTOR	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTN1	FREIGHT	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTN2	PENN	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTNM	OAK HARBOR	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTNP	OLD DOMINION	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTNS	OVERNITE	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTP0	PITT OHIO	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTP1	PJAX ROADRUNNER	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTR1	FREIGHT SYSTEMS	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTR2	ROADWAY	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTR3	ROADWAY TO CANADA	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTS0	SAJA MOTOR FREIGHT	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTS3	SOUTHEASTERN FREIGHT	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTS5	SOUTHWESTERN MOTOR TRANSPORT	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTS7	SUPER VAN	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTU0	USF BESTWAY	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTU2	USF HOLLAND	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTU4	USF REDDAWAY	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTV2	VOLUNTEER EXPRESS	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTV3	VITRAN EXPRESS	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTW0	WARD TRUCKING WATKINS MOTOR	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTW1	LINES	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTW2	WILSON	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTY0	YELLOW FREIGHT YELLOW FREIGHT TO	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTY1	CANADA	\$400.00	\$336.00	16%	\$0	\$0	\$0	\$0
VTZ1	Custom LTL Rates	\$1,500.00	\$1,260.00	16%	\$0	\$0	\$0	\$0
VTZ2	Custom Truckload (TL) Rates	\$750.00	\$630.00	16%	\$0	\$0	\$0	\$0
VTZX	Custom Routes (per carrier) - Used with VT22 Czar LITE	\$300.00	\$252.00	16%	\$0	\$0	\$0	\$0

WSCA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	2010 Annual SLA Yr 2-5	Point of Sale Pricing			
						2010 Leased SLA Monthly	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5	
VTZZ	Czar LITE	\$1,500.00	\$1,260.00	16%	\$0	\$0	\$0	\$0	
VUA0	AAA COOPER	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUA1	ABF FREIGHT SYSTEM	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUAD	AVERITT EXPRESS	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUB0	BULLET FREIGHT SYSTEMS	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUC4	CENTRAL FREIGHT LINES	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUCA	CON-WAY CENTRAL	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUCB	CON-WAY SOUTHERN	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUCC	CON-WAY WESTERN	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUCH	CUSTOM TRANSPORT COMPANIES	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUD0	DAWES TRANSPORT	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUD2	DAYLIGHT	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUD3	DAYTON FREIGHT	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUE0	ESTES EXPRESS	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUF1	FEDEX FREIGHT WEST FRAMES MOTOR	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUF2	EXPRESS	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUH4	HOWARDS EXPRESS	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUHM	INTERSTATE CARRIER EXPRESS	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUJ0	JEVIC TRANSPORTATION	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUL0	LAKEVILLE MOTOR EXPRESS	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUM0	MILAN EXPRESS	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUM1	MOTOR CARGO	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUN1	ENGLAND MOTOR FREIGHT	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUN2	PENN	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUNM	OAK HARBOR	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUNP	OLD DOMINION	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUNS	OVERNITE	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUP0	PITT OHIO	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUP1	PJAX	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUR1	ROADRUNNER FREIGHT SYSTEMS	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUR2	ROADWAY	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUR3	ROADWAY TO CANADA	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUS0	SAIA MOTOR FREIGHT	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUS3	SOUTHEASTERN FREIGHT	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUS5	SOUTHWESTERN MOTOR TRANSPORT	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUS7	SUPER VAN	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUU0	USF BESTWAY	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUU2	USF HOLLAND	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUU4	USF REDDAWAY	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUV2	VOLUNTEER EXPRESS	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUV3	VITRAN EXPRESS	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUW0	WARD TRUCKING	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUW1	WATKINS MOTOR LINES	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUW2	WILSON	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUY0	YELLOW FREIGHT	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
VUY1	YELLOW FREIGHT TO CANADA	\$250.00	\$210.00	16%	\$0	\$0	\$0	\$0	
PBDS Hosting									
VBH1	HBSS MU SITE LIC	\$6,995.00	\$5,875.00	16%	\$0	\$0	\$2,832	\$266	
VBH2	HBMS MU Site Lic	\$15,995.00	\$13,435.00	16%	\$0	\$0	\$2,630	\$247	
VBH3	HESS MU SITE LIC	\$13,995.00	\$11,755.00	16%	\$0	\$0	\$2,762	\$260	
VBH4	HEMS MU Site Lic	\$26,995.00	\$22,675.00	16%	\$0	\$0	\$4,080	\$384	
VSDH	Hosted SendSuite Shipping Desktop Software	\$4,995.00	\$4,195.00	16%	\$0	\$0	\$815	\$77	
VPH1	PB Hosting Services (YEARLY COST)	\$39,000.00	\$32,760.00	16%	\$0	\$0	\$0	\$0	
SendSuite Usage Band									
VS1U	SendSuite Usage Band 1 Annual Cost (Maximum Band Level) - 500,000 Transactions)	\$80,000.00	\$67,200.00	16%	\$0	\$0	\$0	\$0	

WSCA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	Point of Sale Pricing			
					2010 Annual SLA Yr 2-5	2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
VS2U	SendSuite Usage Band 2 Annual Cost (Maximum Band Level - 1,000,000 Transactions)	\$125,000.00	\$105,000.00	16%	\$0	\$0	\$0	\$0
VS3U	SendSuite Usage Band 3 Annual Cost (Maximum Band Level - 2,000,000 Transactions)	\$200,000.00	\$168,000.00	16%	\$0	\$0	\$0	\$0
VS7U	SendSuite Usage Band 4 Annual Cost (Maximum Band Level - 3,000,000 Transactions)	\$290,000.00	\$243,600.00	16%	\$0	\$0	\$0	\$0
SendSuite Shipping								
VSA1	SendSuite Shipping PM300	\$3,995.00	\$3,355.00	16%	\$0	\$0	\$609	\$58
VSA2	SendSuite Shipping PM400	\$4,995.00	\$3,355.00	33%	\$0	\$0	\$740	\$70
VSA3	SendSuite Shipping Package Manager	\$5,895.00	\$4,951.00	16%	\$0	\$0	\$856	\$81
VSA4	SendSuite Shipping Post Manager	\$3,195.00	\$2,683.00	16%	\$0	\$0	\$580	\$55
VSA5	SendSuite Shipping Post Manager	\$9,250.00	\$7,770.00	16%	\$345	\$33	\$1,205	\$114
VSA6	SendSuite Shipping Post Manager 1	\$7,950.00	\$6,678.00	16%	\$377	\$36	\$991	\$94
VSA7	SendSuite Shipping Post Manager 2	\$9,250.00	\$7,770.00	16%	\$588	\$57	\$1,205	\$114
VS31	SendSuite Shipping Warehouse 101	\$39,749.00	\$33,389.00	16%	\$751	\$72	\$4,723	\$444
VS32	SendSuite Shipping Warehouse 102	\$65,625.00	\$55,125.00	16%	\$751	\$72	\$8,078	\$759
Additional Services								
T5AU	SendSuite Shipping Desktop Upgrade on PC	\$800.00	\$672.00	16%	\$0	\$0	\$0	\$0
VPA1	SendSuite Shipping Upgrade on PC	\$800.00	\$672.00	16%	\$0	\$0	\$0	\$0
VPA2	Custom Report - 2 Days Custom Screens - 2 Hours	\$2,800.00	\$2,352.00	16%	\$0	\$0	\$0	\$0
VPA3	Custom Quick Cards	\$350.00	\$294.00	16%	\$0	\$0	\$0	\$0
VPA5	Peripheral Addition 2 HRS	\$1,400.00	\$1,176.00	16%	\$0	\$0	\$0	\$0
T5AG	Peripheral Addition 4 HRS	\$350.00	\$294.00	16%	\$0	\$0	\$0	\$0
T5AH	Peripheral Addition 8 HRS	\$700.00	\$588.00	16%	\$0	\$0	\$0	\$0
T5AJ	Custom Label 2 HRS	\$1,400.00	\$1,176.00	16%	\$0	\$0	\$0	\$0
T5AK	Custom Label 4 HRS	\$350.00	\$294.00	16%	\$0	\$0	\$0	\$0
T5Z0	Custom Screen 2 HRS	\$700.00	\$588.00	16%	\$0	\$0	\$0	\$0
T5AM	Custom Screen 4 HRS	\$350.00	\$294.00	16%	\$0	\$0	\$0	\$0
T5AN	Custom Report 2 HRS	\$700.00	\$588.00	16%	\$0	\$0	\$0	\$0
T5AP	Custom Report 4 HRS	\$350.00	\$294.00	16%	\$0	\$0	\$0	\$0
T5AR	Custom Report 8 HRS	\$700.00	\$588.00	16%	\$0	\$0	\$0	\$0
T5AV	Network/Work Station 2 HR	\$1,400.00	\$1,176.00	16%	\$0	\$0	\$0	\$0
T5AS	Network/Work Station 4 HR	\$350.00	\$294.00	16%	\$0	\$0	\$0	\$0
T5AW	Network/Work Station 8 HR	\$700.00	\$588.00	16%	\$0	\$0	\$0	\$0
T5AY	Screen Customization 2HR	\$1,400.00	\$1,176.00	16%	\$0	\$0	\$0	\$0
T4A2	Reports - 4 HRS	\$350.00	\$294.00	16%	\$0	\$0	\$0	\$0
T4A3	Integration 4 HRS	\$700.00	\$588.00	16%	\$0	\$0	\$0	\$0
T4A4	BM V2 or V3 to	\$700.00	\$588.00	16%	\$0	\$0	\$0	\$0
BMH4		\$525.00	\$441.00	16%	\$0	\$0	\$0	\$0
SendSuite Xpress								
T25C	SendSuite XPRESS 300 +3 CARRIERS	\$5,380.00	\$4,519.00	16%	\$0	\$0	\$1,076.00	\$102
T25D	SendSuite XPRESS 400 +4 CARRIERS	\$6,580.00	\$5,527.00	16%	\$0	\$0	\$1,076.00	\$102
T25E	SendSuite XPRESS 500 ALL CARRIERS	\$7,780.00	\$6,535.00	16%	\$0	\$0	\$1,397.00	\$132
T25G	SendSuite Xpress 1000 - ALL CARRIERS	\$12,880.00	\$10,819.00	16%	\$0	\$0	\$1,660.00	\$156
TSA2	SendSuite Xpress Postal Manager LT USPS	\$2,495.00	\$2,096.00	16%	\$0	\$0	\$275.00	\$26
TSA3	SendSuite Xpress Postal Manager LT +1 Carrier	\$3,495.00	\$2,936.00	16%	\$0	\$0	\$275.00	\$26

WCSA EPS050076-A2-2-A19 Pricebook
Effective 7/15/2010

ITEM	Description	2010 Com'l List Price	2010 WSCA Price	2010 Discount %	2010 Annual SLA Yr 2-5	Point of Sale Pricing		
						2010 Leased SLA Monthly Yr 2-5	2010 Annual SMA Yr 2-5	2010 Leased SMA Monthly Yr 2-5
TSA4	SendSuite Xpress Postal Manager LT +1 Carrier and scale	\$4,095.00	\$3,440.00	16%	\$0	\$0	\$275.00	\$26
T25B	SendSuite Xpress Postal Manager- Software only	\$4,580.00	\$3,847.00	16%	\$0	\$0	\$275.00	\$26
T25F	SendSuite Xpress Postal Manager Turnkey	\$10,680.00	\$8,971.00	16%	\$0	\$0	\$275.00	\$26
Postal Kiosk								
KGML	KIOSK LEASE PACKAGE	\$26,500.00	\$22,260.00	16%	\$2,223	\$209	\$0	\$0
KGMR	KIOSK RENT PKG FOR GMS	\$0.00	\$0.00	0%	\$0	\$0	\$0	\$0
2P11	PB POSTAL KIOSK - TOPPER	\$1,795.00	\$1,507.00	16%	\$0	\$0	\$0	\$0
KC01	KIOSK NETWORKIN CONSULTNG	\$695.00	\$584.00	16%	\$0	\$0	\$0	\$0
High Volume Mailing Systems for Production Inserters								
R751	DM16K (Non-PB System Upgrade)	\$18,495.00	\$15,789.00	15%	\$1,574	\$148	\$0	\$0
R752	DM16K (PB System Upgrade)	\$18,495.00	\$15,789.00	15%	\$1,574	\$148	\$0	\$0
R763	DM22KR Reset-on-the- Fly™ (PB System)	\$31,995.00	\$30,795.00	4%	\$2,777	\$261	\$0	\$0
R76X	B&H Modular Output Kit	\$500.00	\$451.00	10%	\$0	\$0	\$0	\$0
R770	DM Infinity Non-PB System Installation	\$500.00	\$451.00	10%	\$0	\$0	\$0	\$0
R77H	Seal Only Head	\$1,160.00	\$1,016.00	12%	\$0	\$0	\$0	\$0
R77W	B&H Integrated Output Kit	\$1,250.00	\$1,129.00	10%	\$0	\$0	\$0	\$0
R77Y	DM Infinity Series Roll-Up Module	\$95,000.00	\$86,838.00	9%	\$12,093	\$1,136	\$0	\$0
R77Z	DM Infinity Stand - Non PB Systems	\$500.00	\$451.00	10%	\$0	\$0	\$0	\$0

PITNEY BOWES INC.										
WCSA MASTER AGREEMENT EPS050076-A2-2										
SUMMARY OF ADDITIONAL PRODUCTS REQUESTED										
OPTIONAL FEATURES/ACCESSORIES DESCRIPTION	ACCESSORY PART NUMBER #	SUGGESTED RETAIL PRICE (SRP)	DISCOUNT %	PURCHASE	YEARS 2-5 POS ANNUAL SERVICE LEVEL AGREEMENT (SLA) COSTS	YEARS 2-5 POS LEASED SLA MONTHLY COSTS	YEARS 2-5 POS ANNUAL SOFTWARE MAINTENANCE AGREEMENT (SMA) COSTS	YEARS 2-5 POS LEASED SMA MONTHLY COSTS	CHANGE REQUESTED	NOTES
Key	* = Monthly Subscription									
Connect+ 1000 Series	AZBA	\$ 6,245	16%	\$ 5,245	240	19			Add	Mailing System
130 LPM Feature	APSA	\$ -	0%	\$ -					Add	Peripherals
160 LPM Feature	APSB	\$ 745	16%	\$ 625					Add	Peripherals
180 LPM Feature	APSC	\$ 2,495	16%	\$ 2,095					Add	Peripherals
Connect+ 1000 Series Color Printer Upgrade	AZBN	\$ 3,695	16%	\$ 3,100	335	27			Add	Peripherals
Connect+ 2000 Series	AZBB	\$ 11,245	16%	\$ 9,455	503	40			Add	Mailing System
130/170 LPM Feature	APSD	\$ -	0%	\$ -					Add	Peripherals
160/190 LPM Feature	APSE	\$ 1,245	16%	\$ 1,045					Add	Peripherals
180/110 LPM Feature	APSF	\$ 3,495	16%	\$ 2,935					Add	Peripherals
Connect+ 2000 Series Color Printer Upgrade	AZBJ	\$ 3,995	16%	\$ 3,355	335	27			Add	Peripherals
Connect+ 1000/2000 Series Meter	1W00	\$ 65	0%	\$ 65					Add	Meter Head
Connect+ 3000 Series	AZBC	\$ 10,995	16%	\$ 9,235	1425	113			Add	Mailing System
Connect+ 3000 Series WOW	AZBD	\$ 16,995	16%	\$ 14,275	1425	113			Add	Mailing System
160/100 LPM Feature	APSG	\$ -	0%	\$ -					Add	Peripherals
210/130 LPM Feature	APSH	\$ 1,495	16%	\$ 1,255					Add	Peripherals
260/160 LPM Feature	APSK	\$ 5,995	16%	\$ 5,035					Add	Peripherals
300/200 LPM Feature	APSL	\$ 12,995	16%	\$ 10,915					Add	Peripherals
Connect+ 3000 Series Color Printer Upgrade	AZBP	\$ 4,495	16%	\$ 3,775	335	27			Add	Peripherals
Connect+ 3000/3000 WOW Series Meter	1W00	\$ 99	0%	\$ 99					Add	Meter Head
Postage by Phone + Option - Monthly, IntelliLink Subscription	1W00*	\$ 15	0%	\$ 15					Add	Subscription Option
Confirmation Services - Monthly IntelliLink Subscription	M9SS*	\$ 17	0%	\$ 17					Add	Subscription Option
Sprint 3G Subscription	MSG5*	\$ 45	0%	\$ 45					Add	Subscription Option
Connect+ Mono Printer	AZBE	\$ -	0%	\$ -	292	23			Add	Peripherals
Standard Apps Center	MSD1	\$ -	0%	\$ -					Add	Peripherals
High Res Apps Center	MSD2	\$ 895	16%	\$ 751					Add	Peripherals
Connect+ Drop Stacker	MW90007	\$ -	0%	\$ -					Add	Peripherals
Connect+ Power Stacker	MSPS	\$ 1,695	16%	\$ 1,423	220	18			Add	Peripherals
Color Graphics Printing Feature	MW90806	\$ 395	16%	\$ 331					Add	Peripherals
100 Dept Accounting	APFA	\$ -	0%	\$ -					Add	Peripherals
300 Dept Accounting	APAA	\$ 595	16%	\$ 499					Add	Peripherals
500 Dept Accounting	APAB	\$ 995	16%	\$ 835					Add	Peripherals
1000 Dept Accounting	APAC	\$ 1,245	16%	\$ 1,045					Add	Peripherals
2000 Dept Accounting	APAD	\$ 1,745	16%	\$ 1,465					Add	Peripherals
3000 Dept Accounting	APAE	\$ 2,245	16%	\$ 1,885					Add	Peripherals
Connect+ BM Interface - Requires 1FAH	BMZ1	\$ 995	16%	\$ 836					Add	Peripherals
5 lb Interfaced Weighing - Requires MW96000	1FWW	\$ 1,645	16%	\$ 1,381					Add	Peripherals
10 lb Interfaced Weighing - Requires MW96000	1FWV	\$ 2,045	16%	\$ 1,717					Add	Peripherals
15 lb Interfaced Weighing - Requires MW96000	1FWX	\$ 2,345	16%	\$ 1,969					Add	Peripherals
15 / 30 lb Scale Platform	MP30	\$ -	0%	\$ -	118	9			Add	Peripherals
70 / 150 lb Scale Platform	MP49	\$ -	0%	\$ -	152	12			Add	Peripherals
15 lb. Scale Platform/Stand	MW96000	\$ -	0%	\$ -					Add	Peripherals
Differential Weighing Feature	1FW1	\$ -	0%	\$ -					Add	Peripherals
Wireless LAN Adaptor	MW97182	\$ 145	17%	\$ 121					Add	Peripherals
Connect+ PC Meter Connect	MW90705	\$ 195	16%	\$ 163					Add	Peripherals
100' LAN Cable	MW90702	\$ 195	16%	\$ 163					Add	Peripherals
Wireless LAN Bridge Kit	MW90702	\$ 195	16%	\$ 163					Add	Peripherals
Connect+ VAS Training	MW90702	\$ 95	17%	\$ 79					Add	Peripherals
Connect+ VBS Welcome Kit	MW90008	\$ -	0%	\$ -					Add	Peripherals
Label Printer	F9Z2	\$ 199	16%	\$ 167					Add	Peripherals
Work Table, 48"	FTW48	\$ 680	16%	\$ 571					Add	Peripherals
Closed Storage Table, 60"	FTS60D	\$ 1,230	16%	\$ 1,033					Add	Peripherals
Closed Storage Table, 72"	FTS72D	\$ 1,365	16%	\$ 1,146					Add	Peripherals
Work Table, 60"	FTW60	\$ 790	16%	\$ 663					Add	Peripherals
Work Table, 72"	FTW72	\$ 900	16%	\$ 756					Add	Peripherals
Connect+ Laser Printer Enabled	APFM	\$ -	0%	\$ -					Add	Peripherals
Black Graphics Upgrade - Requires APFA	AZBG	\$ 295	16%	\$ 247					Add	Peripherals
Wireless Keyboard	MW90147	\$ 195	16%	\$ 163					Add	Peripherals

PITNEY BOWES INC.

WCSA MASTER AGREEMENT EPS050076-A2-2

SUMMARY OF ADDITIONAL PRODUCTS REQUESTED

OPTIONAL FEATURES/ACCESSORIES DESCRIPTION	ACCESSORY PART NUMBER #	SUGGESTED RETAIL PRICE (SRP)	DISCOUNT %	PURCHASE	YEARS 2-5 POS ANNUAL SERVICE LEVEL AGREEMENT (SLA) COSTS	YEARS 2-5 POS LEASED SLA MONTHLY COSTS	YEARS 2-5 POS ANNUAL SOFTWARE MAINTENANCE AGREEMENT (SMA) COSTS	YEARS 2-5 POS LEASED SMA MONTHLY COSTS	CHANGE REQUESTED	NOTES
Connect+ USPS BRM Rates	1FR4	\$ 495	16%	\$ 416					Add	Peripherals
Connect+ Energy Star Kit - Requires APFD	AZBK	\$ -	0%	\$ -					Add	Peripherals
Energy Star Enabled	APFD	\$ -	0%	\$ -					Add	Peripherals
USPS Presort Xtra Rates	1FR3	\$ -	0%	\$ -					Add	Peripherals
Presort Xtra Feature	PS0F	\$ -	0%	\$ -					Add	Peripherals
Black Graphics Printing	APFA	\$ -	0%	\$ -					Add	Peripherals



CONTRACT AMENDMENT

Contract **EPS050076-AZ-A16**

State Procurement Office
160 North 15th Avenue, Suite 104
PHOENIX, ARIZONA 85007

(602) 542-9134

AMENDMENT NUMBER NINETEEN (19)
Mailing Equipment with 3-Maintenance

Procurement Officer:
Stacy Ingalls

Page 1 of 1

This Amendment shall have the effect of extending the current contract for six months making the new expiration date May 8, 2011.

This amendment shall also have the effect of adding additional product to the contract. Please see the attachment titled Summary of Additional Products Aug 2010 in the attachment section of ProcureAZ. (www.procure.az.gov).

This amendment shall have the effect of updating Pitney Bowes Price Book. Please see the attachment in ProcureAZ (www.procure.az.gov) titled Pitney Bowes Revised Price Book. The pricing is effect upon the completed execution of this amendment.

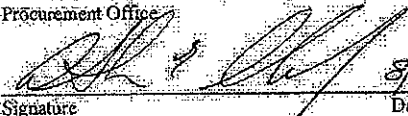
Additionally Pitney Bowes is offering promotional pricing that has been added to this contract as an attachment in ProcureAZ (www.procure.az.gov) titled Pitney Bowes Promotional Pricing.

All other terms and conditions of the contract remains the same.

Contractor Name: Pitney Bowes

23751 North 23rd Ave.
Phoenix, AZ 85087
Telephone: (480) 707-0625
FAX: (203) 460-4639

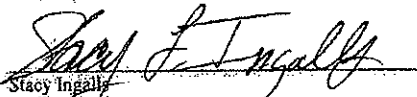
Contractor hereby acknowledges receipt of and agreement with the Contract Amendment. A signed copy must be filed with the State Procurement Office.


Signature _____ Date 8/25/2010

Arthur E. Adams, Jr. Director, Cooperative Contracts

Printed Name _____ Title _____

The above referenced Contract Amendment is hereby executed this 25th Day of August, 2010, at Phoenix, AZ.


Stacy Ingalls
Contract Administrator
State Procurement Office
Phone (602) 542-9134

**PITNEY BOWES INC.
WSCA MASTER AGREEMENT EPS050076-A2-2
SUMMARY OF PROMOTIONAL PROGRAM AND RELATED PRODUCTS**

Description of Promotional Program

Pitney Bowes Inc. is offering a limited time promotional program for those customers choosing to order color printing units for our Connect+ Customer Communication 1000, 2000, and 3000 series using PCN numbers AZBN, AZBJ, and AZBP with a delivery date later in the year. The promotional program will be available for orders placed by September 30, 2010.

Under this promotional program, a separate Purchase Order will be completed for the Connect+ color printing unit, the promotional prices and respective promotional PCNs are shown below. The promotional pricing would represent a significant discount off the standard commercial list prices. A mutually agreeable delivery date between the Eligible Entity and Pitney Bowes Inc. would be established and would contemplate if leased, the use of the co-term lease financing option when the product is installed. No other discounts would apply. The machine will be shipped and installed with the black and white printer until the color peripheral is available. The black and white printer will be removed and the new color printer will be installed at no cost to the eligible entity. Payments for the color printing unit will not begin until the color module is installed.

The benefit to the Participating States and their eligible entities by allowing the promotional program will be that they will receive the use of the new technology immediately and the functionality of the color peripheral at a significantly reduced cost shortly thereafter.

OPTIONAL FEATURES/ACCESSORIES DESCRIPTION	PROMOTIONAL ACCESSORY PART NUMBER (PCN) #	SUGGESTED RETAIL PRICE (SRP) FOR STANDARD PCN#	PROMOTIONAL DISCOUNT %	PROMOTIONAL PURCHASE PRICE	YEARS 2-5 POINT OF SALE (POS) ANNUAL SERVICE LEVEL AGREEMENT (SLA) COSTS	YEARS 2-5 POS LEASED SLA MONTHLY COSTS	YEARS 2-5 POS ANNUAL SOFTWARE MAINTENANCE AGREEMENT (SMA) COSTS	YEARS 2-5 POS LEASED SMA MONTHLY COSTS
Connect+ 1000 Series Color Printer - Temporary Promotion	AZBF	\$3,695	43%	\$2,095	335	27		
Connect+ 2000 Series Color Printer - Point of Sale - Temporary Promotion	AZBL	\$3,995	41%	\$2,345	335	27		
Connect+ 3000 Series Color Printer - Point of Sale - Temporary Promotion	AZBM	\$4,495	39%	\$2,725	335	27		

Key
* = Monthly Subscription

After the promotion the Standard PCN and applicable WSCA purchase prices would apply:
Standard PCN AZBN (\$3,100) will replace the AZBF model
Standard PCN AZBJ (\$3,355) will replace the AZBL model
Standard PCN AZBP (\$3,775) will replace the AZBM model



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

Purchase Order

PURCHASE ORDER NO.
PBKPBOWES

PAGE

BLANKET RELEASE
 00

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

CHANGE ORDER
 7

**SEE REVERSE SIDE FOR
 TERMS AND CONDITIONS**

INVOICE TO

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

VENDOR

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

SHIP TO

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

DATE PRINTED		TERMS OF SALE		FEIN/SSN		FUND	
09/08/2010		NET 30		060495050			
SHIP VIA		F.O.B.		FREIGHT TERMS		ACCOUNT NUMBER	
BEST WAY		DESTINATION		PREPAID		MUL-MUL	
LINE	QUANTITY	UOP	VENDOR ITEM NO.	UNIT PRICE	AMOUNT		
	DELIVERY DATE	CAT. NO.	ITEM NUMBER				
RECEIPT TICKET FOR PURCHASE ORDER:				PBKPBOWES			
LINE	CATNO	ITEM NUMBER	DESCRIPTION	QTY	DATE		
0001	600-71		MAILING MACHINES				
SIGNATURE _____				DATE _____			
IF APPROVAL AS TO FORM IS REQUIRED BY ATTORNEY GENERAL, CHECK HERE <input type="checkbox"/>							TOTAL

APPROVED AS TO FORM BY
 ASSISTANT ATTORNEY GENERAL

BY _____
 PURCHASING DIVISION AUTHORIZED SIGNATURE