#### AMENDMENT NUMBER <u>THREETWO</u> TO CONTRACT NUMBER MA-074-15012094 FOR PRINTING AND MAILING SERVICES CONTRACT WITH FINANCIAL STATEMENT SERVICES (FSSI)

This Amendment, to Contract number MA-074-15012094, hereinafter referred to as "Amendment" is made and entered into as of the date fully executed by and between the County of Orange, a political subdivision of the State of California; hereinafter referred to as "County," and Financial Statement Services, Inc., with a place of business at 3300 S. Fairview St., Santa Ana, CA 92704; hereinafter referred to as "Contractor," with County and Contractor sometimes referred to as "Party", or collectively as "Parties."

#### **ATTACHMENTS**

This <u>Third</u>Second Amendment is comprised of this document and the following Attachment, which is attached hereto and incorporated by this reference:

Attachment A – FSSI Contract Pricing effective July 1, 202019

#### **RECITALS**

**WHEREAS**, Contractor responded to a Request for Proposal ("RFP") for the provision of printing and mailing services and

**WHEREAS**, the Contractor responded and represented that its proposed services shall meet or exceed the requirements and specifications of the RFP; and,

**WHEREAS**, County and Contractor entered into Contract number MA-074-15012094, hereinafter referred to as "Contract", for printing and mailing services, effective July 1,2015 to June 30, 2018, in the amount not to exceed \$1,920,000; and,

**WHEREAS,** Parties executed Amendment No. 1 to renew the Contract for one (1) additional year, effective July 1, 2018, through June 30, 2019, in the amount not to exceed \$1,815,000; and,

WHEREAS, Parties executed Amendment No. 2 to renew the Contract for one (1) additional year, effective July 1, 2019, through June 30, 2020, in the amount not to exceed \$1,824,000; and,

**WHEREAS**, the Parties desire to amend the Contract to <u>extend</u> the contract for one (1) additional year, update the Contract pricing, and add new services.

**NOW, THEREFORE**, in consideration of the mutual obligations set forth herein, both County and Contractor agree to amend the Contract as follows:

#### **ARTICLES**

- Contract MA-074-15012094 is <u>extended</u> for one (1) additional year, commencing on July 1, 20<u>2019</u> through and including June 30, 202<u>10</u>, in an amount not to exceed \$<u>1,180,000</u>.
- Attachment C to the Original Contract, titled "FSSI Contract Pricing", is revised and replaced with Attachment A to this Amendment, titled "FSSI Contract Pricing, New Pricing Effective July 1, 202019."
- 3. This Amendment modifies the Original Contract only as expressly set forth above. This Amendment does not modify, alter or amend the Contract in any other way whatsoever. Except as otherwise expressly set forth

herein, all terms and conditions, amendments/modifications are incorporated by this reference and shall remain unchanged.

#### **CONTRACT SIGNATURE PAGE**

IN WITNESS WHEREOF, the Parties hereto have executed this Amendment on the date first above written.

#### **Financial Statement Services Inc.**\*

Print Name	Title	
Signature	Date	
Print Name	Title	
Signature	Date	

\* If the Contractor is a corporation, signatures of two specific corporate officers are required as further set forth.

The first corporate officer signature must be one of the following:1) the Chairman of the Board; 2) the President; 3) any Vice President.

The second corporate officer signature must be one of the following: 1) Secretary; 2) Assistant Secretary; 3) Chief Financial Officer; 4) Treasurer or Assistant Treasurer.

In the alternative, a single corporate signature is acceptable when accompanied by a corporate resolution demonstrating the legal authority of the signature to bind the company.

County of Orange, a political subdivision of the State of California

Print Name

Title

Signature

Date

Approved As To Form: Office of the County Counsel Orange County, CA

By:

Ronald T. Magsaysay, Deputy

Date:

#### **ATTACHMENT A**

# **FSSI Total Estimated Cost Summary**

#### FSSI Total Estimated Cost Summary Total Annual Estimated Cost

Description		imated Cost		Estimated ervices Cost	Estimated Postage Co						
			36	i vices cost		Metered		Permit			
Treasurer-Tax Collector Expense:	\$	900,000	\$	329,950	\$	83,800	\$	486,250			
OCCR - Animal Care Services Expense:	\$	197,000	\$	50,350	\$	146,650	\$	-			
OC Public Works - Weights and Measures Expense:	\$	7,000	\$	2,810	\$	4,190	\$	-			
City of Westminster Expense:	\$	76,000	\$	19,435	\$	56,565	\$	-			
Total:	\$	1,180,000	\$	402,545	\$	291,205	\$	486,250			

## Financial Statement Services Inc.

New Pricing effective July 1, 2020

		SI Contrac asurer-Tax		-							
General Services	Unit	Estimated Volume	2019	9 Pricing	2019 \$ Cost	2020	Pricing	2020 \$ Cost	4	Change	% Change
Data Processing	Per Thousand Images		\$	10.00		\$	10.50	\$ 12,600.00		600.00	5.00%
Automated Inserting (Fold, Insert, Seal & Meter) - #10 Envelopes	Per Thousand Pieces	1,200,000	\$	24.26	\$ 29,112.00	\$	24.26	\$ 29,112.00	\$	-	0.00%
Additional Inserts - Per Insert	Per Thousand Inserts	3,500,000	\$	3.65	\$ 12,775.00	\$	3.65	\$ 12,775.00	\$	-	0.00%
Zipsort: 1st Class	Per Thousand Pieces	1,200,000	\$	9.45	\$ 11,340.00	\$	9.45	\$ 11,340.00	\$	-	0.00%
PDF Conversion - Transmit to Client	Per Thousand Images	1,300,000	\$	11.00	\$ 14,300.00	\$	11.55	\$ 15,015.00	\$	715.00	5.00%
General Services Subtotal:					\$ 79,527.00			\$ 80,842.00	\$	1,315.00	
Certified Mailing											
Certified Mail (includes processing and envelope, not print, paper or											
insert)	Per Piece	700	\$	1.20	\$ 840.00	\$	1.50	\$ 1,050.00	\$	210.00	25.00%
Inhouse Mailing Using Online RPM Software Includes Envelope	Per Piece	3,000	\$	1.20	\$ 3,600.00	\$	1.20	\$ 3,600.00	\$	-	0.00%
Certified Mailing Subtotal					\$ 4,440.00			\$ 4,650.00	\$	210.00	
Tax Bill Online Presentment											
Online Viewing and Archvial (Assumes 24 months of Archival)	Per Month	12	\$	1,000.00	\$ 12,000.00	\$ 1		\$ 12,000.00	\$	-	0.00%
CD/DVD - Original CD/DVDs	Per DVD		\$	75.00	<u>\$</u> -	\$	75.00	<u>\$</u> -	\$	-	0.00%
Tax Bill Online Presentment Subtotal					\$ 12,000.00			\$ 12,000.00	\$	-	
LetterStreamOne											
Library and Portal (11-49 templates)	Per Month	12	\$	125.00	\$ 1,500.00	\$	125.00	\$ 1,500.00	\$	-	0.00%
LSO Processing, Printing and Inserting - Black Ink on 20# 8-1/2x11" stock,											
not including stock or envelope	Per Thousand Pieces	220,000	\$	100.00				\$ 23,100.00		1,100.00	5.00%
Additional Printed Image on same sheet	Per Thousand Images	220,000	\$	50.00	\$ 11,000.00	\$	50.00	\$ 11,000.00		-	0.00%
Letter testing (10 per month)	No Charge		\$	-	<u>\$</u>	\$	-	<u>\$</u> -	\$	-	0.00%
LetterStreamOne Subtotal					\$ 34,500.00			\$ 35,600.00	\$	1,100.00	
Minimum Run Pricing (Jobs under 1,000 pieces) Applies to LetterStreamO											
	Per Run plus production										
Minimum Setup Fee (Jobs under 1,000 Pieces)	charges	11	Ş	50.00	\$ 550.00	Ş	50.00	\$ 550.00	Ş	-	0.00%
Putation Jaka	11	Estimated	2010	9 Pricing	2010 6 0+	2020	Duising	2020 \$ Cost		Change	% Change
Printing Jobs	Unit Des Theusend Chaete	Volume			2019 \$ Cost		Pricing 50.66			s change	% Change
OCT001 - Regular and Corrected Supplemental - 24#, 8.5 x 14, 2 perfs OCT002 - Delinquent Secured (1st Installment) - 24#, 8.5 x 14, 2 perfs	Per Thousand Sheets Per Thousand Sheets	100,000 25,000	\$ \$	50.66 50.66		\$ \$	50.66	,		-	0.00%
OCT002 - Delinquent Secoled (1st installment) - 24#, 8.5 x 14, 2 peris	Per Thousand Sheets	5,000	\$ \$	50.66	. ,		50.66	. ,			0.00%
OCT004 - Delinquent Supplemental - 24#, 8.5 x 14, 2 peris	Per Thousand Sheets	5,000	\$ \$	50.66			50.66				0.00%
OCT005 - Prior Year Notice - 24#, 8.5 x 14, 1 perf	Per Thousand Sheets	25,000	\$ \$	50.66		\$	50.66				0.00%
OCT007 - Delinquent Mello Roos (1st Installment) - 24#, 8.5 x 14, 2 perfs	Per Thousand Sheets	5,000	\$ \$	50.66		\$	50.66				0.00%
OCT008 - Regular Unsecured - Single - 24#, 8.5 x 14, 1 perf	Per Thousand Sheets	90,000	\$	50.66		\$	50.66				0.00%
OCT010 - Delinquent Secured (2nd Installment) - 24#, 8.5 x 14, 1 perf	Per Thousand Sheets	25,000	\$ \$	50.66			50.66	. ,			0.00%
OCT011 - Delinquent Mello Roos (2nd Installment) - 24#, 8.5 x 14, 1 perf	Per Thousand Sheets	5,000	\$ \$	50.66		\$	50.66				0.00%
OCT013 - Secured - Regular - 24#, 8.5 x 14, 2 perfs	Per Thousand Sheets	600,000	\$	50.66		\$	50.66			-	0.00%
OCT014 - Secured - CORTAC - 24#, 8.5 x 14, 0 perf	Per Thousand Sheets	2,500	\$	50.66		\$	50.66			-	0.00%
OCT015 - Secured - Multi Mail - 24#, 8.5 x 14, 9 perfs	Per Thousand Sheets	25,000	\$	50.66		\$	50.66				0.00%
OCT016 - Regular Unsecured - Multiple - 24#, 8.5 x 14, 1 perf	Per Thousand Sheets	10,000	\$	50.66		\$	50.66				0.00%
OCT017 - Secured - Mobile Home - 24#, 8.5 x 14, 0 perf	Per Thousand Sheets	250,000	\$	50.66		\$	50.66				0.00%
OCTO21 - Unsecured 10 Day Notice - 24#, 8.5 x 11, 1 perf	Per Thousand Sheets	20,000	\$	41.18			41.18			-	0.00%
OCT026 - Corrected Secured - 24#, 8.5 x 14, 2 perfs	Per Thousand Sheets	35,000	\$	50.66			50.66			-	0.00%
OCT029 - Corrected Unsecured - Single - 24#, 8.5 x 14, 1 perf	Per Thousand Sheets	1,000	\$	50.66		\$	50.66		\$	-	0.00%
OCT030 - Corrected Unsecured - Multiple - 24#, 8.5 x 14, 1 perf	Per Thousand Sheets	5,000	\$	50.66		\$	50.66			-	0.00%
OCT033 - Unsecured 10 Day Notice - Supplemental - 24#, 8.5 x 11, 1 perf	Per Thousand Sheets	1,500	\$	41.18			41.18				0.00%
Plain White Stock - 20# 11" Cut Sheet with Perf	Per Thousand Sheets	100,000	\$	11.87		\$	11.87			-	0.00%
Insert - Black Simplex - 20#, 8.5 x 11"	Per Thousand Sheets			23.10		\$	23.10			-	0.00%
Insert - Black Simplex - 20#, 8.5 x 3.74"	Per Thousand Sheets	90,000		8.35		\$	8.35			-	0.00%
Insert - Black Simplex20#, 8.5x7.25"	Per Thousand Sheets		\$	13.91	\$ -	\$	13.91	\$ -	\$	-	0.00%
Custom Inserting	Per Item	1,000	\$	0.16	\$ 160.00	\$	0.16		\$	-	0.00%
Forms Management	Per Thousand Sheets/mo	3,000,000		0.35		Ś	0.35				0.00%
	i el mousula sheets/mo	3,000,000	Ŷ	0.55	<u> </u>	. Ý	0.55			-	0.00%
Printing Subtotal:				_	\$ 107,092.11			\$ 107,092.11		-	
Total:					2019 \$ Cost			2020 \$ Cost		Change 2,625.00	
Total:	Dor Hour	100	ć	125 00	\$ 238,109.11	ć	145.00	\$ 240,734.11			
Estimated Programming	Per Hour	160	\$	135.00	\$ 21,600.00 \$ 20,127,46	Ş	145.00	\$ 23,200.00 \$ 24,413.91		1,600.00	
Taxes (9.25%): Metered Postage:*	Per Diece	200,000	ć	0 412	1 ./ .	ć	0.410			4,286.45	
Metered Postage:*	Per Piece	1,250,000		0.412			0.419			1,400.00	
Permit Postage:*	Per Piece	1,230,000	Ş	0.383		Ş	0.389		Ş	7,500.00	
Contingency for increased volume/rounding				-	\$ 71,496.07	_	-	\$ 41,601.98			
Grand Total:					\$ 912,482.64			\$ 900,000.00			

## Financial Statement Services Inc.

New Pricing effective July 1, 2020

# FSSI Contract Pricing

	Anima	al Care Se	ervi	ces									
		Estimated											
General Services	Unit	Volume	201	9 Pricing	20	19 \$ Cost	202	0 Pricing	202	20 \$ Cost	\$ C	hange	% Change
Data Processing/Composition	Per Thousand Images	350,000	\$	10.00	\$	3,500.00	\$	10.50	\$	3,675.00	\$	175.00	5.00%
Fold, Insert, Seal & Meter (FISM)	Per Thousand Pieces	350,000	\$	24.26	\$	8,489.25	\$	24.26	\$	8,489.25	\$	-	0.00%
Additional Insert - Per Insert	Per Thousand Inserts	20,000	\$	3.65	\$	73.00	\$	3.65	\$	73.00	\$	-	0.00%
Zipsort: 1st Class	Per Thousand Pieces	180,000	\$	9.45	\$	1,701.00	\$	9.45	\$	1,701.00	\$	-	0.00%
PDF Conversion - Transmit to Client	Per Thousand Images	285,000	\$	11.00	\$	3,135.00	\$	11.55	\$	3,291.75	\$	156.75	5.00%
CD/DVD - Original CD/DVDs	Each Occurrence	20	\$	75.00	\$	1,500.00	\$	75.00	\$	1,500.00	\$	-	0.00%
General Services Subtotal:					\$	18,398.25			\$1	8,730.00	\$	331.75	
Other Services													
Off-line Folding Setup Fee	Per Run		\$	25.00	\$	-	\$	25.00	\$	-	\$	-	0.00%
Off-line Folding	Per Thousand Sheets		\$	5.25	\$	-	\$	5.25	\$	-	\$	-	0.00%
Single Tab Setup Fee	Per Run		\$	25.00	\$	-	\$	25.00	\$	-	\$	-	0.00%
Single Tab	Per Thousand Pieces		\$	13.65	\$	-	\$	13.65	\$	-	\$	-	0.00%
Inkjet Addressing (envelope) Setup Fee	Per Run		\$	25.00	\$	-	\$	25.00	\$	-	\$	-	0.00%
Inkjet Addressing (envelope)	Per Thousand Pieces		\$	17.85	\$	-	\$	17.85	\$	-	\$	-	0.00%
Minimum Setup Fee if job under 1,000 pieces	PerRun		\$	50.00	\$	-	\$	50.00	\$	-	\$	-	0.00%
NCOA Service													
NCOA - Return File without Special Formatting	Per Thousand		\$	5.00	\$	-	\$	5.00	\$	-	\$	-	0.00%
NCOA - Return File with Special Formatting	Per Thousand		\$	7.00	\$	-	\$	7.00	\$	-	\$	-	0.00%
Custom Animal Care License Tag Mailing Service													
Off-line Cutting	Per Thousand Cuts	10,000	\$	10.50	\$	105.00	\$	10.50	\$	105.00	\$	-	0.00%
Off-Line Metering	Per Thousand Pieces	15,000	\$	10.50	\$	157.50	\$	10.50	\$	157.50	\$	-	0.00%
Minimum Setup Fee	Per Run	50	\$	50.00	\$	2,500.00	\$	50.00	\$	2,500.00	\$	-	0.00%
Custom Animal Care License Tag Mailing Service Subtotal:	-				\$	2,762.50			\$	2,762.50	\$	-	
LetterStreamOne													
Library and Portal (11-49 templates)	Per Month	12	\$	125.00	\$	1,500.00	\$	125.00	\$	1,500.00	\$	-	0.00%
LSO Processing, Printing and Inserting - Black Ink on 20#8-													
1/2x11" stock, not including stock or envelope	Per Thousand Pieces	3,500	\$	100.00	\$	350.00	\$	105.00	\$	367.50	\$	17.50	5.00%
Additional Printed Image on same sheet	Per Thousand Images	3,500	\$	50.00	\$	175.00	\$	50.00	\$	175.00	\$	-	0.00%
Minimum Setup Fee if job under 1,000 pieces	Per Run plus production charges		\$	50.00	\$	-	\$	50.00	\$	-	\$	-	0.00%
LetterStreamOne Subtotal					\$	2,025.00			\$	2,025.00	\$	17.50	
		Estimated											
Printing Jobs		Volume		9 Pricing		19 \$ Cost		0 Pricing		20 \$ Cost		hange	% Change
OCT022 - Animal Care Bills - Color - 24#, 8.5 x 11, 1 perf	Per Thousand Sheets	80,000	\$	50.35	\$	4,027.80	\$	50.35	<u> </u>	4,027.80	\$	-	0.00%
OCT023 - Animal Care Bills - Color - 24#, 8.5 x 11, 1 perf	Per Thousand Sheets	165,000	\$	50.35	\$	8,307.34	\$	50.35	· ·	8,307.34	\$	-	0.00%
OCT024 - License Certificates - 24#, 8.5 x 11, 1 perf	Per Thousand Sheets	95,000	\$	50.35	\$	4,783.01	\$	50.35		4,783.01	\$	-	0.00%
Plain White Stock - 20# 11" Cut Sheet with Perf	Per Thousand Sheets	3,500	\$	11.87	\$	41.53	\$	11.87	\$	41.53	\$	-	0.00%
Custom Inserting	Perltem	150	\$	0.16	\$	24.00	\$	0.16	\$	24.00	\$	-	0.00%
Inkjet Printing Subtotal:					\$	17,183.68			\$1	7,183.68	\$	-	
Minimum Run Pricing (Jobs under 1,000 pieces) Applies to	Printing Jobs												
Jobs under 1,000 pieces	Plus above production charges	6	\$	50.00	\$		\$	50.00	\$	300.00			
					20	19 \$ Cost				20 \$ Cost		hange	
Total:					· ·	40,669.43			· ·	1,001.18	•	331.75	
Programming	Per Hour	30	\$	135.00	\$	4,050.00	\$	145.00		4,350.00			
Taxes (9.25%):					\$	3,465.76			· ·	,	•	729.23	
Metered Postage:*	Per Piece	350,000	\$	0.412	<u> </u>	44,200.00	\$	0.419	· ·	6,650.00	\$2,	450.00	
Contingency for increased volume/rounding					\$	271.78		-	\$	803.84			
Grand Total:					\$1	92,656.96		:	\$19	7,000.00			

\*Per new postal rates posted for 2020

## Financial Statement Services Inc.

New Pricing effective July 1, 2020

#### FSSI Contract Pricing City of Westminster

field, Insert, Seal & Meter (PISM)   Per Thousand Picees   135,00   \$   2,426   \$   3,7210   \$   -   0,00%     Additional Insert. Per Insert   Per Thousand Picees   135,00   \$   3,457   \$   3,457   \$   3,457   \$   3,457   \$   1,417.50 </th <th></th> <th colspan="14">City of Westminster</th>		City of Westminster													
Data Processing/Composition     Per Thousand Images     135,000     \$     1.05,000     \$     1.05,000     \$     1.05,000     \$     1.05,000     \$     1.05,000     \$     1.05,000     \$     1.05,000     \$     1.05,000     \$     1.05,000     \$     1.05,000     \$     3.05     \$     3.05     \$     3.05     \$     3.05     \$     3.05     \$     3.05     \$     3.05     \$     3.05     \$     3.05     \$     3.05     \$     3.05     \$     3.05     \$     3.05     \$     3.05     \$     3.05     \$     3.000     \$			Estimated												
Field, Insert, Seal & Meter (PISM)   Per Thousand Pieces   135,00   \$   2,426   \$   3,7210   \$   -   0,00%     Additional Insert. Per Insert   Per Thousand Pieces   135,00   \$   3,457   \$   3,457   \$   3,457   \$   3,457   \$   1,417.50 </th <th>General Services</th> <th>Unit</th> <th>Volume</th> <th>202</th> <th>0 Pricing</th> <th>20</th> <th>020 \$ Cost</th> <th>202</th> <th>0 Pricing</th> <th>20</th> <th>020 \$ Cost</th> <th>9,</th> <th>\$ Change</th> <th>% Change</th>	General Services	Unit	Volume	202	0 Pricing	20	020 \$ Cost	202	0 Pricing	20	020 \$ Cost	9,	\$ Change	% Change	
Additional insert - Per Insert   Per Thousand Inserts   135,000   \$   3.65   \$   3.65   \$   -   \$   0.00%     Diport: Ist Class   Per Thousand Pieces   135,000   \$   9.45   \$   1.417.50   \$   1.417.50   \$   -   0.00%     Per Conversion - Transmit to Client   Per Thousand Pieces   135,000   \$   1.417.50   \$   1.417.50   \$   1.417.50   \$   -   0.00%     Other Services   Other Services   \$   7.569.30   \$   0.005   \$   2.50   \$   0.005   \$   0.00%   0.00%   \$   2.50   \$   0.005   \$   0.00%   \$   0.00%   \$   0.00%   \$   0.00%   \$   0.00%   \$   0.00%   \$   0.50   \$   0.00%   \$   0.00%   \$   0.00%   \$   0.00%   \$   0.00%   \$   0.00%   \$   \$   0.00%   \$   \$   0.00%   \$   \$   0.00%   \$   \$   0.00%   \$   \$   0.00%   \$   \$   0.00%	Data Processing/Composition	Per Thousand Images	135,000	\$	10.00	\$	1,350.00	\$	10.50	\$	1,417.50	\$	67.50	5.00%	
Zipsort.ist Class   Per Thousand Pieces   150,000   \$    9.45   \$    1417.50   \$    1.5000   \$    1.405.00   \$    1.5000   \$	Fold, Insert, Seal & Meter (FISM)	Per Thousand Pieces	135,000	\$	24.26	\$	3,274.43	\$	24.26	\$	3,275.10	\$	-	0.00%	
PbF Conversion - Transmit to Client   Per Thousand Pieces   135,000   \$   11.55   \$   1,599,25   \$   7,42.55     General Services Subtotal:   -   -   7,752.69   -   7,669,33   \$   141.75     Off-line Folding Setup Fee   Per Run   2   \$   2,500   \$   0.005   \$   2.500   \$   0.005   \$   -   0.00%     Single Tabbing   Per Thousand Images   \$   1.365   \$   -   \$   0.00%     Single Tabbing (envelope) Setup Fee   Per Run   \$   2.500   \$   0.500   \$   -   \$   0.00%     Inkjet Addressing (envelope) Setup Fee   Per Run   \$   2.500   \$   -   \$   0.00%     Minimum Setup Fee If Job under 1,000 pieces   Per Run   _   \$   105.00   \$   -   \$   0.00%     Returm File with Special Format   Per Thousand Images   \$   \$   105.00   \$   -   \$   0.00%     Returm File with Special Format   Per Thousand Images   \$   \$   5   \$   5	Additional Insert - Per Insert	Per Thousand Inserts	135,000	\$	3.65			\$	3.65	\$	-	\$	-		
Image: Services Subtotal:     Source	Zipsort: 1st Class		150,000	\$	9.45	\$	1,417.50	\$	9.45	\$	1,417.50	\$	-	0.00%	
Other Services     Off-line Folding Setup Fee     Per Run     2     \$     25.00     \$     0.005     \$     25.00     \$     0.005     \$     0.005     \$     0.005     \$     0.005     \$     0.005     \$     0.005     \$     0.005     \$     0.005     \$     0.005     \$     0.005     \$     0.005     \$     0.005     \$     0.005     \$     0.005     \$     0.005     \$     0.0076 <td>PDF Conversion - Transmit to Client</td> <td>Per Thousand Pieces</td> <td>135,000</td> <td>\$</td> <td>11.00</td> <td>\$</td> <td>1,485.00</td> <td>\$</td> <td>11.55</td> <td>\$</td> <td>1,559.25</td> <td>\$</td> <td>74.25</td> <td>5.00%</td>	PDF Conversion - Transmit to Client	Per Thousand Pieces	135,000	\$	11.00	\$	1,485.00	\$	11.55	\$	1,559.25	\$	74.25	5.00%	
Off-line Folding Setup Fee   Per Run   2   \$   2.5.00   \$   0.005   \$   2.5.00   \$   0.005   \$   0.0076     Off-line Folding   Per Thousand Images   2.000   \$   0.5.25   \$   105.00   \$   -   0.0076     Single Tabbing   Per Thousand Images   \$   13.65   \$   -   \$   2.000   \$   -   \$   0.0076     Single Tabbing   Per Thousand Images   \$   13.65   \$   -   \$   0.0076     Inkjet Addressing (envelope)   Per Thousand Images   \$   17.85   \$   17.85   \$   \$   0.0076     Minimum Setup Fee if job under 1,000 pieces   Per Run   \$   \$   50.00   \$   \$   \$   0.0076     General Services   S   50.00   \$   \$   \$   50.00   \$   \$   \$   0.0076     COA Service   Per Thousand   \$   \$   5.00   \$   \$   \$   0.0076   \$   0.0076     Statum File with Opecial Format   Per Thousand   \$	General Services Subtotal:					\$	7,526.93			\$	7,669.35	\$	141.75		
Off-line Folding   Per Thousand Images   20,000   \$   5.25   \$   105.00   \$   -   \$   0.00%     Single Tabbing Setup Fee   Per Run   \$   25.00   \$   -   \$   25.00   \$   -   \$   0.00%     Single Tabbing   Per Thousand Images   \$   13.65   \$   -   \$   25.00   \$   -   \$   0.00%     Inkjet Addressing (envelope)   Per Thousand Images   \$   17.85   \$   -   \$   0.00%     Inkjet Addressing (envelope)   Per Thousand Images   \$   5.00   \$   -   \$   0.00%     Inkjet Addressing (envelope)   Per Thousand Images   \$   5.00   \$   -   \$   0.00%     General Services   Ver Run   \$   5.00   \$   -   \$   0.00%     Return File with Special Format   Per Thousand Images   \$   7.00   \$   -   \$   0.00%     Ibrary on Portal (11-49 templates)   Per Month   \$   125.00   \$   -   \$   0.00%     Ibrary on	Other Services														
Single Tabbing Setup Fee   Per Run   \$   25.00   \$   -   \$   25.00   \$   -   \$   1.00%     Single Tabbing   Per Thousand Images   \$   13.65   \$   -   \$   2.00   \$   -   \$   0.00%     Inkjet Addressing (envelope) Setup Fee   Per Run   \$   25.00   \$   -   \$   0.00%     Inkjet Addressing (envelope) 1000 pieces   Per Run   \$   50.00   \$   -   \$   0.00%     Minimum Setup Fee If Job under 1,000 pieces   Per Run   \$   50.00   \$   -   \$   0.00%     General Services   S   105.05   \$   5   0.00%   \$   -   \$   0.00%     Return File without Special Format   Per Thousand   \$   5.00   \$   -   \$   0.00%     Sto Processing, Printing and Inserting - Black Ink on 20#   Per Thousand Pieces   \$   105.00   \$   -   \$   0.00%     Sto Processing, Printing and Inserting - Black Ink on 20#   Per Thousand Sheets   135.00   \$   -   \$   0.00% <td>Off-line Folding Setup Fee</td> <td>Per Run</td> <td>2</td> <td>\$</td> <td>25.00</td> <td>\$</td> <td>0.05</td> <td>\$</td> <td>25.00</td> <td>\$</td> <td>0.05</td> <td>\$</td> <td>-</td> <td>0.00%</td>	Off-line Folding Setup Fee	Per Run	2	\$	25.00	\$	0.05	\$	25.00	\$	0.05	\$	-	0.00%	
Single Tabbing   Per Thousand Images   \$   13.65   \$   -   \$   13.65   \$   -   \$   0.00%     Inkjet Addressing (envelope) Setup Fee   Per Run   \$   25.00   \$   -   \$   -   \$   0.00%     Inkjet Addressing (envelope)   Per Thousand Images   \$   17.85   \$   -   \$   0.00%     Inkjet Addressing (envelope)   Per Run   \$   5.00   \$   -   \$   -   \$   0.00%     General Services Subtoal:   Per Thousand   \$   5.00   \$   -   \$   5.00   \$   -   \$   0.00%     Return File with Special Format   Per Thousand   \$   5.00   \$   -   \$   -   \$   0.00%     Library and Portal (11-49 templates)   Per Month   \$   125.00   \$   -   \$   5.00%   \$   -   \$   0.00%     S-1/2x11* stock, not including stock or envelope   Per Thousand Pieces   \$   100.00   \$   -   \$   5.00%   \$   \$   \$   0.00%   \$	Off-line Folding	Per Thousand Images	20,000	\$	5.25	\$	105.00	\$	5.25	\$	105.00	\$	-	0.00%	
Inkjet Addressing (envelope) Setup Fee   Per Run   \$   25.00   \$   -   \$   2.00%     Inkjet Addressing (envelope)   Per Thousand Images   \$   17.85   \$   -   \$   0.00%     Minimum Setup Fee If job under 1,000 pieces   Per Run   \$   50.00   \$   -   \$   0.00%     General Services Subtotal:   -   \$   50.00   \$   -   \$   0.00%     NCOA Service   -   \$   5.00   \$   -   \$   0.00%     Return File with Special Format   Per Thousand   \$   5.00   \$   -   \$   0.00%     LetterStreamOne   -   \$   5.00   \$   -   \$   -   0.00%     SO Processing, Printing and Inserting - Black Ink on 20#   Per Thousand Pieces   \$   100.00   \$   -   \$   10.00%   \$   -   \$   5.00%   \$   -   \$   0.00%     SO Processing, Printing and Inserting - Black Ink on 20#   Per Thousand Pieces   \$   100.00   \$   -   \$   5.00%   \$   - <td< td=""><td>Single Tabbing Setup Fee</td><td>Per Run</td><td></td><td>\$</td><td>25.00</td><td>\$</td><td>-</td><td>\$</td><td>25.00</td><td>\$</td><td>-</td><td>\$</td><td>-</td><td>0.00%</td></td<>	Single Tabbing Setup Fee	Per Run		\$	25.00	\$	-	\$	25.00	\$	-	\$	-	0.00%	
Inkjet Addressing (envelope)   Per Thousand Images   \$   17.85   \$   -   \$   17.85   \$   -   \$   0.00%     Minimum Setup Fee if job under 1,000 pieces   Per Run   \$   5.00   \$   -   \$   50.00   \$   -   \$   0.00%     General Services Subtotal:   -   -   \$   105.05   \$   -   \$   0.00%     NCOA Service   -   -   \$   5.00   \$   -   \$   5   -   \$   0.00%     Return File without Special Format   Per Thousand   \$   5.00   \$   -   \$   5   -   0.00%     Return File without Special Format   Per Month   \$   125.00   \$   -   \$   0.00%     LifetristreamOne   -   LifetristreamOne   -   \$   100.00   \$   -   \$   5.00%   \$   -   \$   0.00%     LifetristreamOne   Per Thousand Pieces   \$   100.00   \$   -   \$   5.00%   \$   -   \$   5.00%   \$	Single Tabbing	Per Thousand Images		\$	13.65	\$	-	\$	13.65	\$	-	\$	-	0.00%	
Minimum Setup Fee if job under 1,000 pieces   Per Run   \$ 50.00   \$ - \$ 50.00	Inkjet Addressing (envelope) Setup Fee	Per Run		\$	25.00	\$	-	\$	25.00	\$	-	\$	-	0.00%	
General Services Subtotal:   \$ 105.05   \$ 105.05   \$ 105.05   \$ 105.05   \$ 105.05   \$ 105.05   \$ 105.05   \$ 105.05   \$ 105.05   \$ 105.05   \$ 105.05   \$ 105.05   \$ 105.05   \$ 105.05   \$ 105.05   \$ 105.05   \$ 105.05   \$ 105.05   \$ 100.00   \$ 105.05   \$ 100.00   \$ 105.05   \$ 100.00   \$ 100	Inkjet Addressing (envelope)	Per Thousand Images		\$	17.85	\$	-	\$	17.85	\$	-	\$	-	0.00%	
NCOA Service   Per Thousand   \$ 5.00   \$ -   \$ 5.00   \$ -   \$ 5.00   \$ -   \$ 5.00   \$ -   \$ -   0.00%     Return File with Special Format   Per Thousand   \$ 7.00   \$ -   \$ 7.00   \$ -   \$ -   \$ 0.00%     Return File with Special Format   Per Thousand   \$ 7.00   \$ -   \$ 7.00   \$ -   \$ -   \$ 0.00%     Return File with Special Format   Per Thousand   \$ 7.00   \$ -   \$ 7.00   \$ -   \$ -   0.00%     Library and Portal (11-49 templates)   Per Month   \$ 125.00   \$ -   \$ -   \$ 0.00%     So Processing, Printing and Inserting - Black Ink on 20#   Per Thousand Pieces   \$ 100.00   \$ -   \$ 105.00   \$ -   \$ 5.00.0%     8-1/2x11" stock, not including stock or envelope   Per Thousand Images   \$ 50.00   \$ -   \$ 50.00   \$ -   \$ 5.00.0%   \$ -   \$ 5.00.0%     Additional Printed Image on same sheet   Per Thousand Sheets   135,000   \$ 61.50   \$ 8,302.30   \$ -   0.00%     Ink Jet Printing Jobs Subtotal:   \$ 8,302.30   \$ 5.00.0   \$ -   \$ 5.00.0   \$ -   \$ 5.00.0	Minimum Setup Fee if job under 1,000 pieces	Per Run		\$	50.00	\$	-	\$	50.00	\$	-	\$	-	0.00%	
Return File without Special Format   Per Thousand   \$   5.00   \$   -   \$   0.00%     Return File with Special Format   Per Thousand   \$   7.00   \$   -   \$   0.00%     Return File with Special Format   Per Thousand   \$   7.00   \$   -   \$   0.00%     LetterStreamOne   Uibrary and Portal (11-9 templates)   Per Month   \$   125.00   \$   \$   125.00   \$   \$   0.00%     Library and Portal (11-9 templates)   Per Month   \$   125.00   \$   \$   125.00   \$   \$   0.00%     Solutional Printing and Inserting - Black Ink on 20#   Per Month   \$   125.00   \$   \$   105.00   \$   \$   0.00%     Solutional Printing and Inserting - Black Ink on 20#   Per Thousand Pieces   \$   100.00   \$   -   \$   10.00%   \$   -   \$   0.00%     Additional Printing and Inserting - Black Ink on 20#   Per Thousand Pieces   \$   100.00   \$   2019 \$Cost   2020 \$Cost   \$Change   % Change	General Services Subtotal:					\$	105.05			\$	105.05	\$	-		
Return File with Special Format   Per Thousand   \$   7.00   \$   -   \$   -   0.00%     LetterStreamOne   Ubrary and Portal (11-49 templates)   Per Month   \$   125.00   \$   -   \$   -   0.00%     LSO Processing, Printing and Inserting - Black Ink on 20#   Per Thousand Pieces   \$   100.00   \$   -   \$   105.00   \$   -   \$   0.00%     S-1/2x11" stock, not including stock or envelope   Per Thousand Pieces   \$   100.00   \$   -   \$   105.00   \$   -   \$   -   5.00%     Printing Jobs   Per Thousand Images   \$   50.00   \$   -   \$   61.50   \$   8.302.30   \$   -   \$   0.00%     Printing Jobs   Subtotal:   Substand   \$   5.000   \$   -   \$   5.000   \$   -   \$   0.00%     Printing Jobs   Subtotal:   Substander   Substander </td <td>NCOA Service</td> <td></td>	NCOA Service														
LetterStreamOne     Per Month     \$ 125.00     \$ -     \$ 125.00     \$ -     \$ 0.00%       Library and Portal (11-49 templates)     Per Month     \$ 125.00     \$ -     \$ -     0.00%       LSO Processing, Printing and Inserting - Black Ink on 20#     Per Thousand Pieces     \$ 100.00     \$ -     \$ 105.00     \$ -     \$ -     0.00%       8-1/2x11" stock, not including stock or envelope     Per Thousand Pieces     \$ 100.00     \$ -     \$ 50.00     \$ -     \$ -     0.00%       Additional Printed Image on same sheet     Per Thousand Images     \$ 50.00     \$ -     \$ 50.00     \$ -     \$ -     0.00%       Printing Jobs     Estimated     Volume     2019 Pricing     2019 \$ Cost     2020 \$ Cost     \$ Change     % Change       Ink Jet Printing - Color Only - #24, 8.5 x 11, 1 perf     Per Thousand Sheets     135,000     \$ 61.50     \$ 8,302.30     \$ 61.50     \$ 8,302.30     \$ -     0.00%       Wining Jobs subtotal:     Per Thousand Sheets     135,000     \$ 61.50     \$ 8,302.30     \$ -     0.00%       Jobs under 1,000 pieces     Plus above production charges     -	Return File without Special Format	Per Thousand		\$	5.00	\$	-	•	5.00	\$	-	\$	-	0.00%	
Library and Portal (11-49 templates)   Per Month   \$ 125.00   \$ -   \$ 125.00   \$ -   \$ -   \$ 0.00%     LSO Processing, Printing and Inserting - Black Ink on 20#   Per Thousand Pieces   \$ 100.00   \$ -   \$ 105.00   \$ -   \$ 105.00   \$ -   \$ 5.00%     Additional Printed Image on same sheet   Per Thousand Pieces   \$ 50.00   \$ -   \$ 50.00   \$ -   \$ 50.00   \$ -   \$ 50.00%   \$ -   \$ 50.00%   \$ -   \$ 50.00%   \$ -   \$ 50.00%   \$ -   \$ 50.00%   \$ -   \$ 50.00%   \$ -   \$ 50.00%   \$ -   \$ 50.00%   \$ -   \$ 50.00%   \$ -   \$ 50.00%   \$ -   \$ 50.00%   \$ -   \$ 50.00%   \$ -   \$ 50.00%   \$ -   \$ 50.00%   \$ -   \$ 50.00%   \$ -   \$ 50.00%   \$ -   \$ 50.00%   \$ -   \$ 0.00%	Return File with Special Format	Per Thousand		\$	7.00	\$	-	\$	7.00	\$	-	\$	-	0.00%	
LSO Processing, Printing and Inserting - Black Ink on 20#     8-1/2x11" stock, not including stock or envelope   Per Thousand Pieces   \$ 100.00   \$ - \$ 105.00   \$ - \$ 50.00%     Additional Printed Image on same sheet   Per Thousand Images   \$ 50.00   \$ - \$ \$ 50.00   \$ - \$ \$ 0.00%     Printing Jobs   Estimated   Volume   2019 \$ Cost   2020 \$ Cost   \$ Change   % Change     Ink Jet Printing - Color Only - #24, 8.5 x 11, 1 perf   Per Thousand Sheets   135,000   \$ 61.50   \$ 8,302.30   \$ - 0.00%     Printing Jobs   Volume   2019 \$ Cost   2020 \$ Cost   \$ Change   % Change     Minimum Run Pricing (Jobs under 1,000 pieces) Applies to LetterStreamOne & Inkjet Jobs   \$ 8,302.30   \$ - \$ \$ 0.00%   \$ 8,302.30   \$ - \$ \$ 0.00%     Jobs under 1,000 pieces   Plus above production charges   - \$ \$ 50.00   \$ - \$ \$ 50.00   \$ - \$ \$ \$ 0.00%     Total:   \$ 15,934.27   \$ 16,076.70   \$ 142.42   \$ 142.42     Programming   Per Hour   10   \$ 135.000   \$ 1,350.00   \$ 1,450.00   \$ 100.00     \$ 12,55%):   Per Piece   135,000   \$ 0.412   \$ 55,620.00   \$ 0.419   \$ 56,565.00   \$ 945.00 </td <td>LetterStreamOne</td> <td></td>	LetterStreamOne														
8-1/2x11" stock, not including stock or envelope   Per Thousand Pieces   \$ 100.00   \$ -   \$ 105.00   \$ -   \$ 5.00%     Additional Printed Image on same sheet   Per Thousand Images   \$ 50.00   \$ -   \$ 50.00   \$ -   \$ 00.00%     Printing Jobs   Estimated   Volume   2019 Pricing   2019 \$ Cost   2020 \$ Cost   \$ Change   % Change     Ink Jet Printing - Color Only - #24, 8.5 x 11, 1 perf   Per Thousand Sheets   135,000   \$ 61.50   \$ 8,302.30   \$ -   \$ 0.00%     Printing Jobs Subtotal:   5   \$ 61.50   \$ 8,302.30   \$ 61.50   \$ 8,302.30   \$ -   0.00%     Minimum Run Pricing (Jobs under 1,000 pieces) Applies to LetterStreamOne & Inkjet Jobs   \$ 50.00   \$ -   \$ 50.00   \$ -   \$ 50.00   \$ -   \$ 50.00   \$ -   \$ -   0.00%     Total:   Programming   Per Hour   10   \$ 135.00   \$ 1,350.00   \$ 1,450.00   \$ 100.00   \$ 142.42     Programming   Per Hour   10   \$ 135.00   \$ 1,450.00   \$ 1,6021.22   \$ 281.69     Postage:*   Per Piece   135,000   \$ 0.412   \$ 5,562.00   \$ 0.419	, , , , ,			\$	125.00	\$	-	\$	125.00	\$	-	\$	-	0.00%	
Additional Printed Image on same sheet   Per Thousand Images   \$   50.00   \$   -   \$   50.00   \$   -   \$   0.00%     Printing Jobs   Volume   2019 Pricing   2019 Pricing   2019 Pricing   2010 Pricing   2020 \$ Cost   \$ Change   % Change     Ink Jet Printing - Color Only - #24, 8.5 x 11, 1 perf   Per Thousand Sheets   135,000   \$   61.50   \$ 8,302.30   \$   61.50   \$ 8,302.30   \$   -   0.00%     Printing Jobs Subtotal:   volume   2019 \$ Cost   \$ 8,302.30   \$   61.50   \$ 8,302.30   \$   -   0.00%     Minimum Run Pricing (Jobs under 1,000 pieces) Applies to LetterStreamOne & Inkjet Jobs   2019 \$ Cost   \$ 50.00   \$ -   \$ 50.00   \$ -   \$ 50.00   \$ -   \$ 0.00%     Jobs under 1,000 pieces   Plus above production charges   \$ 50.00   \$ -   \$ 50.00   \$ -   \$ 50.00   \$ -   \$ 0.00%     Total:   Programming   Per Hour   10   \$ 135.00   \$ 1,350.00   \$ 1,450.00   \$ 100.00   2 100.00     Taxes (9.25%):   Per Piece   135,000   \$ 0.412   \$ 5	S, S														
Estimated   Volume   2019 Pricing   2019 \$ Cost   2020 \$ Cost   \$ Change   % Change     Printing Jobs   Ink Jet Printing - Color Only - #24, 8.5 x 11, 1 perf   Per Thousand Sheets   135,000   \$ 61.50   \$ 8,302.30   \$ 61.50   \$ 8,302.30   \$ -   0.00%     Printing Jobs Subtotal:   \$ 8,302.30   \$ 61.50   \$ 8,302.30   \$ 61.50   \$ 8,302.30   \$ -   0.00%     Minimum Run Pricing (Jobs under 1,000 pieces) Applies to LetterStreamOne & Inkjet Jobs   \$ 50.00   \$ -   \$ 50.00   \$ -   \$ -   0.00%     Jobs under 1,000 pieces   Plus above production charges   -   \$ 50.00   \$ -   \$ -   0.00%     Total:   \$ 15,934.27   \$ 16,076.70   \$ 142.42   \$ 142.42     Programming   Per Hour   10   \$ 135.00   \$ 1,350.00   \$ 1,450.00   \$ 100.00     Taxes (9.25%):   \$ 1,339.53   \$ 1,621.22   \$ 281.69   \$ 287.08   \$ 287.08     Postage:*   Per Piece   135,000   \$ 0.412   \$ 55,620.00   \$ 0.419   \$ 56,565.00   \$ 945.00     Contingency for increased volume/rounding   \$ 611.70   \$ 287.08   \$ 287.08 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>-</td> <td></td> <td></td> <td></td> <td></td> <td>•</td> <td>-</td> <td>5.00%</td>							-					•	-	5.00%	
Printing Jobs     Volume     2019 Pricing     2019 V Cost     2020 V Cost     \$ Change     % Change       Ink Jet Printing - Color Only - #24, 8.5 x 11, 1 perf     Per Thousand Sheets     135,000     \$ 61.50     \$ 8,302.30     \$ 61.50     \$ 8,302.30     \$ 61.50     \$ 8,302.30     \$ -     0.00%       Printing Jobs Subtotal:     -     \$ 8,302.30     \$ 50.00     \$ -     \$ 50.00     \$ -     \$ 8,302.30     \$ -     0.00%       Minimum Run Pricing (Jobs under 1,000 pieces) Applies to LetterStreamOne & Inkjet Jobs     -     \$ 50.00     \$ -     \$ 50.00     \$ -     \$ 50.00     \$ -     \$ 50.00     \$ -     \$ 50.00     \$ -     \$ 50.00     \$ -     \$ 50.00     \$ -     \$ 50.00     \$ -     \$ 50.00     \$ -     \$ 50.00     \$ -     \$ 50.00     \$ -     \$ 50.00     \$ -     \$ 50.00     \$ -     \$ 50.00     \$ -     \$ 50.00     \$ -     \$ 50.00     \$ 50.00     \$ 50.00     \$ 50.00     \$ 50.00     \$ 142.42       Programming     Per Hour     10     \$ 135.00     \$ 1,350.00     \$ 1,621.22     \$ 281.69 <t< td=""><td>Additional Printed Image on same sheet</td><td>Per Thousand Images</td><td></td><td>\$</td><td>50.00</td><td>\$</td><td>-</td><td>\$</td><td>50.00</td><td>\$</td><td>-</td><td>\$</td><td>-</td><td>0.00%</td></t<>	Additional Printed Image on same sheet	Per Thousand Images		\$	50.00	\$	-	\$	50.00	\$	-	\$	-	0.00%	
Ink Jet Printing - Color Only - #24, 8.5 x 11, 1 perf   Per Thousand Sheets   135,000   \$   61.50   \$   8,302.30   \$   -   0.00%     Printing Jobs Subtotal:   \$   61.50   \$   8,302.30   \$   -   0.00%     Minimum Run Pricing (Jobs under 1,000 pieces) Applies to LetterStreamOne & Inkjet Jobs   9   5   50.00   \$   -   \$   0.00%     Jobs under 1,000 pieces   Plus above production charges   -   \$   50.00   \$   -   \$   0.00%     Total:   \$   \$15,934.27   \$   \$   \$   \$   \$   \$   142.42     Programming   Per Hour   10   \$   135.000   \$   1,450.00   \$   100.00     Taxes (9.25%):   \$   1,339.53   \$   \$   1,621.22   \$   281.69     Postage:*   Per Piece   135,000   \$   0.410   \$   56,565.00   \$   945.00     Contingency for increased volume/rounding   \$   611.70   \$   287.08   \$   287.08															
Printing Jobs Subtotal:   5   6,302.30   5   8,302.30     Minimum Run Pricing (Jobs under 1,000 pieces) Applies to LetterStreamOne & Inkjet Jobs   5   50.00   \$   -   \$   60.00%     Jobs under 1,000 pieces   Plus above production charges   -   \$   50.00   \$   -   \$   0.00%     Total:   2019 \$ Cost   2020 \$ Cost   \$ Change   \$   142.42     Programming   Per Hour   10   \$   135.00   \$   1,450.00   \$   100.00     Taxes (9.25%):   \$   1,339.53   \$   \$   1,621.22   \$   281.69     Postage:*   Per Piece   135,000   \$   0.412   \$   55,62.00   \$   945.00     Contingency for increased volume/rounding   \$   611.70   \$   287.08   287.08					Ŭ		-		•				S Change		
Minimum Run Pricing (Jobs under 1,000 pieces) Applies to LetterStreamOne & Inkjet Jobs     Jobs under 1,000 pieces   Plus above production charges   -   \$   50.00   \$   -   \$   0.00%     Z019 \$ Cost   Z019 \$ Cost   Z020 \$ Cost   \$ Change     Total:   \$   15,934.27   \$   16,076.70   \$   142.42     Programming   Per Hour   10   \$   135.00   \$   1,450.00   \$   100.00     Taxes (9.25%):   Per Piece   135,000   \$   0.412   \$   55,620.00   \$   0.419   \$   65,565.00   \$   945.00     Contingency for increased volume/rounding   Per Piece   135,000   \$   0.412   \$   52,620.00   \$   0.419   \$   62,565.00   \$   945.00	Ink Jet Printing - Color Only - #24, 8.5 x 11, 1 perf	Per Thousand Sheets	135,000	\$	61.50	Ş	8,302.30	Ş	61.50	Ş	8,302.30	Ş	-	0.00%	
Jobs under 1,000 pieces   Plus above production charges   -   \$   50.00   \$   -   \$   50.00   \$   -   \$   0.00%     Total:   \$   2019 \$ Cost   \$   2020 \$ Cost   \$ Change     Programming   Per Hour   10   \$   1,350.00   \$   1,450.00   \$   100.00     Taxes (9.25%):   -   -   135,000   \$   0.412   \$   5,65.60.00   \$   945.00     Postage:*   Per Piece   135,000   \$   0.412   \$   5,65.60.00   \$   945.00     Contingency for increased volume/rounding   -   \$   611.70   \$   287.08   -	Printing Jobs Subtotal:					\$	8,302.30			\$	8,302.30				
Z019 \$ Cost     Z019 \$ Cost     \$ Change       Total:     \$ 15,934.27     \$ 16,076.70     \$ 142.42       Programming     Per Hour     10     \$ 135.00     \$ 145.00     \$ 1,450.00     \$ 100.00       Taxes (9.25%):     \$ 1,339.53     \$ 1,621.22     \$ 281.69       Postage:*     Per Piece     135,000     \$ 0.412     \$ 5,656.500     \$ 945.00       Contingency for increased volume/rounding     \$ 611.70     \$ 287.08     \$ 287.08     \$ 287.08	Minimum Run Pricing (Jobs under 1,000 pieces) App	lies to LetterStreamOne & Inkjet Job	s												
Total:   \$ 15,934.27   \$ 16,076.70   \$ 142.42     Programming   Per Hour   10   \$ 135.00   \$ 145.00   \$ 1,450.00   \$ 100.00     Taxes (9.25%):   \$ 1,339.53   \$ 1,621.22   \$ 281.69     Postage:*   Per Piece   135,000   \$ 0.412   \$ 5,625.00   \$ 945.00     Contingency for increased volume/rounding   \$ 611.70   \$ 287.08   \$ 287.08	Jobs under 1,000 pieces	Plus above production charges	-	\$	50.00	<u> </u>		\$	50.00	<u> </u>		<u> </u>		0.00%	
Programming   Per Hour   10 \$ 135.00   \$ 1,350.00   \$ 1,450.00   \$ 1,00.00     Taxes (9.25%):   \$ 1,339.53   \$ 1,450.00   \$ 1,621.22   \$ 281.69     Postage:*   Per Piece   135,000   \$ 0.412   \$ 5,5620.00   \$ 0.419   \$ 56,565.00   \$ 945.00     Contingency for increased volume/rounding   \$ 611.70   \$ 287.08						20	)19 \$ Cost			20	020 \$ Cost	Ş	S Change		
Taxes (9.25%): \$ 1,339.53 \$ 1,621.22 \$ 281.69   Postage:* Per Piece 135,000 \$ 0.412 \$ 55,620.00 \$ 0.419 \$ 56,565.00 \$ 945.00   Contingency for increased volume/rounding \$ 611.70 \$ 287.08	Total:					\$	15,934.27			\$	16,076.70	\$	142.42		
Postage:*     Per Piece     135,000 \$ 0.412 \$ 55,620.00 \$ 0.419 \$ 56,565.00 \$ 945.00       Contingency for increased volume/rounding     \$ 611.70 \$ 287.08	Programming	Per Hour	10	\$	135.00	\$	1,350.00	\$	145.00	\$	1,450.00	\$	100.00		
Contingency for increased volume/rounding \$ 611.70 \$ 287.08	Taxes (9.25%):					\$	1,339.53			\$	1,621.22	\$	281.69		
	Postage:*	Per Piece	135,000	\$	0.412	\$	55,620.00	\$	0.419	\$	56,565.00	\$	945.00		
Grand Total: \$ 74,855.50 \$ 76,000.00	Contingency for increased volume/rounding					\$	611.70	-	-	\$	287.08	_			
	Grand Total:					\$	74,855.50		-	\$	76,000.00				

\*Per new postal rates posted for 2020

New Pricing effective July 1, 2020

#### FSSI Contract Pricing

		Estimated											
General Services	Unit	Volume	201	9 Pricing	20	19 \$ Cost	202	0 Pricing	202	0 \$ Cost	\$	Change	% Change
Data Processing/Composition	Per Thousand Images	10,000	\$	10.00	\$	100.00	\$	10.50	\$	105.00	\$	5.00	5.00%
Fold, Insert, Seal & Meter (FISM)	Per Thousand Pieces	5,000	\$	24.26	\$	121.28	\$	24.26	\$	121.30	\$	-	0.00%
Additional Insert - Per Insert	Per Thousand Inserts	5,000	\$	3.65	\$	18.25	\$	3.65	\$	18.25	\$	-	0.00%
Zipsort: 1st Class	Per Thousand Pieces	5,000	\$	9.45	\$	47.25	\$	9.45	\$	47.25	\$	-	0.00%
CD/DVD - Original CD/DVDs	PerCD		\$	75.00	\$	-	\$	75.00	\$	-	\$	-	0.00%
General Services Subtotal:					\$	286.78			\$	291.80	\$	5.00	
Stock													
9x12" Envelopes	Per Piece	100	\$	0.84	\$	84.00	\$	0.84	\$	84.00	\$	-	0.00%
Custom Inserting	Per Piece	400	\$	0.16	\$	64.00	\$	0.16	\$	64.00	\$	-	0.00%
Boxes	Per Piece	10	\$	1.35	\$	13.50	\$	1.35	\$	13.50	\$	-	0.00%
Stock Subtotal:					\$	161.50			\$	161.50	\$	-	
		Estimated											
LetterStreamOne		Volume	201	9 Pricing	20	19 \$ Cost	202	0 Pricing	202	0 \$ Cost	\$	Change	% Change
Library and Portal (11-49 templates)	Per Month		\$	125.00	\$	-	\$	125.00	\$	-			
LSO Processing, Printing and Inserting - Black													
Ink on 20# 8-1/2x11" stock, not including													
stock or envelope	Per Thousand Pieces		\$	100.00	\$	-	\$	105.00	\$	-	\$	5.00	5.00%
Additional Printed Image on same sheet	Per Thousand Images Per Run plus		\$	50.00	\$	-	\$	50.00	\$	-			
Minimum Setup Fee if job under 1,000 pieces	production charges		\$	50.00	\$	-	\$	50.00	\$	-			
LetterStreamOne Subtotal	-												
		Estimated											
Printing Jobs		Volume	201	9 Pricing	20	19 \$ Cost	202	0 Pricing	202	0 \$ Cost	\$	Change	% Change
OWM001 - Weights and Measures Invoices -													
24#, 8.5 x 11, 1 perf	Per Thousand Sheets	10,000	\$	41.16	\$	411.60	\$	41.16	\$	411.60	\$	19.60	0.00%
Postcards - Full Color Print and Mail; 6x4.25													
on 100# cover stock**	Per Thousand Pieces	8,000	\$	-	\$	-	\$	88.00	\$	704.00			
Printing Jobs Subtotal:			-		\$	411.60			\$ :	1,115.60			
					20	19 \$ Cost			202	0 \$ Cost	\$0	Change	
Total:					\$	859.88			\$ :	1,568.90	\$	709.03	
Programming	Per Hour	5	\$	135.00	\$	675.00	\$	145.00	\$	725.00		50.00	
Taxes (9.25%):		10.000		a	\$	118.95		a	\$	177.78	•	58.82	
Postage:*	Per Piece	10,000	\$	0.412	Ş	4,120.00	\$	0.419	Ş4	4,190.00	\$	70.00	
Contingency for increased volume/rounding					\$	220.43	_		\$	338.32			
Grand Total:					\$	5,994.26			\$ 3	7,000.00			

\*Per new postal rates posted for 2020 \*\*New option for 2020-2021 New Pricing effective July 1, 2020

# FSSI Contract Pricing Miscellaneous Services

		Estimated						
Inserts •	Unit	Volume	20	19 \$ Cost	2	020 \$ Cost	\$ Change	% Change
20#, 8.5x3.67", black simplex	Per Thousand	1,000	\$	8.35	\$	8.35	\$ -	0.0%
20#, 8.5x3.67", black duplex	Per Thousand	1,000	\$	13.36	\$	13.36	\$ -	0.0%
24#, 8.5x3.67", color simplex	Per Thousand	1,000	\$	17.25	\$	17.25	\$ -	0.0%
24#, 8.5x3.67", color duplex	Per Thousand	1,000	\$	21.15	\$	21.15	\$ -	0.0%
20#, 8.5x11", black simplex	Per Thousand	1,000	\$	23.10	\$	23.10	\$ -	0.0%
20#, 8.5x14", black simplex	Per Thousand	1,000	\$	27.55	\$	27.55	\$ -	0.0%
20#, 8.5x11", black duplex	Per Thousand	1,000	\$	28.67	\$	28.67	\$ -	0.0%
20#, 8.5x14", black duplex	Per Thousand	1,000	\$	35.34	\$	35.34	\$ -	0.0%
24#, 8.5x11", color simplex	Per Thousand	1,000	\$	40.62	\$	40.62	\$ -	0.0%
24#, 8.5x14", color simplex	Per Thousand	1,000	\$	41.18	\$	41.18	\$ -	0.0%
24#, 8.5x11", color duplex	Per Thousand	1,000	\$	51.75	\$	51.75	\$ -	0.0%
24#, 8.5x14", color duplex	Per Thousand	1,000	\$	52.31	\$	52.31	\$ -	0.0%
20#, 8.5x7.25", black duplex	Per Thousand	1,000	\$	26.50	\$	26.50	\$ -	0.0%
20#, 8.5x7.25", black simplex	Per Thousand	1,000	\$	20.66	\$	20.66	\$ -	0.0%
20#, 8.5x7.25", color duplex	Per Thousand	1,000	\$	51.19	\$	51.19	\$ -	0.0%
20#, 8.5x7.25", color simplex	Per Thousand	1,000	\$	40.05	\$	40.05	\$ -	0.0%
Inserts Subtotal:			\$	499.03	\$	499.03	\$ -	

		Estimated						
Stocks*	Unit	Volume	20	19 \$ Cost	2	2020 \$ Cost	\$ Change	% Change
LetterStreamOne Stock - 20#, 8.5 x 11, 0 perf, 0/0	Per Thousand	1,000	\$	11.13	\$	11.13	\$ -	5.0%
24#, 8.5 x14, 0-2 perfs, Static color print on front and back. Blank shell	Per Thousand	1,000	\$	46.75	\$	46.75	\$ -	5.0%
24#, 8.5x11, 0-1 perf, Static color print on front and back, Blank shell	Per Thousand	1,000	\$	46.19	\$	46.19	\$ -	5.0%
		Estimated						
Optional Services	Unit	Volume	20	19 \$ Cost	2	2020 \$ Cost	\$ Change	% Change
Manual Pulls	Per Item		\$	2.00	\$	2.00	\$ -	0.0%
Automated Inserting - 6x9-1/2" Envelopes	Per Thousand	1,000	\$	33.10	\$	33.10	\$ -	0.0%

<b>o</b> .		,			-		-		
Envelopes									
Additional Perforations	Per Thousand	1,000	\$	2.00	\$	2.00	\$	-	0.0%
Pickups/Deliveries - Orange County	Per Run	1,000	\$	50.00	\$	60.00	\$	10.00	20.0%
Shipping	Per Item			As Quoted		As Quoted			
LetterStreamOne (OCT031/OCT040)			2	019 \$ Cost		2020 \$ Cost			
Library and Portal (50-100 templates)	Per Month		\$	200.00	\$	200.00	-		

\*includes fold or cut, assumes print is static (no variable data)

\*\*Assumes 10% color coverage per page for color print