

ASA-14-26/QPA# 13142
 STATE OF INDIANA/PITNEY BOWES INC.
 CONTRACT FOR MAILING EQUIPMENT AND MAILING SUPPLIES

EXHIBIT A: MARKET BASKET PRICING

This document is an exhibit to the Master Services agreement, and is deemed to be attached to and incorporated within the Master Services Agreement by reference. Any inconsistency, conflict, or ambiguity between this exhibit and the Master Services agreement shall be resolved by giving precedence and effect to the Master Services agreement.

The Contractor shall extend the Market Basket pricing options of ASA-14-26 to all State Agencies, libraries, and Governmental Entities, as defined in the Master Services Agreement **Section 1 (A)**.

PURCHASE

	Group A Low Volume, Semi-Automatic	Group B Low Volume, Semi- Automatic	Group C Mid Volume, Semi- Automatic	Group D Mid Volume, Automatic	Group E High Volume, Automatic
Make	PITNEY BOWES	PITNEY BOWES	PITNEY BOWES	PITNEY BOWES	PITNEY BOWES
Model #	DM100; 2lb scale; sealer	DM100; 2lb scale; sealer	DM300; 5lb Scale	DM400; 10lb Scale	CONNECT+3000; 15lb Scale
Mail Pieces Per Minute Rating	30	30	65	95	270
Purchase Price	\$ 475.00	\$ 475.00	\$ 1,135.00	\$ 2,065.00	\$ 9,300.00
Postage Meter Rental (\$/Month)	\$ 18.00	\$ 18.00	\$ 18.00	\$ 22.50	\$ 45.00
Maintenance Service Agreement (\$/Month)	\$ 0.00	\$ 0.00	\$ 14.00	\$ 27.00	\$ 145.00

LEASE-RENTAL

	Group A Low Volume, Semi -Automatic	Group B Low Volume, Semi-Automatic	Group C Mid Volume, Semi-Automatic	Group D Mid Volume, Automatic	Group E High Volume, Automatic (Minimum 250/ppm)
Make	PITNEY BOWES	PITNEY BOWES	PITNEY BOWES	PITNEY BOWES	PITNEY BOWES
Model #	DM100; 2lb scale; sealer	DM100; 2lb scale; sealer	DM300; 5lb Scale	DM400; 10lb Scale	CONNECT+3000; 15lb Scale
Mail Pieces Per Minute Rating	30	30	65	95	270
Month-to-Month (\$/Month)	\$ 28.00	\$ 28.00	\$ 97.00	\$ 172.00	\$ 803.00
24 Month Term (\$/Month)	\$ 22.00	\$ 22.00	\$ 52.00	\$ 92.00	\$ 448.00
36 Month Term (\$/Month)	\$ 10.00	\$ 10.00	\$ 36.00	\$ 64.00	\$ 309.00
48 Month Term (\$/Month)	\$ 8.00	\$ 8.00	\$ 28.00	\$ 49.00	\$ 240.00
Postage Meter Rental (\$/Month)	\$ 18.00	\$ 18.00	\$ 18.00	\$ 22.50	\$ 45.00

ASA-14-26/QPA# 13142
STATE OF INDIANA/PITNEY BOWES INC.
CONTRACT FOR MAILING EQUIPMENT AND MAILING SUPPLIES

Maintenance Service Agreement (\$/Month)	-	-	\$ 14.00	\$ 27.00	\$145.00
---	---	---	----------	----------	----------

LEASE-PURCHASE

	Group A Low Volume, Semi-Automatic	Group B Low Volume, Semi-Automatic	Group C Mid Volume, Semi-Automatic	Group D Mid Volume, Automatic	Group E High Volume, Automatic
Make	PITNEY BOWES	PITNEY BOWES	PITNEY BOWES	PITNEY BOWES	PITNEY BOWES
Model #	DM100; 2lb scale; sealer	DM100; 2lb scale; sealer	DM300; 5lb Scale	DM400; 10lb Scale	CONNECT+3000; 15lb Scale
Mail Pieces Per Minute Rating	30	30	65	95	270
Month-to-Month (\$/Month)	\$ 28.00	\$ 28.00	\$ 97.00	\$ 172.00	\$ 803.00
24 Month Term (\$/Month)	\$ 15.00	\$ 15.00	\$ 52.00	\$ 94.00	\$ 422.00
36 Month Term (\$/Month)	\$ 10.00	\$ 10.00	\$ 36.00	\$ 66.00	\$ 293.00
48 Month Term (\$/Month)	\$ 8.00	\$ 8.00	\$ 28.00	\$ 51.00	\$ 228.00
Lease to Purchase Buy-Out (\$/Piece of Equipment)	\$ 0.01	\$ 0.01	\$ 0.01	\$ 0.01	\$ 0.01
Postage Meter Rental (\$/Month)	\$ 18.00	\$ 18.00	\$ 18.00	\$ 22.50	\$ 45.00
Maintenance Service Agreement (\$/Month)	-	-	\$ 14.00	\$ 27.00	\$ 145.00

SUPPLIES

	Group A Low Volume, Semi-Automatic	Group B Low Volume, Semi-Automatic	Group C Mid Volume, Semi-Automatic	Group D Mid Volume, Automatic	Group E High Volume, Automatic
Make	Pitney Bowes	Pitney Bowes	Pitney Bowes	Pitney Bowes	Pitney Bowes
Model #	793-5	793-5	765-9	765-9	787-9
Mail Pieces Per Minute Rating	30	30	65	95	270
Impressions Per Cartridge	Up to 3000	Up to 3000	Up to 8800	up to 8800	up to 18000
Replacement Toner Cartridge (\$/Toner)	\$ 36.37	\$ 36.37	\$ 81.08	\$ 81.08	\$ 50.12

ASA-14-26/QPA# 13142
STATE OF INDIANA/PITNEY BOWES INC.
CONTRACT FOR MAILING EQUIPMENT AND MAILING SUPPLIES

EXHIBIT B: NON-MARKET BASKET DISCOUNT PRICING

This document is an exhibit to the Master Services agreement, and is deemed to be attached to and incorporated within the Master Services Agreement by reference. Any inconsistency, conflict, or ambiguity between this exhibit and the Master Services agreement shall be resolved by giving precedence and effect to the Master Services agreement.

The following is a list of categories and their corresponding percent off list price for products located in the Contractor's current catalog that are not included in the Market Basket.

Percentage off Catalog Pricing	
Mail Equipment Furniture	25%
Folders/Inserters/Sorters	20%
Addressing Systems	20%
Peripheral Supplies	15%