

**AMENDMENT NUMBER ~~THREES~~^{TWO}
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 ~~Third~~^{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, 20~~19~~

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 extend 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

1. Contract MA-074-15012094 is extended for one (1) additional year, commencing on July 1, 20~~19~~ through and including June 30, 20~~19~~, in an amount not to exceed \$1,180,000.
2. 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, 20~~19~~."
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	Estimated Cost	Estimated Services Cost	Estimated Postage 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

New Pricing effective July 1, 2020

**FSSI Contract Pricing
Treasurer-Tax Collector**

General Services	Unit	Estimated Volume	2019 Pricing	2019 \$ Cost	2020 Pricing	2020 \$ Cost	\$ Change	% Change
Data Processing	Per Thousand Images	1,200,000	\$ 10.00	\$ 12,000.00	\$ 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 Presentation								
Online Viewing and Archival (Assumes 24 months of Archival)	Per Month	12	\$ 1,000.00	\$ 12,000.00	\$ 1,000.00	\$ 12,000.00	\$ -	0.00%
CD/DVD - Original CD/DVDs	Per DVD		\$ 75.00	\$ -	\$ 75.00	\$ -	\$ -	0.00%
Tax Bill Online Presentation 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%
ISO Processing, Printing and Inserting - Black Ink on 20# 8-1/2x11" stock, not including stock or envelope	Per Thousand Pieces	220,000	\$ 100.00	\$ 22,000.00	\$ 105.00	\$ 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		\$ -	\$ -	\$ -	\$ -	\$ -	0.00%
LetterStreamOne Subtotal				\$ 34,500.00		\$ 35,600.00	\$ 1,100.00	
Minimum Run Pricing (Jobs under 1,000 pieces) Applies to LetterStreamOne Jobs								
Minimum Setup Fee (Jobs under 1,000 Pieces)	Per Run plus production charges	11	\$ 50.00	\$ 550.00	\$ 50.00	\$ 550.00	\$ -	0.00%
Printing Jobs								
OCT001 - Regular and Corrected Supplemental - 24#, 8.5 x 14, 2 perfs	Per Thousand Sheets	100,000	\$ 50.66	\$ 5,066.25	\$ 50.66	\$ 5,066.25	\$ -	0.00%
OCT002 - Delinquent Secured (1st Installment) - 24#, 8.5 x 14, 2 perfs	Per Thousand Sheets	25,000	\$ 50.66	\$ 1,266.56	\$ 50.66	\$ 1,266.56	\$ -	0.00%
OCT003 - Delinquent Supplemental - 24#, 8.5 x 14, 2 perfs	Per Thousand Sheets	5,000	\$ 50.66	\$ 253.31	\$ 50.66	\$ 253.31	\$ -	0.00%
OCT004 - Delinquent Supplemental - 24#, 8.5 x 14, 1 perf	Per Thousand Sheets	5,000	\$ 50.66	\$ 253.31	\$ 50.66	\$ 253.31	\$ -	0.00%
OCT005 - Prior Year Notice - 24#, 8.5 x 14, 1 perf	Per Thousand Sheets	25,000	\$ 50.66	\$ 1,266.56	\$ 50.66	\$ 1,266.56	\$ -	0.00%
OCT007 - Delinquent Mello Roos (1st Installment) - 24#, 8.5 x 14, 2 perfs	Per Thousand Sheets	5,000	\$ 50.66	\$ 253.31	\$ 50.66	\$ 253.31	\$ -	0.00%
OCT008 - Regular Unsecured - Single - 24#, 8.5 x 14, 1 perf	Per Thousand Sheets	90,000	\$ 50.66	\$ 4,559.63	\$ 50.66	\$ 4,559.63	\$ -	0.00%
OCT010 - Delinquent Secured (2nd Installment) - 24#, 8.5 x 14, 1 perf	Per Thousand Sheets	25,000	\$ 50.66	\$ 1,266.56	\$ 50.66	\$ 1,266.56	\$ -	0.00%
OCT011 - Delinquent Mello Roos (2nd Installment) - 24#, 8.5 x 14, 1 perf	Per Thousand Sheets	5,000	\$ 50.66	\$ 253.31	\$ 50.66	\$ 253.31	\$ -	0.00%
OCT013 - Secured - Regular - 24#, 8.5 x 14, 2 perfs	Per Thousand Sheets	600,000	\$ 50.66	\$ 30,397.50	\$ 50.66	\$ 30,397.50	\$ -	0.00%
OCT014 - Secured - CORTAC - 24#, 8.5 x 14, 0 perf	Per Thousand Sheets	2,500	\$ 50.66	\$ 126.66	\$ 50.66	\$ 126.66	\$ -	0.00%
OCT015 - Secured - Multi Mail - 24#, 8.5 x 14, 2 perfs	Per Thousand Sheets	25,000	\$ 50.66	\$ 1,266.56	\$ 50.66	\$ 1,266.56	\$ -	0.00%
OCT016 - Regular Unsecured - Multiple - 24#, 8.5 x 14, 1 perf	Per Thousand Sheets	10,000	\$ 50.66	\$ 506.63	\$ 50.66	\$ 506.63	\$ -	0.00%
OCT017 - Secured - Mobile Home - 24#, 8.5 x 14, 0 perf	Per Thousand Sheets	250,000	\$ 50.66	\$ 12,665.63	\$ 50.66	\$ 12,665.63	\$ -	0.00%
OCT021 - Unsecured 10 Day Notice - 24#, 8.5 x 11, 1 perf	Per Thousand Sheets	20,000	\$ 41.18	\$ 823.62	\$ 41.18	\$ 823.62	\$ -	0.00%
OCT026 - Corrected Secured - 24#, 8.5 x 14, 2 perfs	Per Thousand Sheets	35,000	\$ 50.66	\$ 1,773.19	\$ 50.66	\$ 1,773.19	\$ -	0.00%
OCT029 - Corrected Unsecured - Single - 24#, 8.5 x 14, 1 perf	Per Thousand Sheets	1,000	\$ 50.66	\$ 50.66	\$ 50.66	\$ 50.66	\$ -	0.00%
OCT030 - Corrected Unsecured - Multiple - 24#, 8.5 x 14, 1 perf	Per Thousand Sheets	5,000	\$ 50.66	\$ 253.31	\$ 50.66	\$ 253.31	\$ -	0.00%
OCT033 - Unsecured 10 Day Notice - Supplemental - 24#, 8.5 x 11, 1 perf	Per Thousand Sheets	1,500	\$ 41.18	\$ 61.77	\$ 41.18	\$ 61.77	\$ -	0.00%
Plain White Stock - 20# 11" Cut Sheet with Perf	Per Thousand Sheets	100,000	\$ 11.87	\$ 1,186.50	\$ 11.87	\$ 1,186.50	\$ -	0.00%
Insert - Black Simplex - 20#, 8.5 x 11"	Per Thousand Sheets	1,800,000	\$ 23.10	\$ 41,580.00	\$ 23.10	\$ 41,580.00	\$ -	0.00%
Insert - Black Simplex - 20#, 8.5 x 3.74"	Per Thousand Sheets	90,000	\$ 8.35	\$ 751.28	\$ 8.35	\$ 751.28	\$ -	0.00%
Insert - Black Simplex 20#, 8.5x7.25"	Per Thousand Sheets		\$ 13.91	\$ -	\$ 13.91	\$ -	\$ -	0.00%
Custom Inserting	Per Item	1,000	\$ 0.16	\$ 160.00	\$ 0.16	\$ 160.00	\$ -	0.00%
Forms Management	Per Thousand Sheets/mo	3,000,000	\$ 0.35	\$ 1,050.00	\$ 0.35	\$ 1,050.00	\$ -	0.00%
Printing Subtotal:				\$ 107,092.11		\$ 107,092.11	\$ -	
Total:								
Estimated Programming	Per Hour	160	\$ 135.00	\$ 21,600.00	\$ 145.00	\$ 23,200.00	\$ 1,600.00	
Taxes (9.25%):				\$ 20,127.46		\$ 24,413.91	\$ 4,286.45	
Metered Postage:*	Per Piece	200,000	\$ 0.412	\$ 82,400.00	\$ 0.419	\$ 83,800.00	\$ 1,400.00	
Permit Postage:*	Per Piece	1,250,000	\$ 0.383	\$ 478,750.00	\$ 0.389	\$ 486,250.00	\$ 7,500.00	
Contingency for increased volume/rounding				\$ 71,496.07		\$ 41,601.98	\$ -	
Grand Total:				\$ 912,482.64		\$ 900,000.00	\$ 12,482.64	

New Pricing effective July 1, 2020

**FSSI Contract Pricing
Animal Care Services**

General Services	Unit	Estimated Volume	2019 Pricing	2019 \$ Cost	2020 Pricing	2020 \$ Cost	\$ Change	% 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		\$ 18,730.00	\$ 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	Per Run		\$ 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	
Printing Jobs								
		Estimated Volume	2019 Pricing	2019 \$ Cost	2020 Pricing	2020 \$ Cost	\$ Change	% 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	\$ 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	Per Item	150	\$ 0.16	\$ 24.00	\$ 0.16	\$ 24.00	\$ -	0.00%
Inkjet Printing Subtotal:				\$ 17,183.68		\$ 17,183.68	\$ -	
Minimum Run Pricing (Jobs under 1,000 pieces) Applies to Printing Jobs								
Jobs under 1,000 pieces	Plus above production charges	6	\$ 50.00	\$ 300.00	\$ 50.00	\$ 300.00		
				2019 \$ Cost		2020 \$ Cost	\$ Change	
Total:				\$ 40,669.43		\$ 41,001.18	\$ 331.75	
Programming	Per Hour	30	\$ 135.00	\$ 4,050.00	\$ 145.00	\$ 4,350.00	\$ 300.00	
Taxes (9.25%):				\$ 3,465.76		\$ 4,194.98	\$ 729.23	
Metered Postage:*	Per Piece	350,000	\$ 0.412	\$144,200.00	\$ 0.419	\$146,650.00	\$2,450.00	
Contingency for increased volume/rounding				\$ 271.78		\$ 803.84		
Grand Total:				\$192,656.96		\$197,000.00		

*Per new postal rates posted for 2020

New Pricing effective July 1, 2020

**FSSI Contract Pricing
City of Westminster**

General Services		Unit	Estimated Volume	2020 Pricing	2020 \$ Cost	2020 Pricing	2020 \$ Cost	\$ Change	% Change
Data Processing/Composition	Per Thousand Images	135,000	\$ 10.00	\$ 1,350.00	\$ 10.50	\$ 1,417.50	\$ 67.50	5.00%	
Fold, Insert, Seal & Meter (FISM)	Per Thousand Pieces	135,000	\$ 24.26	\$ 3,274.43	\$ 24.26	\$ 3,275.10	\$ -	0.00%	
Additional Insert - Per Insert	Per Thousand Inserts	135,000	\$ 3.65		\$ 3.65	\$ -	\$ -		
Zipsort: 1st Class	Per Thousand Pieces	150,000	\$ 9.45	\$ 1,417.50	\$ 9.45	\$ 1,417.50	\$ -	0.00%	
PDF Conversion - Transmit to Client	Per Thousand Pieces	135,000	\$ 11.00	\$ 1,485.00	\$ 11.55	\$ 1,559.25	\$ 74.25	5.00%	
General Services Subtotal:					\$ 7,526.93		\$ 7,669.35	\$ 141.75	
Other Services									
Off-line Folding Setup Fee	Per Run	2	\$ 25.00	\$ 0.05	\$ 25.00	\$ 0.05	\$ -	0.00%	
Off-line Folding	Per Thousand Images	20,000	\$ 5.25	\$ 105.00	\$ 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	\$ -	\$ 13.65	\$ -	\$ -	0.00%	
Inkjet Addressing (envelope) 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		\$ 50.00	\$ -	\$ 50.00	\$ -	\$ -	0.00%	
General Services Subtotal:					\$ 105.05		\$ 105.05	\$ -	
NCOA Service									
Return File without Special Format	Per Thousand		\$ 5.00	\$ -	\$ 5.00	\$ -	\$ -	0.00%	
Return File with Special Format	Per Thousand		\$ 7.00	\$ -	\$ 7.00	\$ -	\$ -	0.00%	
LetterStreamOne									
Library and Portal (11-49 templates)	Per Month		\$ 125.00	\$ -	\$ 125.00	\$ -	\$ -	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	\$ -	\$ -	5.00%	
Additional Printed Image on same sheet	Per Thousand Images		\$ 50.00	\$ -	\$ 50.00	\$ -	\$ -	0.00%	
			Estimated Volume	2019 Pricing	2019 \$ Cost	2020 Pricing	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		\$ 8,302.30		
Minimum Run Pricing (Jobs under 1,000 pieces) Applies to LetterStreamOne & Inkjet Jobs									
Jobs under 1,000 pieces	Plus above production charges	-	\$ 50.00	\$ -	\$ 50.00	\$ -	\$ -	0.00%	
				2019 \$ Cost		2020 \$ Cost	\$ Change		
Total:					\$ 15,934.27		\$ 16,076.70	\$ 142.42	
Programming	Per Hour	10	\$ 135.00	\$ 1,350.00	\$ 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	\$ 55,620.00	\$ 0.419	\$ 56,565.00	\$ 945.00		
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
Public Works Weights and Measures**

General Services	Unit	Estimated Volume	2019 Pricing	2019 \$ Cost	2020 Pricing	2020 \$ 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	Per CD		\$ 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	\$ -	
LetterStreamOne								
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								
Printing Jobs								
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		
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%):				\$ 118.95		\$ 177.78	\$ 58.82	
Postage:*	Per Piece	10,000	\$ 0.412	\$ 4,120.00	\$ 0.419	\$ 4,190.00	\$ 70.00	
Contingency for increased volume/rounding				\$ 220.43		\$ 338.32		
Grand Total:				\$ 5,994.26		\$ 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**

Inserts*	Unit	Estimated Volume	2019 \$ Cost	2020 \$ 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	\$ -	
Stocks*	Unit	Estimated Volume	2019 \$ Cost	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#, 8.5x14, 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%
Optional Services	Unit	Estimated Volume	2019 \$ Cost	2020 \$ Cost	\$ Change	% Change
Manual Pulls	Per Item		\$ 2.00	\$ 2.00	\$ -	0.0%
Automated Inserting - 6x9-1/2"	Per Thousand	1,000	\$ 33.10	\$ 33.10	\$ -	0.0%
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)			2019 \$ 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