

CERTIFIED COPY OF ORDER

STATE OF MISSOURI }
County of Boone } ea.

January Session of the January Adjourned

Term. 20 18

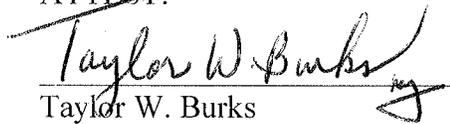
In the County Commission of said county, on the 9th day of January 20 18

the following, among other proceedings, were had, viz:

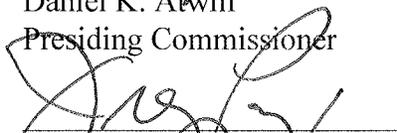
Now on this day the County Commission of the County of Boone does hereby approve the attached Sole Source Approved Vendor List for 2018.

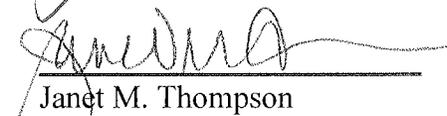
Done this 9th day of January, 2018

ATTEST:


Taylor W. Burks
Clerk of the County Commission


Daniel K. Atwill
Presiding Commissioner


Fred J. Parry
District I Commissioner


Janet M. Thompson
District II Commissioner

Boone County Purchasing

Melinda Bobbitt, CPPO
Director of Purchasing



613 E. Ash St, Room 110
Columbia, MO 65201
Phone: (573) 886-4391
Fax: (573) 886-4390

TO: Boone County Commission
FROM: Melinda Bobbitt, CPPB
DATE: January 4, 2018
RE: Sole Source Approved Vendor List for 2018

Purchasing has received requests from departments/offices to renew on-going sole source approvals. We are requesting approval to renew the attached list of sole source vendors for another year ending on December 31, 2018. The 2018 list of vendors was advertised in the Columbia Missourian and Columbia Tribune on December 27, 2017.

ATTACHMENT: 2018 Sole Source List

2018 SOLE SOURCE APPROVAL			Commission Order #					
Vendor Name	Originating Office	Product Description	Expiration Date	Date signed by Commission	Purchase Price	Approved Y/N	Sole Source #	Details
Aldon Computer Group a Subsidiary of Rocket Software, Inc.	Information Technology	Maintenance for Aldon Computer Software - Rocket Software - Life Cycle Manager	On-going on maintenance	10/23/12 - Dan Atwill; c.o. 518-2012	\$8,993.00	Yes	110-123113SS (renewed through 12/31/18)	Only source for annual software updates and maintenance on existing software.
Alive Telecom	Joint Communications	Multi-Section Base Station Antennas	12/31/2016 (3 renewals)	C.O. 174-2015	\$12,000.00	Yes	121-123116SS (renewed through 12/31/18)	Multi-section tower mounted antennas used in land mobile/two-way radio system to accommodate system needs for PSJC transmit sites. Custom making for Boone County to match existing.
Axon Enterprise (used to be Taser International)	Prosecuting Attorney	2 Standard Evidence.com licenses	on-going	11/13/2014	\$1,700.00	Yes - C.O. 517-2014	116-123114SS (renewed through 12/31/18)	Columbia Police Department body cameras. This software allows our prosecutors the license to view this evidence.
Blue Valley Public Safety Inc.	Emergency Management	Siren Maintenance	On-Going on Maintenance		\$43,632.00		124-123116SS (renewed through 12/31/18)	Only authorized service center for Missouri for Federal Signal Corporation brand equipment
C&C Group (used to be Invensys Building Sytems)	Facilities Maintenance	Temperature control system Service Agreement for HVAC located at the Boone County Court House, Government Center and Jail to monitor existing Invensys's equipment.	On-Going	4/18/02 - Karen Miller		Yes	18-123102 (renewed through 12/31/18)	Used for upgrades to existing vendor specific software. Only available from this vendor.
CarteGraph	Public Works	Upgrade of existing work order and asset management software system.	On-going on maintenance & yearly subscription		\$62,995.28		137-123117SS (expires 12/31/19)	Currently use Cartegraph Navigator software thus existing work and asset data can be more easily utilized in the upgraded version (OMS).
Cellebrite USA, Inc.	Sheriff	Annual software service for (2) UFED Touch Ultimate Kits (for cellular device forensics)	On-going for annual support		\$6,396.00		136-123116SS (renewed through 12/31/18)	Cellebrite is the sole provider of devices and annual support.

Vendor Name	Originating Office	Product Description	Expiration Date	Date signed by Commission	Purchase Price	Approved Y/N	Sole Source #	Details
CenturyLink	Joint Communication	Cassidian Communications(formerly CML) Sentinel Patriot - upgrading E911 system making it NG911 (Next Generation) capable and replacing the ANI/ALI Controller	On-going on maintenance	8/16/2011	\$597,745.96	Yes	105-123111SS (renewed through 12/31/18)	Only source for upgrade to existing equipment.
CenturyLink	Information Technology / Purchasing	Centrex Phone System	On-Going	7/26/2012 - Dan Atwill	\$61,428.00	Yes	109-123112SS (renewed through 1/31/18)	Sole source for existing phone system equipment.
Channel Solutions Inc.	Information Technology	Netmail Platform & Archive Annual Support Subscription	On-Going on Maintenance	02/19/2015- C.O. 81-2015	\$6,280.00	Yes	118-123115SS (renewed through 12/31/18)	Sole source for maintenance on existing software
City of Columbia Water and Light	Information Technology	Fiber Optic Cable Installation and Lease	On-going	12/20/04 - Skip Elkin		Yes	51-123105 (renewed through 12/31/18)	Only feasible source for existing fiber optic cables at Johnson Bldg, Child Support, Public Works & Sheriff Dept.
Corrective Asphalt Materials, LLC	Resource Management	Reclamite Preservative Seal	On-going	3/10/2015 C.O. 108-2015	108-201	Yes	117-123118SS (renewed through 12/31/18)	Only 1 distributor services the region
Corsair Controls	Sheriff	Upgrade to Jail Door Locking System	On-Going	8/1/06 - Skip Elkin		Yes	70-123106SS (renewed through 12/31/18)	Only source of equipment compatible with existing system
Crown Power & Equipment Company	Public Works	Tiger Mower Parts	On-Going	9/22/09 - Ken Pearson		Yes	89-123109SS (renewed through 12/31/18)	Only authorized dealer for Tiger Mower parts & equipment sales in our area.
Cybernetics	Information Technology	Virtual Tape Disk Backup (D2D2T)	On-Going on Maintenance	1/28/05 - Karen Miller	\$1,935.00	Yes	55-123105 (renewed through 12/31/18)	Only manufacturer of technology that supports existing system
Applied Power Systems is the exclusive representative for Eaton Corporation	Joint Communications	Uninterruptible Power Supply (UPS) maintenance plan; equipment	On-Going		\$2,795.00		133-123116SS (renewed through 12/31/18)	Only authorized service support provider for proprietary Eaton UPS products

Vendor Name	Originating Office	Product Description	Expiration Date	Date signed by Commission	Purchase Price	Approved Y/N	Sole Source #	Details
Election Systems & Software, Inc.	Boone County Clerk	Election Ballot Stock	On-Going	Don Stamper - 5/7/02	\$.09/sheet - varies by election - over \$10,000	Yes	21-123102 (renewed through 12/31/18)	Only production source for copyrighted ballot stock that is compatible with existing ballot scanners.
Election Systems & Software, Inc.	Boone County Clerk (Elections & Voter Registration)	Voting Equipment Supplies and Equipment Maintenance	On-Going		Varies by election		112-123113SS (renewed through 12/31/18)	Only source available for maintenance on existing ES&S equipment.
Entrinski Inc.	Information Technology	Informer Web Reporting Software and Dashboards	On-Going		\$36,555.00		135-123116SS (renewed through 12/31/18)	This software has been used for years to create a catalog of reports across multiple user agencies. To use all features of the existing reports, we will need to process them in Informer which is proprietary to Entrinski.
First Christian Church	Facilities	Parking Lot Rental	On-Going	3/8/11 C.O. 89-2011	\$17,000.00	Yes	102-123111SS (renewed through 12/31/18)	Only source available for lease of specific lot in close proximity to Government Center.
GeoComm Inc.	Information Technology	GeoLyn Server Dispatch Mapping (CAD Software)	On-Going		\$177,288.00		138-123117SS (expires 4/30/18)	
GW Van Keppel	Public Works	Repair and parts for Chip/Seal Spreader and oil distributor	On-Going	12/18/2001		Yes	07-123102 (renewed through 12/31/18)	Made-to-order machine maintenance; Only authorized distributor for parts/repair on Entyre Equipment in MO/KS.
Henke Manufacturing Corporation	Public Works	Snow Plow Parts	On-Going	Ken Pearson 12/30/10 - C.O. 610-2010		Yes	100-123111SS (renewed through 12/31/18)	Only source for comprehensive list of parts and repair for snow plows purchased from this vendor.

Vendor Name	Originating Office	Product Description	Expiration Date	Date signed by Commission	Purchase Price	Approved Y/N	Sole Source #	Details
Informer Systems	Boone County Joint Communications	Schedule Express Subscription Service	8/31/2018	9/26/2017 C.O.#: 423-2017	\$9,720.00	Yes	140-123117SS (expires 8/31/18)	Schedule Express Service subscription service is the only scheduling software that possesses unique features needed by the Boone County Joint Communications Office per the 8/17/2007 letter from Mark Musick, CEO of Informer Systems.
Infor Public Sector Inc.	Information Technology	SQL CAD (Computer-Aided Dispatch) Upgrade (software interfaces will be purchased in 2017)	One-Time	09/25/14 - Dan Atwill	\$94,600.00	Yes	115-123115SS (expires 12/31/18)	Been using CAD system since 1993. An upgrade to the existing CAD system offers substantial cost savings while ensuring existing interfaces, features and functionality, preserving historical data and enhancing the system.
InterAct Public Safety Systems (InterAct911)	Sheriff	Maintenance on Mobile Data Terminals	On-Going	4/11/06 - Skip Elkin	\$9,448.20	Yes	63-123106SS (renewed through 12/31/18)	Sole source for maintenance on existing Bio-Key equipment.
International Academies of Emergency Dispatch (IAED)	Joint Communications	Re-certification for 911 operators and renewal of departmental accreditations	On-Going		Up to \$10,000/year		131-123116SS (renewed through 12/31/18)	Service is proprietary. Non-profit Accreditation agency, sets the standards for accreditation and certification.
Knapheide Truck Equipment Company	Public Works	Hydraulic Parts and Repairs for Heavy Trucks	On-Going	2/5/02 - Karen Miller		Yes	13-123102 (renewed through 12/31/18)	Only authorized dealer for parts/repairs of Knapheide equipment in our area
L-3 Communications (Mobile Vision)	Sheriff	Video Camera Systems for Patrol Cars and body worn video cameras plus yearly maintenance agreement	On-going	c.o. 11-2009		Yes	84-123109SS (renewed through 12/31/18)	Only one source available for maintenance on existing systems purchased by this vendor.
Locution Systems LLC	Joint Communications	Prime Alert Radio PTT System and PrimeAlert Radio System PCs	One-time, then on-going on maintenance		\$179,300.00		139-123117SS (expires 8/14/18)	Specialized computer based hardware system used for dispatching emergency calls at ECC

Vendor Name	Originating Office	Product Description	Expiration Date	Date signed by Commission	Purchase Price	Approved Y/N	Sole Source #	Details
Maintenance Connection	Facilities Maintenance and Public Works	Work Order Management Software Maintenance	On-going on maintenance	5/1/2012	\$2,696.00	Yes, C.O. 220-2012	108-123118SS	Software support and maintenance for existing equipment/software purchased from this vendor.
Michaels, Ross and Cole, Ltd.	Information Technology	Maintenance & Warranty Agreement for m-Power Database Licenses	On-Going	3/31/15 - c.o. 134-2015	\$9,108.00	Yes	120-123115SS (renewed through 12/31/18)	Only source for maintenance of database licenses
Mobilis Technologies	Recorder of Deeds	Software Maintenance for iRecord System	On-Going	1/17/2008		Yes - C.O. 41-2008	79-123108SS (renewed through 12/31/18)	Only source for maintenance of existing equipment.
Novell MLA - World Wide Technology	Information Technology	Software Upgrade Assurance and Maintenance	On-Going	4/18/01 - Karen Miller		State Contract C8006640 01	02-073102 (Renewed through 12/31/18)	Only source available for maintenance; ensures our Novell software stays up to date, without it we will not be able to upgrade at no charge.
Pitney Bowes, Inc	Information Technology	Annual hardware maintenance on postage and inserter machines	On-Going	8/10/11 - Ken Pearson		Yes, C.O. 375-2010	97-123110SS (renewed through 12/31/18)	Software support and maintenance for existing equipment/software purchased from this vendor.
Priority Dispatch	Joint Communications	Licenses & maintenance for call taking software system (ProQA) and Quality Assurance software (AQUA); National Q quality assurance program (call review service); training courses	On-Going		\$116,000.00		134-123116SS (renewed through 12/31/18)	Only contracts provider of protocol systems of the accrediting agency, International Academies of Emergency Dispatch (IAED)
PTS Solutions, Inc. (formerly I/TX Information Technology Solutions, Inc.)	Information Technology	SI-3000 System - (Mugshot) Software Maintenance Agreement	On-Going	11/21/02 - Don Stamper - Commission Order 489-2002	6700 (10,007.64 for 2009)	Yes - CO 489-2002	29-123103 (Renewed through 12/31/18)	Only known source for critical system upgrades and online tech support for the existing mugshot system purchased from this vendor
Rave Wireless, Inc. (Rave Mobile Safety)	Joint Communications	Smart911 Subscription	6/29/15 (2 renewals)	7/22/14 Dan Atwill	\$20,000/yr	Yes, C.O. 354-2014	114-063015SS (renewed through 12/31/18)	Subscription for Smart911 - access to citizen information. Citizens can enter any information that they want 911 to have about their residence/family.

Vendor Name	Originating Office	Product Description	Expiration Date	Date signed by Commission	Purchase Price	Approved Y/N	Sole Source #	Details
Real Vision Software, Inc.	Information Technology	Annual software support for Real Vision Software IBM Power System	On-Going	6/21/11 - Ed Robb	\$4,500.00	C.O. 232-2011	104-123111SS (renewed through 12/31/18)	Only source available for software support and updates to software purchased from RVI
Rife, Tom and Isabel	Facilities	Parking Lot Rental - lot 355 & lot 348 in close proximity to the Boone County Government Center	On-Going	1/12/10 - Ken Pearson, c.o. 38-2010		Yes	93-123110SS (renewed through 12/31/18)	Only source available for lease of specific lot in close proximity to Government Center.
Scheppers International Trucks	Public Works	International Engine and Body Parts	On-Going	12/18/2001 - Karen Miller		Yes	06-123102 (renewed through 12/31/18)	Only International distributor authorized to sell OEM parts in this area. OEM parts are warranted against failure whereas aftermarket parts only warranted for 30 days
Source Molecular	Resource Management	E-Coli Bacterial DNA Water Testing	On-Going	12/5/17 - Daniel Atwell	\$9,072.00	C.O. 535-2017	141-123117SS (expires 12/31/18)	Source Molecular is the only commercial laboratory producing US EPA developed and patented microbial source tracking markers for human, dog, cow and chicken associated bacteroidetes. This kind of testing is needed by the County to address high E-Coli levels in County streams cited by Missouri DNR for contaminants.
Stenograph, LLC	Court Administration	Software Support of Stenograph software for court reporter steno machines	On-Going	3/24/05 - Skip Elkin	\$1,425.00	Yes	59-123105 (Renewed through 12/31/18)	Sole source for maintenance on existing court reporter software.
"Superion" - Ramundsen Superior Holding LLC, d/b/a Superion (formerly SunGuard Public Sector, Inc.)	Joint Communications	Computer Aided Dispatch System (CAD)	On-going for upgrades and maintenance	6/23/2016	\$671,142.00	Yes	129-123116SS (Renewed through 12/31/18)	CAD must be compatible and integrate with existing software including Naviline Select RMS and SunGuard Jail Management Systems.
Sutron	Resource Management	Accubar constant flow bubbler w/temperature sensor and enclosure (for Greater Bonne Femme Watershed)	On-Going		\$17,433.00		125-043017SS (expires 12/31/18)	Equipment is proprietary, they have no authorized resellers and work must be performed by their technicians to maintain a valid warranty.

Vendor Name	Originating Office	Product Description	Expiration Date	Date signed by Commission	Purchase Price	Approved Y/N	Sole Source #	Details
Sydenstricker Implement Company	Public Works	John Deere tractor service	On-Going	2/28/2009		Yes - C.O. 349-2009	88-123109SS (renewed through 12/31/18)	Sydenstricker is the only feasible source available to provide repair service in our local area. There are other John Deere service centers in Missouri, but the cost of transporting would be prohibitive.
Sympro Inc.	Treasurer	Annual Maintenance and Support Renewal - Sympro Treasury Mgt Software	On-Going	5/23/06 - Skip Elkin		No	66-123106SS (renewed through 12/31/18)	Only source to provide maintenance to the existing software.
Taser International	Sheriff	Tasers and Cartridges	On-Going		\$5,378.56		127-123116SS (renewed through 12/31/18)	Vendor sells direct. No distributors. Propreitary.
Teamintel, LLC	Sheriff	STC-25 cellular transmission and recording device	One-Time	6/25/2015	\$8,040.00	Yes - C.O. 262-2015	119-033115SS (renewed through 12/31/18)	Only source to provide these camera systems using cellular technology used by Sheriff Dept for this application
Tech Global	Information Technology	Dynamic Touch Monitors	On-Going		\$29,750.00		132-123116SS (renewed through 12/31/18)	Only source that can provide the Dynamic touch monitors that go with the Viper System at the ECC
The Hoosier Company	Resource Management	NC-97 Speed Classifier Traffic Counters	On-Going	1/31/08 - Ken Pearson		Yes - C.O. 66-2008	80-123108SS (renewed through 12/31/18)	Only one authorized dealer in our area / compatible with existing equipment.
Tri-State Construction	Public Works	Parts for Motorgrader	On-Going	12/18/2001		Yes	08-123102 (renewed through 12/31/18)	Only source for OEM John Deere parts in our area
TX-RX Systems Inc (a unit of Bird Technologies)	Joint Communications / Commission	Radio Signal Equipment	On-Going	4/28/2015	\$0.00	C.O. 188-2015	122-123115SS (renewed through 12/31/17)	System components must be compatible with exisitng system. Customized to us to be unique to our equipment.
Worksright Software, Inc.	Information Technology	Maintenance on Per Postal Software - per Zip/Per Sort	On-Going	1/8/2009		Yes - C.O. 4-2009	86-123109SS (renewed through 12/31/17)	Worksright is the only vendor that can supply software upgrades to the existing software which was purchased from them.

Vendor Name	Originating Office	Product Description	Expiration Date	Date signed by Commission	Purchase Price	Approved Y/N	Sole Source #	Details
Blue color signifies last number used.								

Boone County Purchasing

Melinda Bobbitt, CPPO
Director of Purchasing



613 E. Ash St., Room 110
Columbia, MO 65201
Phone (573) 886-4391
Fax (573) 886-4390

To: Melody Cook (884-0003)
cookmr@missouri.edu; advertising@columbiamissourian.com

From: Melinda Bobbitt, CPPO
Director of Purchasing

RE: Advertisement for Sole Source Purchase

Date: December 22, 2017

The following is a sole source purchase advertisement. Please call if you have any questions.

NOTICE OF INTENT TO MAKE SINGLE FEASIBLE SOURCE PURCHASE

Boone County believes there are only single feasible sources from which to purchase the following and intends to make single feasible source purchases throughout 2018 from this list unless viable competition is established. Please contact the Boone County Purchasing Department if you can supply the following:

Maintenance for Aldon Computer Software – Rocket Software – Life Cycle Manager – Aldon Computer Group
Multi-section base station antennas – Alive Telecom
Siren maintenance – Blue Valley Public Safety, Inc.
Service agreement for temperature control system for HVAC – C&C Group
Maintenance on Public Works software – CarteGraph
Software service for UFED Touch Ultimate Kits – Cellebrite USA
Maintenance on Cassidian Communications Sentinel Patriot, Centrex Phone System-CenturyLink
Netmail Platform & Archive Annual Support Subscription, Channel Solutions, Inc.
Fiber Optic Cable Lease – City of Columbia Water and Light
Reclamite Preservative Seal – Corrective Asphalt Materials
Upgrade to door locking system – Corsair Controls
Tiger Mower Parts – Crown Power & Equipment
Maintenance on Virtual Tape Disk Backup (D2D2T) – Cybernetics
Maintenance on Uninterruptible Power Supply – Eaton Corporation
Election ballot stock, voting equipment supplies & maintenance – Election Systems & Software
Informer Web Reporting Software and Dashboards – Entrinski Inc.
Parking Lot Rental – First Christian Church

GeoLyn Server Dispatch Mapping from GeoComm Inc.
Repair and parts for Chip/Seal Spreader and oil distributor – GW Van Keppel
Snow Plow Parts – Henke Manufacturing Corp
SQL CAD Upgrade – Infor Public Sector
Maintenance on Mobile Data Terminals – InterAct Public Safety Systems
Re-certification for 911 operators and renewal of departmental accreditations – International Academies of Emergency Dispatch
Hydraulic parts and repairs for Heavy Trucks – Knapheide Truck Equipment
Video camera systems with maintenance for patrol cars and Dell Power Edge R630 rack-mountable server and onsite professional services/installation– L3 Communications Mobile-Vision
Maintenance of Prime Alert Radio PTT System from Locution Systems LLC
Software for Work Order Management – Maintenance Connection
Maintenance & Warranty for m-Power Database Licenses – Michaels, Ross and Cole, Ltd.
iRecord System Software Maintenance – Mobilis Technologies
Software Upgrade Assurance and Maintenance – Novell MLA – World Wide Technology
Annual hardware maintenance on postage and inserter machines – Pitney Bowes
Licenses and maintenance for call taking software system (ProQA) and Quality Assurance software (AQUA); National Q quality assurance program and training courses – Priority Dispatch
Maintenance for SI-3000 System – PTS Solutions
Smart911 Subscription – Rave Wireless, Inc.
Software Support for Real Vision Software IBM Power System – Real Vision Software
Parking Lot Rental – lot 355 & lot 348 near the Government Center – Rife, Tom and Isabel
International engine and body parts – Scheppers International Trucks
Software support of Stenograph – Stenograph
Computer Aided Dispatch System – Superior
Accubar constant flow bubbler with temperature sensor and enclosure - Sutron
John Deere Tractor Service – Sydenstricker Implement Company
Maintenance – Sympro Treasury Mgt Software – Sympro
(2) Standard Evidence.com licenses, tasers and cartridges – Taser International
STC-25 Cellular Transmission and Recording Device, Teamintel, LLC
Dynamic Touch Monitors – Tech Global
NC-97 Speed Classifier Traffic Counters – The Hoosier Company
Parts for motorgrader – Tri-State Construction
Radio Signal Equipment, TX-RX Systems
Maintenance on Per Postal Software – per Zip/Per Sort – Workwright Software

To receive additional information or to express an interest in providing the above, please contact the Purchasing Department by **9:00 a.m., Tuesday, January 9, 2018.** 613 E. Ash Street, Columbia, MO 65201. Phone (573) 886-4391; fax (573) 886-4390 or e-mail: mbobbitt@boonecountymmo.org.

Melinda Bobbitt, CPPO
Director, Boone County Purchasing

Insertion date: Wednesday, December 27, 2017
COLUMBIA MISSOURIAN

Boone County Purchasing

Melinda Bobbitt, CPPO
Director of Purchasing



613 E. Ash St., Room 110
Columbia, MO 65201
Phone (573) 886-4391
Fax (573) 886-4390

To: Ruby Kuhler
rwheeler@tribmail.com

From: Melinda Bobbitt, Director of Purchasing

RE: Advertisement for Sole Source Purchase

Date: December 22, 2017

The following is a sole source purchase advertisement. Please call if you have any questions.

NOTICE OF INTENT TO MAKE SINGLE FEASIBLE SOURCE PURCHASE

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Multi-section base station antennas – Alive Telecom
Siren maintenance – Blue Valley Public Safety, Inc.
Service agreement for temperature control system for HVAC – C&C Group
Maintenance on Public Works software – CarteGraph
Software service for UFED Touch Ultimate Kits – Cellebrite USA
Maintenance on Cassidian Communications Sentinel Patriot, Centrex Phone System-CenturyLink
Netmail Platform & Archive Annual Support Subscription, Channel Solutions, Inc.
Fiber Optic Cable Lease – City of Columbia Water and Light
Reclamite Preservative Seal – Corrective Asphalt Materials
Upgrade to door locking system – Corsair Controls
Tiger Mower Parts – Crown Power & Equipment
Maintenance on Virtual Tape Disk Backup (D2D2T) – Cybernetics
Maintenance on Uninterruptible Power Supply – Eaton Corporation
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Informer Web Reporting Software and Dashboards – Entrinski Inc.
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GeoLyn Server Dispatch Mapping from GeoComm Inc.
Repair and parts for Chip/Seal Spreader and oil distributor – GW Van Keppel
Snow Plow Parts – Henke Manufacturing Corp
SQL CAD Upgrade – Infor Public Sector
Maintenance on Mobile Data Terminals – InterAct Public Safety Systems
Re-certification for 911 operators and renewal of departmental accreditations – International

Academies of Emergency Dispatch
Hydraulic parts and repairs for Heavy Trucks – Knapheide Truck Equipment
Video camera systems with maintenance for patrol cars and Dell Power Edge R630 rack-mountable server and onsite professional services/installation– L3 Communications Mobile-Vision
Maintenance of Prime Alert Radio PTT System from Locution Systems LLC
Software for Work Order Management – Maintenance Connection
Maintenance & Warranty for m-Power Database Licenses – Michaels, Ross and Cole, Ltd.
iRecord System Software Maintenance – Mobilis Technologies
Software Upgrade Assurance and Maintenance – Novell MLA – World Wide Technology
Annual hardware maintenance on postage and inserter machines – Pitney Bowes
Licenses and maintenance for call taking software system (ProQA) and Quality Assurance software (AQUA); National Q quality assurance program and training courses – Priority Dispatch
Maintenance for SI-3000 System – PTS Solutions
Smart911 Subscription – Rave Wireless, Inc.
Software Support for Real Vision Software IBM Power System – Real Vision Software
Parking Lot Rental – lot 355 & lot 348 near the Government Center – Rife, Tom and Isabel
International engine and body parts – Scheppers International Trucks
Software support of Stenograph – Stenograph
Computer Aided Dispatch System – Superior
Accubar constant flow bubbler with temperature sensor and enclosure - Sutron
John Deere Tractor Service – Sydenstricker Implement Company
Maintenance – Sympro Treasury Mgt Software – Sympro
(2) Standard Evidence.com licenses, tasers and cartridges – Taser International
STC-25 Cellular Transmission and Recording Device, Teamintel, LLC
Dynamic Touch Monitors – Tech Global
NC-97 Speed Classifier Traffic Counters – The Hoosier Company
Parts for motorgrader – Tri-State Construction
Radio Signal Equipment, TX-RX Systems
Maintenance on Per Postal Software – per Zip/Per Sort – Workwright Software

To receive additional information or to express an interest in providing the above, please contact the Purchasing Department by **9:00 p.m., Tuesday, January 9, 2018.** 613 E. Ash Street, Columbia, MO 65201. Phone (573) 886-4391; fax (573) 886-4390 or e-mail: mbobbitt@boonecountymo.org.

Melinda Bobbitt, CPPO
Director, Boone County Purchasing

Insertion date: Wednesday, December 27, 2017
COLUMBIA TRIBUNE

CERTIFIED COPY OF ORDER

STATE OF MISSOURI }
County of Boone } ea.

January Session of the January Adjourned

Term. 20 18

In the County Commission of said county, on the 9th day of January 20 18

the following, among other proceedings, were had, viz:

Now on this day the County Commission of the County of Boone does hereby approve the attached Contract Amendment Number One to 56-28DEC16 - Fire Extinguisher Inspection & Maintenance.

The terms of the amendment are stipulated in the attached Amendment. It is further ordered the Presiding Commissioner is hereby authorized to sign said Contract Amendment Number One for Fire Extinguisher Inspection & Maintenance.

Done this 9th day of January, 2018.

ATTEST:


Taylor W. Burks
Clerk of the County Commission



Daniel K. Atwill
Presiding Commissioner



Fred J. Parry
District I Commissioner



Janet M. Thompson
District II Commissioner

**CONTRACT AMENDMENT ONE
AGREEMENT FOR
FIRE EXTINGUISHER INSPECTION & MAINTENANCE**

The Agreement **56-28DEC16** dated the 24th day of January 2017 made by and between Boone County, Missouri and **Korsmeyer Fire Protection, L.L.C.** for and in consideration of the performance of the respective obligations of the parties set forth herein, is amended as follows:

1. ADD an additional range hood inspection as follows:

<u>Location</u>	<u>Annual Inspection</u>	<u>Semi-Annual Inspection</u>
Boone County Joint Communications Emergency Communication Center 2145 E. County Drive Columbia, MO 65202	\$65.00	\$65.00

2. Except as specifically amended hereunder, all other terms, conditions and provisions of the original agreement shall remain in full force and effect.

IN WITNESS WHEREOF the parties through their duly authorized representatives have executed this agreement on the day and year first above written.

Korsmeyer Fire Protection, LLC

By: Jim Korsmeyer
Signature

By: Jim Korsmeyer / OWNER
Printed Name/ Title

Boone County, Missouri

By: Daniel K. Atwill
Boone County Commission
Daniel K. Atwill, Presiding Commissioner

APPROVED AS TO FORM:

Ron Searef
County Counselor

ATTEST:

Taylor W. Burks
Taylor W. Burks, County Clerk

AUDITOR CERTIFICATION: In accordance with §RSMo 50.660, I hereby certify that a sufficient unencumbered appropriation balance exists and is available to satisfy the obligation(s) arising from this contract. (Note: Certification of this contract is not required if the terms of this contract do not create a measurable county obligation at this time.)

Jane Pitchford by jo 12/27/2017
Signature Date

6100 / 71100

Appropriation Account

56-28DEC16 - Fire Extinguisher Inspection & Maintenance Term & Supply

RENEWAL PRICING

4.11. PRICING		Korsmeyer		Korsmeyer 1st Renewal No Price Change 1/1/18 - 12/31/18
ANNUAL MAINTENANCE		UNIT PRICE		UNIT PRICE
4.11.1.	ABC Unit	\$3.00		\$3.00
4.11.2.	Halotron Unit	\$3.00		\$3.00
4.11.3.	CO2	\$3.00		\$3.00
4.11.4.	TOTAL	\$9.00		\$9.00
6 YEAR MAINTENANCE				
4.11.5.	2lb- 2 ½lb ABC unit. Price must include recharge.	\$12.50		\$12.50
4.11.6.	4lb – 6lb ABC unit. Price must include recharge.	\$15.50		\$15.50
4.11.7.	10lb ABC unit. Price must include recharge.	\$18.50		\$18.50
4.11.8.	13lb – 20lb ABC unit. Price must include recharge.	\$24.50		\$24.50
4.11.9.	TOTAL	\$71.00		\$71.00
HYDROTESTING MAINTENANCE OF ABC				
4.11.10.	2lb – 2 ½lb ABC unit. Price must include hydrostatic test and recharge.	\$17.00		\$17.00
4.11.11.	4lb – 6lb ABC unit. Price must include hydrostatic test and recharge.	\$20.00		\$20.00
4.11.12.	10lb ABC unit. Price must include hydrostatic test and recharge.	\$24.00		\$24.00
4.11.13.	13lb – 20lb ABC unit. Price must include hydrostatic test and recharge.	\$28.00		\$28.00
4.11.14.	TOTAL	\$89.00		\$89.00
HYDROTESTING MAINTENANCE OF CO2				
4.11.10.a.	2 ½ Pound CO2 unit. Price must include hydrostatic test and recharge.	N/A		N/A
4.11.11.a.	5 Pound CO2 unit. Price must include hydrostatic test and recharge.	\$22.00		\$22.00
4.11.12.a.	10 Pound CO2 unit. Price must include hydrostatic test and recharge.	\$25.00		\$25.00
4.11.13.a.	15 Pound CO2 unit. Price must include hydrostatic test and recharge.	\$27.00		\$27.00
4.11.14.a.	20 Pound CO2 unit. Price must include hydrostatic test and recharge.	\$30.00		\$30.00
4.11.15.a.	TOTAL	\$104.00		\$104.00
PURCHASE OF NEW UNITS				
4.11.15.	2 ½ Pound ABC Unit with Vehicle Mounting Bracket	Brand Bid:	\$32.00	\$32.00
4.11.16.	5 Pound ABC Unit with Wall Mount Bracket	Brand Bid:	\$42.00	\$42.00
4.11.17.	10 Pound ABC Unit	Brand Bid:	\$64.00	\$64.00
4.11.18.	TOTAL		\$138.00	\$138.00
4.11.19.	Other new fire extinguishers: _____ %		25%	25%

4.11.42.	TOTAL	\$260.00	\$260.00	\$260.00	\$260.00
4.8.1.1.	Maximum % increase for 1st Renewal Period	0%		0%	
4.8.1.2.	Maximum % increase for 2nd Renewal Period	0%		0%	
4.8.1.3.	Maximum % increase for 3rd Renewal Period	3%		3%	
4.8.1.4.	Maximum % increase for 4th Renewal Period	3%		3%	
4.10.	COOP? (Yes or No)	YES		YES	

CERTIFIED COPY OF ORDER

STATE OF MISSOURI

} ea.

January Session of the January Adjourned

Term. 20 18

County of Boone

In the County Commission of said county, on the

9th

day of

January

20 18

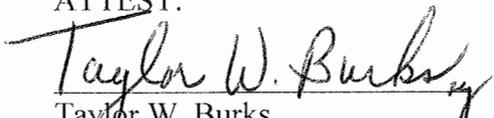
the following, among other proceedings, were had, viz:

Now on this day the County Commission of the County of Boone does hereby approve the utilization of the State of Missouri Cooperative Contract CC171501002 to purchase Mailroom Equipment, Supplies, and Maintenance from Neopost USA, Inc.

The terms of the Cooperative Contract are stipulated in the attached Purchase Agreement. It is further ordered the Presiding Commissioner is hereby authorized to sign said Purchase Agreement.

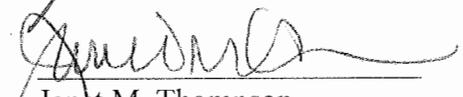
Done this 9th day of January, 2018

ATTEST:


Taylor W. Burks
Clerk of the County Commission


Daniel K. Atwill
Presiding Commissioner


Fred J. Parry
District I Commissioner


Janet M. Thompson
District II Commissioner

13-2018

Boone County Purchasing

Robert Wilson
Buyer



613 E. Ash Street, Room 111
Columbia, MO 65201
Phone: (573) 886-4393
Fax: (573) 886-4390

MEMORANDUM

TO: Boone County Commission
FROM: Robert Wilson
DATE: December 28, 2017
RE: Cooperative Contract: CC171501002 – Mailroom Equipment, Supplies,
and Maintenance

Boone County Information Technology Department requests permission to utilize the State of Missouri cooperative contract *CC171501002* to purchase mailroom equipment, supplies, and maintenance from Neopost USA, Inc.

This is a term and supply contract and purchases will be paid from departments 2010 - Assessor, 2110 – Collector Tax Maint Activity, and 1194 – Mail Services. Accounts 71600 – Equipment Leases and Meter Charge, 60050 – Equipment Services Contract, 23000 – Office Supplies, and 92300 – Replacement Mach & Equip

cc: Aron Gish, Director, IT
Contract File

**PURCHASE AGREEMENT
FOR
MAILROOM EQUIPMENT, SUPPLIES, AND MAINTENANCE**

THIS AGREEMENT dated the 9th day of January 2018 is made between Boone County, Missouri, a political subdivision of the State of Missouri through the Boone County Commission, herein "County" and **Neopost USA, Inc.**, herein "Contractor".

IN CONSIDERATION of the parties performance of the respective obligations contained herein, the parties agree as follows:

1. Contract Documents - This agreement shall consist of this Purchase Agreement for **Mailroom Equipment, Supplies, and Maintenance** in compliance with all bid specifications and any addendum issued for the **State of Missouri Contract CC171501002** as well as Boone County Standard Terms and Conditions. All such documents shall constitute the contract documents, which are incorporated herein by reference. Service or product data, specification and literature submitted with bid response may be permanently maintained in the County Purchasing Office bid file for this bid if not attached. In the event of conflict between any of the foregoing documents, this Purchase Agreement, Boone County Standard Terms and Conditions and the State of Missouri Contract **CC171501002** shall prevail and control over the vendor's bid response.

2. Contract Duration - This agreement shall commence on the **date written above and extend through October 11, 2019** subject to the provisions for termination specified below. This agreement may be extended beyond the expiration date by order of the County subject to the State of Missouri renewing their agreement and thereafter on a month to month basis in the event the County is unable to re-bid and/or award a new contract prior to the expiration date after exercising diligent efforts to do so or not.

3. Purchase - The County agrees to purchase from the Contractor and the Contractor agrees to supply the County all items per the bid specifications and responded to on the Response Form, and in conformity with the contract documents for the prices set forth in the Contractor's bid response, as needed and as ordered by County.

4. Billing and Payment - All billing shall be invoiced to the using department and billings may only include the prices listed in the Contractor's bid response. No additional fees for delivery or extra services not included in the bid response or taxes shall be included as additional charges in excess of the charges in the Contractor's bid response to the specifications. The County agrees to pay all invoices within thirty days of receipt; Contractor agrees to honor any cash or prompt payment discounts offered in its bid response if county makes payment as provided therein. In the event of a billing dispute, the County reserves the right to withhold payment on the disputed amount; in the event the billing dispute is resolved in favor of the Contractor, the County agrees to pay interest at a rate of 9% per annum on disputed amounts withheld commencing from the last date that payment was due.

5. Binding Effect - This agreement shall be binding upon the parties hereto and their successors and assigns for so long as this agreement remains in full force and effect.

6. Entire Agreement - This agreement constitutes the entire agreement between the parties and supersedes any prior negotiations, written or verbal, and any other bid or bid specification or contractual agreement. This agreement may only be amended by a signed writing executed with the same formality as this agreement.

7. Termination - This agreement may be terminated by the County upon thirty days advance written notice for any of the following reasons or under any of the following circumstances:

- a. County may terminate this agreement due to material breach of any term or condition of this agreement, or

STANDARD CONTRACT TERMS AND CONDITIONS - BOONE COUNTY, MISSOURI

1. Contractor shall comply with all applicable federal, state, and local laws and failure to do so, in County's sole discretion, shall give County the right to terminate this Contract.
2. Prices shall include all charges for packing, delivery, installation, etc., (unless otherwise specified) to the Boone County Department.
3. The Boone County Commission has the right to accept or reject any part or parts of all bids, to waive technicalities, and to accept the offer the County Commission considers the most advantageous to the County. Boone County reserves the right to award this bid on an item-by-item basis, or an "all or none" basis, whichever is in the best interest of the County. The Purchasing Director reserves the right, when only one bid has been received by the bid closing date, to delay the opening of bids to another date and time in order to revise specifications and/or establish further competition for the commodity or service required. The one (1) bid received will be retained unopened until the new Closing date, or at request of bidder, returned unopened for re-submittal at the new date and time of bid closing.
4. When products or materials of any particular producer or manufacturer are mentioned in our contracts, such products or materials are intended to be descriptive of type or quality and not restricted to those mentioned.
5. Do not include Federal Excise Tax or Sales and Use Taxes in billing, as law exempts the County from them.
6. The delivery date shall be stated in definite terms.
7. The County Commission reserves the right to cancel all or any part of orders if delivery is not made or work is not started as guaranteed. In case of delay, the Contractor must notify the Purchasing Department.
8. In case of default by the Contractor, the County of Boone will procure the articles or services from other sources and hold the Contractor responsible for any excess cost occasioned thereby.
9. Failure to deliver as guaranteed may disqualify Contractor from future bidding.
10. Prices must be as stated in units of quantity specified, and must be firm.
11. The County of Boone, Missouri expressly denies responsibility for, or ownership of any item purchased until same is delivered to the County and is accepted by the County.
12. The County reserves the right to award to one or multiple respondents. The County also reserves the right to not award any item or group of items if the services can be obtained from a state or other governmental entities contract under more favorable terms. The resulting contract will be considered "Non-Exclusive". The County reserves the right to purchase advertising from other vendors.

13. The County, from time to time, uses federal grant funds for the procurement of goods and services. Accordingly, the provider of goods and/or services shall comply with federal laws, rules and regulations applicable to the funds used by the County for said procurement, and contract clauses required by the federal government in such circumstances are incorporated herein by reference. These clauses can generally be found in the Federal Transit Administration's Best Practices Procurement Manual – Appendix A. Any questions regarding the applicability of federal clauses to a particular bid should be directed to the Purchasing Department prior to bid opening.
14. In the event of a discrepancy between a unit price and an extended line item price, the unit price shall govern.
15. Should an audit of Contractor's invoices during the term of the Agreement, and any renewals thereof, indicate that the County has remitted payment on invoices that constitute an over-charging to the County above the pricing terms agreed to herein, the Contractor shall issue a refund check to the County for any over-charges within 30-days of being notified of the same.
16. **For all titled vehicles and equipment the dealer must use the actual delivery date to the County** on all transfer documents including the Certificate of Origin (COO,) Manufacturer's Statement of Origin (MSO,) Bill of Sale (BOS,) and Application for Title.
17. **Equipment and serial and model numbers** - The contractor is strongly encouraged to include equipment serial and model numbers for all amounts invoiced to the County. If equipment serial and model numbers are not provided on the face of the invoice, such information may be required by the County before issuing payment.



STATE OF MISSOURI
OFFICE OF ADMINISTRATION
DIVISION OF PURCHASING

NOTIFICATION OF STATEWIDE CONTRACT

November 20, 2017

CONTRACT TITLE: MAILROOM EQUIPMENT, SUPPLIES AND MAINTENANCE

CURRENT CONTRACT PERIOD: OCTOBER 12, 2017 THROUGH OCTOBER 11, 2019

BUYER INFORMATION: Melissa Sackett
573-526-2716
melissa.sackett@oa.mo.gov

RENEWAL INFORMATION	Original Contract Period	Potential Final Expiration
	10/12/17 through 10/11/19	October 11, 2021

ALL PURCHASES MADE UNDER THIS CONTRACT MUST BE FOR **PUBLIC USE ONLY**.
PURCHASES FOR PERSONAL USE BY PUBLIC EMPLOYEES OR OFFICIALS ARE PROHIBITED.

THE USE OF THIS CONTRACT IS **PREFERRED** FOR ALL STATE AGENCIES.

This contract has been established for the convenience of state agencies. Local Purchase Authority may be used to purchase supplies/services included in this contract from an alternative source at the discretion of the agency.

The entire contract document may be viewed and printed from the Division of Purchasing 's **Awarded Bid & Contract Document Search** located on the Internet at <http://www.oa.mo.gov/purch>.

~ Instructions for use of the contract, specifications, requirements, and pricing are attached ~.

CONTRACT NUMBER	VENDOR NUMBER	VENDOR INFORMATION	MBE/WBE
CC171501002	9423888820-5	Neopost USA, Inc. 478 Wheelers Farms Rd Milford, CT 06461 Attn: David Nagel Phone: 573-489-8860 Fax: 203-876-5459 E-mail: d.nagel@neopost.com	No
CC171501003	8007288370-0	Bell and Howell, LLC 3791 S. Alston Avenue Durham, NC 27713-1803 Attn: Craig Urban Phone: 919-767-4313 Fax: 919-767-6622 E-mail: craig.urban@bhemail.com	No

STATEWIDE CONTRACT HISTORY

The following summarizes actions related to this Notification of Statewide Contract since its initial issuance. Any and all revisions have been incorporated into the attached document.

Contract Period	Issue Date	Summary of Changes
10/12/17 – 10/11/19	11/20/17	Initial issuance of new statewide contracts CC171501002 and CC171501003. Additional contracts will be added in the future.

Purpose and Use of Contracts:

Contracts CC171501002 (Neopost USA Inc.) and CC171501003 (Bell & Howell, LLC), are “preferred use” contracts established to make available mailing equipment, meter rentals, maintenance and supplies to Missouri state agencies and political subdivisions participating in the Missouri Cooperative Procurement program. These contracts replace C112169002 (Neopost USA Inc.) and C112169003 (Bell & Howell, LLC), which expired October 11, 2017.

State agencies are advised to check each contract for the purchase of these items and to choose the best product, best price, best delivery the various contracts make available to them. All contracts are “preferred use” contracts which means that the contracts have been bid with the goal of providing good market pricing and product variety to state agencies. Agencies are encouraged to use preferred-use contracts but in rare instances where the state agency can obtain like or similar products that meet the state agency’s needs at a better price, then the agency has authority to purchase the items from other sources so long as the provisions of the Local Purchasing Authority Delegation are followed. The Delegation can be viewed and downloaded from the internet at this site: <http://oa.mo.gov/purch/agencyinfo/deptpad.pdf>.

NEOPOST USA, INC.

The following information is specific only to contract **CC171501002** with Neopost USA, Inc.

NOTICE TO STATE AGENCIES: THE STATE OF MISSOURI CONTRACTS STATED HEREIN SHALL INCLUDE ONLY MAINTENANCE, POSTAGE METER RENTALS, AND OUTRIGHT PURCHASE OF EQUIPMENT AND SUPPLIES, RENTAL AGREEMENTS AND FAIR MARKET VALUE LEASE AGREEMENTS AT THE PRICING IDENTIFIED IN THE CONTRACT. NO LEASE PURCHASE FINANCING ARE PERMITTED UNDER THE CONTRACTS FOR STATE OF MISSOURI STATE AGENICES. HOWEVER, POLITICAL SUBDIVISIONS PARTICIPATING IN THE MISSOURI COOPERATIVE PROCUREMENT PROGRAM ARE ELIGILBE TO UTILIZE RENTAL AND LEASE AGREEMENTS PROVIDED THROUGH THESE CONTRACTS.

Awarded Categories for Contract CC171501002:

Rental Postage Meter • Ultra Low Volume Mailing System • Low Volume Mailing Systems • Medium Volume Mailing Systems • High Volume Mailing Systems • Production Volume Mailing Systems • Integrated Postal Scales • Low Volume Letter Openers • High Volume Letter Openers • Low Volume Letter Folders • High Volume Letter Folders • Low Volume Folder-Inserters • Medium Volume Folder-Inserters • High Volume Folder-Inserters • Production Folder-Inserters • Low Volume Ink Jet Envelope Addressing System • Medium Volume Ink Jet Envelope Addressing System • High Volume Ink Jet Envelope Addressing System • Production Ink Jet Envelope Addressing System • Low Volume Tabbers • Medium Volume Tabbers • High Volume Tabbers • Extractors – Software License and Subscription • Mail Room specific Furniture – Software Consulting Services – Training – Design for Production Equipment Only – Assembly/Installation/Software Integration – For Production Equipment Only – Relocation Services – Equipment Lease – Equipment Rental

Notice Specific to Mailroom Furniture: The purchase of mailroom furniture shall be subject to the approval of Missouri Vocational Enterprises as mandated in Section 217.575 RSMo.

Ordering: Contact Neopost USA, Inc. by telephone, fax or e-mail to place an order.

Neopost USA, Inc.
478 Wheelers Farms Rd
Milford, CT 06461
Attn: David Nagel
Phone: 573-489-8860
Fax: 203-876-5459
E-mail: d.nagel@neopost.com

Payment Terms: Net 45 days

Delivery and Installation: 30-180 calendar days ARO depending on equipment configuration.

Warranty: Contact Neopost USA, Inc. for warranty information

Contract Pricing: Current contract pricing for Neopost USA, Inc. can be found at the following website: <http://www.neopostusa.com/government-accounts/state-of-missouri>

BELL AND HOWELL, LLC

The following information is specific only to contract **CC171501003** with Bell and Howell, LLC

NOTICE TO STATE AGENCIES: THE STATE OF MISSOURI CONTRACTS STATED HEREIN SHALL INCLUDE ONLY MAINTENANCE, POSTAGE METER RENTALS, AND OUTRIGHT PURCHASE OF EQUIPMENT AND SUPPLIES, RENTAL AGREEMENTS AND FAIR MARKET VALUE LEASE AGREEMENTS AT THE PRICING IDENTIFIED IN THE CONTRACT. NO LEASE PURCHASE FINANCING ARE PERMITTED UNDER THE CONTRACTS FOR STATE OF MISSOURI STATE AGENICES. HOWEVER, POLITICAL SUBDIVISIONS PARTICIPATING IN THE MISSOURI COOPERATIVE PROCUREMENT PROGRAM ARE ELIGILBE TO UTILIZE RENTAL AND LEASE AGREEMENTS PROVIDED THROUGH THESE CONTRACTS.

Awarded Categories for Contract CC171501003:

Production Folder-Inserter, Production Pressure Sealing, Production Pre-Sorting Equipment, Software/License/ & Subscription, Training, Relocation Services

Ordering: Contact Bell and Howell, LLC by telephone, fax or e-mail to place an order.

Bell and Howell, LLC
3791 S. Alston Avenue
Durham, NC 27713-1803
919-767-4313
919-767-6622 (fax)
craig.urban@bhemail.com

Payment Terms: Net 45 days

Delivery and Installation: To be determined, depending on equipment configuration.

Warranty: Contact Bell and Howell, LLC for warranty information

Contract Pricing: Missouri state agencies shall contact Craig Urban for a current NASPO ValuePoint mail equipment, supplies and maintenance pricing catalog.

**State of Missouri
Office of Administration
Division of Purchasing
Contract Performance Report**

Please take a moment to let us know how this contract award has measured up to your expectations. If reporting on more than one contractor or product, please make copies as needed. This office will use the information to improve products and services available to state agency users. **Comments should include those of the product's end user.**

Contract No.: _____ **Contractor:** _____

Describe Product Purchased (include Item No's., if available): _____

Rating Scale: 5 = Excellent, 4 = Good, 3 = Average, 2 = Poor, 1 = Fails to meet expectations

Product Rating	Rate 1-5, 5 best
Product meets your needs	
Product meets contract specifications	
Pricing	

Contractor Rating	Rate 1-5, 5 best
Timeliness of delivery	
Responsiveness to inquiries	
Employee courtesy	
Problem resolution	
Recall notices handled effectively	

Comments: _____

Prepared by: _____ Title: _____ Agency: _____

Date: _____ Phone: _____ Email: _____

Address: _____

Please detach or photocopy this form & return by FAX to 573/526-9816, or mail to:

Office of Administration
Division of Purchasing
301 West High Street, RM 630
PO Box 809
Jefferson City, Missouri 65102
You may also e-mail form to the buyer as an attachment at
melissa.sackett@oa.mo.gov



NOTICE OF AWARD

State of Missouri
Office of Administration
Division of Purchasing
PO Box 809
Jefferson City, MO 65102-0809
<http://oa.mo.gov/purchasing>

SOLICITATION NUMBER CPPC30034901701501	CONTRACT TITLE Mailroom Equipment, Supplies, & Maintenance
CONTRACT NUMBER CC171501002	CONTRACT PERIOD October 12, 2017 through October 11, 2019
REQUISITION/REQUEST NUMBER N/A	SAMII VENDOR NUMBER/MissouriBUYS SYSTEM ID 9423888820 5/MB00081792
CONTRACTOR NAME AND ADDRESS Neopost USA Inc. P.O. Box 123689 Dallas, TX 75312-3689	STATE AGENCY'S NAME AND ADDRESS Statewide Various State Agencies located throughout the State of Missouri
ACCEPTED BY THE STATE OF MISSOURI AS FOLLOWS: Contract CC171501002 is hereby established pursuant to Chapter 34.046 of the Revised Statutes of the State of Missouri. The contract (CC171501002) consists of the attached documentation as specified on page 2 of the Cooperative Contract Procurement document dated 10/13/17, including the State of Arizona contract, #ADSPO16-169901, the State of Missouri Terms and Conditions, and the referenced Participating Addendum Master Price Agreement. All transactions and invoicing conducted under the Missouri contract must reference the official Missouri contract number (CC171501002). The attached document shall constitute the established contract.	
BUYER Melissa Sackett	BUYER CONTACT INFORMATION Email: melissa.sackett@oa.mo.gov Phone: (573) 526-2716 Fax: (573) 526-9816
SIGNATURE OF BUYER <i>Melissa Sackett</i>	DATE 11/20/17
DIRECTOR OF PURCHASING AND MATERIALS MANAGEMENT <i>Kevin Berger</i>	



**MAILROOM EQUIPMENT, SUPPLIES &
MAINTENANCE**

Led by the State of Arizona

Master Agreement #: ADSPO16-169901

Contractor: **NEOPOST USA INC.**

Participating Entity: **STATE OF MISSOURI**

The following products or services are included in this contract portfolio:

- *All products and accessories listed on the Contractor page of the NASPO ValuePoint website.*

*Postage Meter Rental
Mailing Systems-Ultra Low, Low, Medium, High, Production Volume
Integrated Postal Scales
Letter Openers-Low, High Volume
Letter Folders-Low, High Volume
Folder-Inserters-Low, Medium, High, Production Volume
Envelope Addressing System-Low, Medium, High, Production Volume
Tabbers-Low, Medium, High Volume
Extractors
Mail Furniture
Software License & Subscription*

Master Agreement Terms and Conditions:

1. **Scope:** This addendum covers the NASPO ValuePoint mailroom equipment, supplies and maintenance contract led by the State of Arizona for use by state agencies and other governmental entities located in the Participating State authorized by that State's statutes to utilize State contracts with the prior approval of the State's Chief Procurement Official.
2. **Participation:** This NASPO ValuePoint Master Agreement may be used by all state agencies, institutions of higher education, political subdivisions and other entities authorized to use statewide contracts in the State of Missouri. Issues of interpretation and eligibility for participation are solely within the authority of the State Chief Procurement Official.
3. **Primary Contacts:** The primary contact individuals for this Participating Addendum are as follows (or their named successors):

Contractor

Name:	David Nagel, Government Account Manager
Address:	Neopost USA Inc. 478 Wheelers Farms Rd. Milford, CT 06461
Telephone:	(573) 489-8860
Fax:	(203) 301-2400
Email:	d.nagel@neopost.com



**MAILROOM EQUIPMENT, SUPPLIES &
MAINTENANCE**

Led by the State of Arizona

Participating Entity

Name:	Melissa Sackett
Address:	State of Missouri, Office of Administration, Division of Purchasing, 301 West High Street, Room 630, Jefferson City, MO 65101
Telephone:	(573) 526-2716
Fax:	(573) 526-9816
Email:	melissa.sackett@oa.mo.gov

4. PARTICIPATING ENTITY MODIFICATIONS OR ADDITIONS TO THE MASTER AGREEMENT

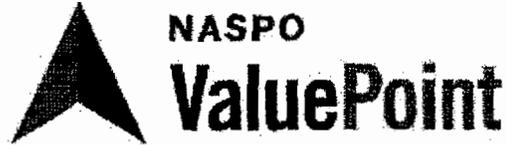
These modifications or additions apply only to actions and relationships within the Participating Entity.

Participating Entity must check one of the boxes below.

No changes to the terms and conditions of the Master Agreement are required.

The following changes are modifying or supplementing the Master Agreement terms and conditions.

- For informational purposes, the contractor is requested to complete **Attachment 1** of this Participating Addendum regarding their economic impact to the State of Missouri.
 - The purchase of mailroom furniture shall be subject to the approval of Missouri Vocational Enterprises as mandated in Section 217.575 RSMo.
 - Software license terms and conditions shall be mutually agreed upon in writing by the purchasing entity's authorized individual and the contractor, on a case by case basis.
 - All purchasing entities requiring the use of postage meter will comply with all United State Postal Service regulations and meter terms and conditions applicable to the rental and use of postage meters supplied under this participating addendum as provided by the contractor.
5. Lead State amendments to extend the term date are automatically incorporated into this Participating Addendum unless terminated early in accordance with the terms and conditions of the Master Agreement or this Participating Addendum.



**MAILROOM EQUIPMENT, SUPPLIES &
MAINTENANCE**

Led by the State of Arizona

-
6. Lease Agreements: Equipment Lease and Rental Agreements are authorized in accordance with the terms of NASPO ValuePoint Master Price Agreement number : ADSPO16-169901.

The termination or expiration of this Agreement (PA) shall in no way relieve any individual entity from its obligations to any product leases or postage meter rental agreements that were entered prior to the date of any such termination.

7. All purchase orders issued by purchasing entities within the jurisdiction of this Addendum must include the following (1) Mandatory Language "PO is subject to NASPO Contract #ADSPO16-169901". (2) Your Name, Address, Contact, Phone Number, Signature and Participating State contract number, CC171501002.
8. Subcontractors: All contactors, dealers, and resellers authorized in the State of Missouri, as shown on the dedicated Contractor (cooperative contract) website, are approved to provide sales and service support to participants in the NASPO ValuePoint Master Agreement. The contractor's dealer participation will be in accordance with the terms and conditions set forth in the aforementioned Master Agreement.
9. Orders: Any order placed by a Participating Entity or Purchasing Entity for a product and/or service available from this Master Agreement shall be deemed to be a sale under (and governed by the prices and other terms and conditions) of the Master Agreement unless the parties to the order agree in writing that another contract or agreement applies to such order.



MAILROOM EQUIPMENT, SUPPLIES & MAINTENANCE
 Led by the State of Arizona

IN WITNESS, WHEREOF, the parties have executed this Addendum as of the date of execution by both parties below.

Participating Entity: <i>Missouri</i>	Contractor: Neopost USA Inc.
Signature: <i>Karen S. Boeger</i>	Signature: <i>[Signature]</i>
Name: Karen S. Boeger	Name: Kevin O'Connor
Title: Director of the Division of Purchasing	Title: VP Marketing
Date: <i>11-15-2017</i>	Date: 10/17/2017

[Additional signatures may be added if required by the Participating Entity]

For questions on executing a participating addendum, please contact:

NASPO ValuePoint

Cooperative Development Coordinator:	Ted Fosket
Telephone:	(907) 723-3360
Email:	tfosket@naspovaluepoint.org

[Please email fully executed PDF copy of this document to
PA@naspovaluepoint.org
to support documentation of participation and posting in appropriate data bases.]



**MAILROOM EQUIPMENT, SUPPLIES &
MAINTENANCE**

Led by the State of Arizona

ATTACHMENT 1

Missouri Economic Impact: The utilization of Missouri businesses and Missouri employees and other positive economic impact in the provision of the products and/or services under Missouri Contract Number CC171501002 is highly desirable for the State of Missouri. Therefore, please provide responses to the following to describe your Missouri economic impact.

1. Provide a description of the company's economic presence within the State of Missouri, including Missouri employee statistics, Missouri business facilities (size, type of facility, location), Missouri subcontractors, etc.

Neopost leases 2,800sq. feet of office space for our Great Lakes District sales and service office at our office at 1850 Craigshire Dr. Ste 102. St.Louis MO 63146. Bowmans Mailing Solutions is one of our authorized dealers which is located at 410 Sovereign Ct. Ste 17, Manchester, MO 63011.

Neopost USA Inc. has 6 employees living in Missouri and 5 employees that work in the St. Louis, MO office.

2. Provide a description of the proposed services that will be performed and/or the proposed products that will be provided by Missourians and/or Missouri products under Missouri Contract Number CC171501002.

Neopost USA delivers mailing, business communications management and shipping hardware and software solutions as well a full range of consultancy, maintenance and financing services. These have been specified under the NASPO Value Point catalog. Installation, training and on-site service will be provided by both our local St. Louis district office and local authorized dealers.

3. Provide a description of the economic impact returned to the State of Missouri through tax revenue obligations.

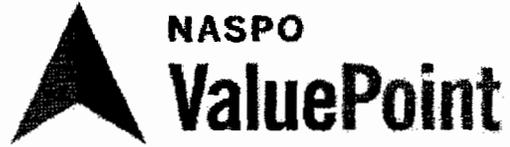
Sales Tax - 2016 Neopost \$65,874, 2015 - Neopost \$58,948 MailFinance 2018 - \$195,603 2015 - \$188,543.00

Income Tax - 2016 MailFinance \$21,485.00 2015 - \$30,434.00

Withholding Tax - 2016 \$33,234.00 2015 - \$34,430.00 MailFinance -There are no employees, so there is no withholding tax.

4. List all Missouri certified Minority Business Enterprises (MBE)/Women Business Enterprises (WBE) as defined at Website: <http://ceo.mo.gov> you will use in the provision of products and services under the contract:

None



**MAILROOM EQUIPMENT, SUPPLIES &
MAINTENANCE**

Led by the State of Arizona

-
5. List all Missouri Organizations for the Blind or any Missouri Sheltered Workshops as listed at Websites <http://dese.mo.gov/special-education/sheltered-workshops/directories>, <http://www.lhbindustries.com> and <http://www.alphapointe.org> you will use in the provision of products and services under the contract:

None

-
-
-
6. List all Missouri Service-Disabled Veteran Business Enterprises (SDVE's) as listed at Websites <http://oa.mo.gov/sites/default/files/sdvelisting.pdf> you will use in the provision of products and services under the contract:

None



STATE OF MISSOURI
 OFFICE OF ADMINISTRATION
 DIVISION OF PURCHASING (PURCHASING)
 COOPERATIVE CONTRACT PROCUREMENT

CONTRACT NO.: CC171501002
 REQ NO.: N/A
 TITLE: Mailroom Equipment, Supplies, & Maintenance

BUYER: Melissa Sackett
 PHONE NO.: (573) 526-2716
 E-MAIL: melissa.sackett@oa.mo.gov

TO: NeoPost USA Inc.
 478 Wheelers Farms Rd.
 Milford, CT 06461

RETURN DOCUMENT TO THE DIVISION OF PURCHASING (PURCHASING) BY E-MAIL, FAX, OR MAIL/COURIER:

SCAN AND E-MAIL TO:	Melissa.sackett@oa.mo.gov
FAX TO:	(573) 526-9816
MAIL TO:	PURCHASING, P.O. Box 809, Jefferson City, Mo 65102-0809
COURIER/DELIVER TO:	PURCHASING, 301 West High Street, Room 630, Jefferson City, Mo 65101-1517

DELIVER SUPPLIES/SERVICES FOB (Free On Board) DESTINATION TO THE FOLLOWING ADDRESS:
 Statewide

Various State Agencies located throughout the State of Missouri

The Contractor hereby agrees to provide the services and/or supplies described in the attached NASPO ValuePoint/State of Arizona Master Agreement ADSP016-169901 for the State of Missouri subject to the conditions stated on page 2. The Contractor further agrees that when a Notice of Award is signed and issued by an authorized official of the State of Missouri, a binding contract shall exist between the Contractor and the State of Missouri. The Contractor must be registered in MissouriBUYS. If not registered in MissouriBUYS, the Contractor must register in MissouriBUYS immediately upon request by the state.

SIGNATURE REQUIRED

VENDOR NAME Neopost USA Inc.	MissouriBUYS SYSTEM ID (SEE VENDOR PROFILE - MAIN INFORMATION SCREEN)
MAILING ADDRESS 478 Wheelers Farms Rd.	
CITY, STATE, ZIP CODE Milford, CT 06461	

CONTACT PERSON David Nagel	EMAIL ADDRESS d.nagel@neopost.com
PHONE NUMBER 573-489-8860	FAX NUMBER 203-301-2600
VENDOR TAX FILING TYPE WITH IRS (CHECK ONE) <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Individual <input type="checkbox"/> State/Local Government <input type="checkbox"/> Partnership <input type="checkbox"/> Sole Proprietor <input type="checkbox"/> IRS Tax-Exempt	
AUTHORIZED SIGNATURE 	DATE 10/13/2017
PRINTED NAME Kevin O'Connor	TITLE VP US Marketing

CONTRACT TITLE: MAILROOM EQUIPMENT, SUPPLIES, & MAINTENANCE

CONTRACT PERIOD: OCTOBER 12, 2017 THROUGH OCTOBER 11, 2019

Contract CC171501002 is awarded by the State of Missouri consisting of the following:

- ❖ This Cooperative Contract Procurement including the attached State of Missouri Terms and Conditions
- ❖ The attached NASPO ValuePoint/ State of Arizona Master Agreement ADSP016-169901, signed by the State of Arizona, Arizona Department of Administration State Procurement Office 5/9/17
- ❖ The attached Participating Addendum

The contractor shall provide mailroom equipment, supplies, and maintenance to the State of Missouri, state agencies political subdivisions and/or governmental entities at the firm, fixed prices/discounts specified in the State of Arizona Offer and Acceptance/Master Agreement ADSP016-169901 and Bid Solicitation ADSP016-00006328. All references to the State of Arizona in the attached documentation shall be deemed to refer to the State of Missouri with the exception of information specific to the State of Arizona such as background information, statistical/factual information, etc.

The contractor shall submit invoices for mailroom equipment, supplies, and maintenance to the ordering State of Missouri entities at the address identified by the state agency in their account set-up information submitted to the contractor.

The State of Missouri's state agencies shall not utilize the "Term Rental (Installment Purchase) -- Option A (Lease to Own)"

In general the purchase of mailroom furniture is unacceptable and only allowed when the state agency has obtained a waiver from Missouri Vocational Enterprises.

Federal Funds Requirement:

The contractor shall understand and agree that this procurement may involve the expenditure of federal funds. Therefore, in accordance with the Departments of Labor, Health and Human Services, and Education and Related Agencies Appropriations Act, Public Law 101-166, Section 511, "Steven's Amendment", the contractor shall not issue any statements, press releases, and other documents describing projects or programs funded in whole or in part with Federal money unless the prior approval of the state agency is obtained and unless they clearly state the following as provided by the state agency:

- the percentage of the total costs of the program or project which will be financed with Federal money;
- the dollar amount of Federal funds for the project or program; and
- percentage and dollar amount of the total costs of the project or program that will be financed by nongovernmental sources.

Debarment Certification:

The vendor certifies by signing the signature page of this original document and any addendum signature page(s) that the vendor is not presently debarred, suspended, proposed for debarment, declared ineligible, voluntarily excluded from participation, or otherwise excluded from or ineligible for participation under federal assistance programs. The vendor should complete and return the attached certification regarding debarment, etc., Exhibit A with their proposal. This document must be satisfactorily completed prior to award of the contract.

Reporting Requirement:

Upon request, at no cost to the state, the contractor shall prepare and submit a written report on an annual basis indicating purchases made by the state agency off the contract. This report must at minimum show items by contract item number, respective volumes purchased for each item, respective contract price and extended contract price; an annual total by item and for all purchases must be shown. This report must be submitted to the Division of Purchasing at P.O. Box 809, Jefferson City, Missouri, 65102, and directed to the Buyer's attention.

Executive Order 04-09, Offshore:

If any products and/or services offered under this RFP are being manufactured or performed at sites outside the United States, the vendor **MUST** disclose such fact and provide details with the proposal.

Cooperative Procurement Program:

The contractor shall participate in the State of Missouri's Cooperative Procurement Program. The contractor shall provide mailroom equipment, supplies, and maintenance as described herein under the terms and conditions, requirements and specifications of the contract, including prices, to other government entities in accordance with the Technical Services Act (section 67.360, RSMo, which is available on the internet at: <http://www.moga.mo.gov/mostatutes/stathtml/06700003601.html>.) The contractor shall further understand and agree that participation by other governmental entities is discretionary on the part of that governmental entity and the State of Missouri bears no financial responsibility for any payments due the contractor by such governmental entities.

Affidavit of Work Authorization and Documentation:

Pursuant to section 285.530, RSMo, if the offeror meets the section 285.525, RSMo, definition of a "business entity" (<http://www.moga.mo.gov/mostatutes/stathtml/28500005301.html?&me=285.530>), the offeror must affirm the offeror's enrollment and participation in the E-Verify federal work authorization program with respect to the employees hired after enrollment in the program who are proposed to work in connection with the services requested herein. The offeror should complete applicable portions of Exhibit B, Business Entity Certification, Enrollment Documentation, and Affidavit of Work Authorization. The applicable portions of Exhibit B must be submitted prior to an award of a contract.

Contractor's Personnel:

The contractor shall only employ personnel authorized to work in the United States in accordance with applicable federal and state laws. This includes but is not limited to the Illegal Immigration Reform and Immigrant Responsibility Act (IIRIRA) and INA Section 274A.

If the contractor is found to be in violation of this requirement or the applicable state, federal and local laws and regulations, and if the State of Missouri has reasonable cause to believe that the contractor has knowingly employed individuals who are not eligible to work in the United States, the state shall have the right to cancel the contract immediately without penalty or recourse and suspend or debar the contractor from doing business with the state. The state may also withhold up to twenty-five percent of the total amount due to the contractor.

The contractor shall agree to fully cooperate with any audit or investigation from federal, state, or local law enforcement agencies.

If the contractor meets the definition of a business entity as defined in section 285.525, RSMo, pertaining to section 285.530, RSMo, the contractor shall maintain enrollment and participation in the E-Verify federal work authorization program with respect to the employees hired after enrollment in the program who are proposed to work in connection with the contracted services included herein. If the contractor's business status changes during the life of the contract to become a business entity as defined in section 285.525, RSMo, pertaining to section 285.530, RSMo, then the contractor shall, prior to the performance of any services as a business entity under the contract:

1. Enroll and participate in the E-Verify federal work authorization program with respect to the employees hired after enrollment in the program who are proposed to work in connection with the services required herein; AND
2. Provide to the Division of Purchasing the documentation required in the exhibit titled, Business Entity Certification, Enrollment Documentation, and Affidavit of Work Authorization affirming said company's/individual's enrollment and participation in the E-Verify federal work authorization program; AND
3. Submit to the Division of Purchasing a completed, notarized Affidavit of Work Authorization provided in the exhibit titled, Business Entity Certification, Enrollment Documentation, and Affidavit of Work Authorization.

In accordance with subsection 2 of section 285.530, RSMo, the contractor should renew their Affidavit of Work Authorization annually. A valid Affidavit of Work Authorization is necessary to award any new contracts.

Missouri Statewide Contract Quarterly Administrative Fee:

The contractor shall pay a one percent (1%) administrative fee to the State of Missouri which shall apply to all payments received by the contractor for all mailroom equipment, supplies, and maintenance provided under the contract. Payment of the one percent administrative fee shall be non-negotiable.

The contractor shall pay the administrative fee at the end of each calendar quarter (i.e. March 31, June 30, September 30, December 31). The total administrative fee for a given quarter must equal one percent (1%) of the total payments (minus returns and credits) received by the contractor during the calendar quarter as reported on the contractor's Missouri Statewide Contract Quarterly Administrative Fee Report specified below. The administrative fee must be received by the Division of Purchasing (Purchasing) no later than the 15th calendar day of the month immediately following the end of the calendar quarter, unless the 15th is not a business day in which case the next business day thereafter shall be considered the administrative fee deadline.

Payments shall be made using one of the following acceptable payment methods:

- **Check:** Personal check, company check, cashier's check, or money order made payable to the "Missouri Revolving Information Technology Trust Fund" and sent to the following mailing address: Division of Purchasing, P.O. Box 809, Jefferson City, MO 65102 - 0809 OR Division of Purchasing, 301 West High Street, Room 630, Jefferson City, MO 65101-1517. The contractor's payment by check shall authorize the State of Missouri to process the check electronically. The contractor understands and agrees that any returned check from the contractor may be presented again electronically and may be subject to additional actions and/or handling fees.
- **Electronic Payment:** Instructions on how to submit payments electronically by automated clearing house (ACH) will be provided upon request by contacting the Division of Purchasing at (573) 751-2387.

All payments of the administrative fee shall include the contract number on any check or transmittal document. However, only one contract number must be entered on a check or transmittal document. If submitting an administrative fee payment for more than one contract, then a separate check or electronic payment and associated transmittal document must be submitted by the contractor for each contract.

Missouri Statewide Contract Quarterly Administrative Fee Report:

The contractor shall submit a Missouri Statewide Contract Quarterly Administrative Fee Report to the Division of Purchasing which shall identify the total payments (minus returns and credits) received by the contractor from state agencies, political subdivisions, universities, and governmental entities in other states that were made pursuant to the contract.

The contractor shall prepare and submit the Missouri Statewide Contract Quarterly Administrative Fee Report at the end of each calendar quarter (i.e. March 31, June 30, September 30, December 31) for total payments (minus returns and credits) received by the contractor during the calendar quarter. The Missouri Statewide Contract Quarterly Administrative Fee Report must be received by the Division of Purchasing (Purchasing) no later than the 15th calendar day of the month following the reporting quarter entered on the report, unless the 15th is not a business day in which case the next business day thereafter shall be considered the reporting deadline. Even if there has been no usage of the contract during the reporting quarter, the contractor must still submit a report and indicate no payments were received by marking the appropriate box on the report form.

The Missouri Statewide Contract Quarterly Administrative Fee Report form may be downloaded from the following Purchasing website: <http://oa.mo.gov/purchasing/vendor-information>. The Missouri Statewide Contract Quarterly Administrative Fee Report is also included herein as Attachment 1. The Missouri Statewide Contract Quarterly Administrative Fee Report must be submitted using one of the following methods:

- **Mall:** Division of Purchasing,
P.O. Box 809, Jefferson City MO 65102-0809

OR

Division of Purchasing,
301 West High Street, Room 630, Jefferson City, MO 65101-1517

- **Fax:** (573) 526-9815
- **Email:** ereports@oa.mo.gov

The contractor shall agree that the Division of Purchasing reserves the right to modify the requested format and content of the Missouri Statewide Contract Quarterly Administrative Fee Report by providing thirty (30) calendar days written notice to the contractor. The contractor shall also agree the Division of Purchasing may unilaterally amend the contract, with thirty (30) calendar days notice to the contractor to change the method of payment of the administrative fee, the timing for submission of the Missouri Statewide Contract Quarterly Administrative Fee Report, and/or timing for payment of the administrative fee. The contractor shall understand and agree that if such an amendment is issued by the Division of Purchasing, the contractor shall comply with all contractual terms, as amended.

Missouri Statewide Contract Quarterly Usage Report:

The contractor shall submit a Missouri Statewide Contract Quarterly Usage Report to the Division of Purchasing (Purchasing) which shall provide the Data Element information listed below:

Data Element	Description
Contractor Name	Contractor name as it appears on the contract.
Statewide Contract Number	Statewide contract number as listed on the cover page of your contract with the State of Missouri.
Report Contact Name	Name of the person completing the report on behalf of the contractor.
Contact Phone Number	Phone number for the person completing the report.
Contact Email Address	Email address for the person completing the report.
Date Report Submitted	Date the Missouri Statewide Contract Quarterly Usage Report is submitted to Purchasing.
Reporting Quarter	Quarter for which the contractor is reporting purchases on the contract.
Entity Type	Indicate the type of entity by entering "S" for Missouri state agency, "P" for Missouri political subdivision, "U" for Missouri university, or "O" for political subdivision or state entity from another state.
Customer Name	Customer's name. If the customer has multiple locations, please only use the main entity name.
Product or Service Description	Description of product or service purchased.
Purchase Authorization Number/Identifier	Purchase Authorization Number/Identifier supplied by customer to contractor. Enter PO or other authorization number/identifier. If procurement card used, enter "P-Card".
Contract Line Item Number	Line item number on the contract.
Quantity Delivered	Quantity (i.e. excluding returns) of products delivered. Enter a quantity of "1" for a service/project.
Unit Price Charged	Unit Price Charged (i.e. excluding credits) for the product or service purchased.
Extended Price	Quantity Delivered X Unit Price Charged.

The contractor shall prepare and submit the Missouri Statewide Contract Quarterly Usage Report at the end of each calendar quarter (i.e. March 31, June 30, September 30, December 31) for the purchases made under the contract during the calendar quarter. The Missouri Statewide Contract Quarterly Usage Report must be received by the Division of Purchasing no later than the 15th calendar day of the month following the reporting quarter entered on the Missouri Statewide Contract Quarterly Usage Report, unless the 15th is not a business day in which case the next business day thereafter shall be considered the

reporting deadline. Even if there has been no usage of the contract during the reporting quarter, the contractor must still submit a report and indicate no purchases were made.

The contractor must submit a Missouri Statewide Contract Quarterly Usage Report electronically either utilizing the "Missouri Statewide Contract Quarterly Usage Report" worksheet included herein in Attachment 2, which is downloadable from <http://oa.mo.gov/purchasing/vendor-information> or utilizing another format which is Excel-exportable. The contractor must submit the Missouri Statewide Contract Quarterly Usage Report to the following email address: ereports@oa.mo.gov.

The contractor shall agree that the Division of Purchasing reserves the right to modify the requested format and content of the Missouri Statewide Contract Quarterly Usage Report by providing thirty (30) calendar days' written notice to the contractor. The contractor shall also agree the Division of Purchasing may unilaterally amend the contract, with thirty (30) calendar days' notice to the contractor to change the timing for submission of the Missouri Statewide Contract Quarterly Usage Report. The contractor shall understand and agree that if such an amendment is issued by the Division of Purchasing, the contractor shall comply with all contractual terms, as amended.

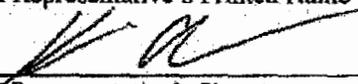
EXHIBIT A

**Certification Regarding
Debarment, Suspension, Ineligibility and Voluntary Exclusion
Lower Tier Covered Transactions**

This certification is required by the regulations implementing Executive Order 12549, Debarment and Suspension, 29 CFR Part 98 Section 98.510, Participants' responsibilities. The regulations were published as Part VII of the May 26, 1988, Federal Register (pages 19160-19211).

(BEFORE COMPLETING CERTIFICATION, READ INSTRUCTIONS FOR CERTIFICATION)

- (1) The prospective recipient of Federal assistance funds certifies, by submission of this proposal, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency.
- (2) Where the prospective recipient of Federal assistance funds is unable to certify to any of the statements in this certification, such prospective participant shall attach an explanation to this proposal.

Neopost USA Inc.	080708241
Company Name	DUNS #
Kevin O'Connor	VP US Marketing
Authorized Representative's Printed Name	Authorized Representative's Title
	10/13/2017
Authorized Representative's Signature	Date

Instructions for Certification

1. By signing and submitting this proposal, the prospective recipient of Federal assistance funds is providing the certification as set out below.
2. The certification in this clause is a material representation of fact upon which reliance was placed when this transaction was entered into. If it is later determined that the prospective recipient of Federal assistance funds knowingly rendered an erroneous certification, in addition to other remedies available to the Federal Government, the Department of Labor (DOL) may pursue available remedies, including suspension and/or debarment.
3. The prospective recipient of Federal assistance funds shall provide immediate written notice to the person to which this proposal is submitted if at any time the prospective recipient of Federal assistance funds learns that its certification was erroneous when submitted or has become erroneous by reason of changed circumstances.
4. The terms "covered transaction," "debarred," "suspended," "ineligible," "lower tier covered transaction," "participant," "person," "primary covered transaction," "principal," "proposal," and "voluntarily excluded," as used in this clause, have the meanings set out in the Definitions and Coverage sections of rules implementing Executive Order 12549. You may contact the person to which this proposal is submitted for assistance in obtaining a copy of those regulations.
5. The prospective recipient of Federal assistance funds agrees by submitting this proposal that, should the proposed covered transaction be entered into, it shall not knowingly enter into any lower tier covered transaction with a person who is debarred, suspended, declared ineligible, or voluntarily excluded from participation in this covered transaction, unless authorized by the DOL.
6. The prospective recipient of Federal assistance funds further agrees by submitting this proposal that it will include the clause titled "Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion - Lower Tier Covered Transactions," without modification, in all lower tier covered transactions and in all solicitations for lower tier covered transactions.
7. A participant in a covered transaction may rely upon a certification of a prospective participant in a lower tier covered transaction that it is not debarred, suspended, ineligible, or voluntarily excluded from the covered transaction, unless it knows that the certification is erroneous. A participant may decide the method and frequency by which it determines the eligibility of its principals. Each participant may but is not required to check the List of Parties Excluded from Procurement or Nonprocurement Programs.
8. Nothing contained in the foregoing shall be construed to require establishment of a system of records in order to render in good faith the certification required by this clause. The knowledge and information of a participant is not required to exceed that which is normally possessed by a prudent person in the ordinary course of business dealings.
9. Except for transactions authorized under paragraph 5 of these instructions, if a participant in a covered transaction knowingly enters into a lower tier covered transaction with a person who is suspended, debarred, ineligible, or voluntarily excluded from participation in this transaction, in addition to other remedies available to the Federal Government, the DOL may pursue available remedies, including suspension and/or debarment.

EXHIBIT B
BUSINESS ENTITY CERTIFICATION, ENROLLMENT DOCUMENTATION,
AND AFFIDAVIT OF WORK AUTHORIZATION

BUSINESS ENTITY CERTIFICATION:

The contractor must certify their current business status by completing either Box A or Box B or Box C on this Exhibit.

- BOX A:** To be completed by a non-business entity as defined below.
- BOX B:** To be completed by a business entity who has not yet completed and submitted documentation pertaining to the federal work authorization program as described at <http://www.uscis.gov/e-verify>.
- BOX C:** To be completed by a business entity who has current work authorization documentation on file with a Missouri state agency including Division of Purchasing.

Business entity, as defined in section 285.525, RSMo, pertaining to section 285.530, RSMo, is any person or group of persons performing or engaging in any activity, enterprise, profession, or occupation for gain, benefit, advantage, or livelihood. The term "business entity" shall include but not be limited to self-employed individuals, partnerships, corporations, contractors, and subcontractors. The term "business entity" shall include any business entity that possesses a business permit, license, or tax certificate issued by the state, any business entity that is exempt by law from obtaining such a business permit, and any business entity that is operating unlawfully without such a business permit. The term "business entity" shall not include a self-employed individual with no employees or entities utilizing the services of direct sellers as defined in subdivision (17) of subsection 12 of section 288.034, RSMo.

Note: Regarding governmental entities, business entity includes Missouri schools, Missouri universities (other than stated in Box C), out of state agencies, out of state schools, out of state universities, and political subdivisions. A business entity does not include Missouri state agencies and federal government entities.

BOX A - CURRENTLY NOT A BUSINESS ENTITY

I certify that _____ (Company/Individual Name) **DOES NOT CURRENTLY MEET** the definition of a business entity, as defined in section 285.525, RSMo pertaining to section 285.530, RSMo as stated above, because: (check the applicable business status that applies below)

- I am a self-employed individual with no employees; OR
- The company that I represent employs the services of direct sellers as defined in subdivision (17) of subsection 12 of section 288.034, RSMo.

I certify that I am not an alien unlawfully present in the United States and if _____ (Company/Individual Name) is awarded a contract for the services requested herein under CC171429001 and if the business status changes during the life of the contract to become a business entity as defined in section 285.525, RSMo, pertaining to section 285.530, RSMo, then, prior to the performance of any services as a business entity, _____ (Company/Individual Name) agrees to complete Box B, comply with the requirements stated in Box B and provide the Division of Purchasing with all documentation required in Box B of this exhibit.

Authorized Representative's Name (Please Print)

Authorized Representative's Signature

Company Name (if applicable)

Date

EXHIBIT B, Continued

(Complete the following if you DO NOT have the E-Verify documentation and a current Affidavit of Work Authorization already on file with the State of Missouri. If completing Box B, do not complete Box C.)

BOX B – CURRENT BUSINESS ENTITY STATUS

I certify that _____ (Business Entity Name) **MEETS** the definition of a business entity as defined in section 285.525, RSMo, pertaining to section 285.530.

Authorized Business Entity Representative's
Name (Please Print)

Authorized Business Entity
Representative's Signature

Business Entity Name

Date

E-Mail Address

As a business entity, the contractor must perform/provide each of the following. The contractor should check each to verify completion/submission of all of the following:

- Enroll and participate in the E-Verify federal work authorization program (Website: <http://www.uscis.gov/e-verify>; Phone: 888-464-4218; Email: e-verify@dhs.gov) with respect to the employees hired after enrollment in the program who are proposed to work in connection with the services required herein; AND
- Provide documentation affirming said company's/individual's enrollment and participation in the E-Verify federal work authorization program. Documentation shall include EITHER the E-Verify Employment Eligibility Verification page listing the contractor's name and company ID OR a page from the E-Verify Memorandum of Understanding (MOU) listing the contractor's name and the MOU signature page completed and signed, at minimum, by the contractor and the Department of Homeland Security – Verification Division. If the signature page of the MOU lists the contractor's name and company ID, then no additional pages of the MOU must be submitted; AND
- Submit a completed, notarized Affidavit of Work Authorization provided on the next page of this Exhibit.

EXHIBIT B, Continued

AFFIDAVIT OF WORK AUTHORIZATION:

The contractor who meets the section 285.525, RSMo, definition of a business entity must complete and return the following Affidavit of Work Authorization.

Comes now _____ (Name of Business Entity Authorized Representative) as _____ (Position/Title) first being duly sworn on my oath, affirm _____ (Business Entity Name) is enrolled and will continue to participate in the E-Verify federal work authorization program with respect to employees hired after enrollment in the program who are proposed to work in connection with the services related to contract(s) with the State of Missouri for the duration of the contract(s), if awarded in accordance with subsection 2 of section 285.530, RSMo. I also affirm that _____ (Business Entity Name) does not and will not knowingly employ a person who is an unauthorized alien in connection with the contracted services provided under the contract(s) for the duration of the contract(s), if awarded.

In Affirmation thereof, the facts stated above are true and correct. (The undersigned understands that false statements made in this filing are subject to the penalties provided under section 575.040, RSMo.)

_____	_____
Authorized Representative's Signature	Printed Name
_____	_____
Title	Date
_____	_____
E-Mail Address	E-Verify Company ID Number

Subscribed and sworn to before me this _____ of _____, I am
(DAY) (MONTH, YEAR)
commissioned as a notary public within the County of _____, State of
(NAME OF COUNTY)
_____, and my commission expires on _____
(NAME OF STATE) (DATE)

_____	_____
Signature of Notary	Date

EXHIBIT B, Continued

(Complete the following if you have the E-Verify documentation and a current Affidavit of Work Authorization already on file with the State of Missouri. If completing Box C, do not complete Box B.)

I certify that Neopost USA Inc. (Business Entity Name) **MEETS** the definition of a business entity as defined in section 285.525, RSMo, pertaining to section 285.530, RSMo, and have enrolled and currently participates in the E-Verify federal work authorization program with respect to the employees hired after enrollment in the program who are proposed to work in connection with the services related to contract(s) with the State of Missouri. We have previously provided documentation to a Missouri state agency or public university that affirms enrollment and participation in the E-Verify federal work authorization program. The documentation that was previously provided included the following:

- ✓ The E-Verify Employment Eligibility Verification page OR a page from the E-Verify Memorandum of Understanding (MOU) listing the contractor's name and the MOU signature page completed and signed by the contractor and the Department of Homeland Security – Verification Division
- ✓ A current, notarized Affidavit of Work Authorization (must be completed, signed, and notarized within the past twelve months).

Name of Missouri State Agency or Public University* to Which Previous E-Verify Documentation Submitted:

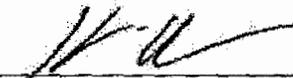
(*Public University includes the following five schools under chapter 34, RSMo: Harris-Stowe State University – St. Louis; Missouri Southern State University – Joplin; Missouri Western State University – St. Joseph; Northwest Missouri State University – Maryville; Southeast Missouri State University – Cape Girardeau.)

Date of Previous E-Verify Documentation Submission: 12/15/2010

Previous Bid/Contract Number for Which Previous E-Verify Documentation Submitted:

(if known)

Kevin O'Connor
Authorized Business Entity Representative's Name (Please Print)


Authorized Business Entity Representative's Signature

379156
E-Verify MOU Company ID Number

government@neopost.com
E-Mail Address

Neopost USA Inc.
Business Entity Name

10/13/2017
Date

FOR STATE USE ONLY

Documentation Verification Completed By:

Melissa Sachett
Buyer

11/14/17
Date

**STATE OF MISSOURI
DIVISION OF PURCHASING**

TERMS AND CONDITIONS

This contract expresses the complete agreement of the parties and performance shall be governed solely by the specifications and requirements contained herein. Any change must be accomplished by a formal signed amendment prior to the effective date of such change.

1. APPLICABLE LAWS AND REGULATIONS

- a. The contract shall be construed according to the laws of the State of Missouri (state). The contractor shall comply with all local, state, and federal laws and regulations related to the performance of the contract to the extent that the same may be applicable.
- b. To the extent that a provision of the contract is contrary to the Constitution or laws of the State of Missouri or of the United States, the provisions shall be void and unenforceable. However, the balance of the contract shall remain in force between the parties unless terminated by consent of both the contractor and the state.
- c. The contractor must be registered and maintain good standing with the Secretary of State of the State of Missouri and other regulatory agencies, as may be required by law or regulations.
- d. The contractor must timely file and pay all Missouri sales, withholding, corporate and any other required Missouri tax returns and taxes, including interest and additions to tax.
- e. The exclusive venue for any legal proceeding relating to or arising out of the contract shall be in the Circuit Court of Cole County, Missouri.
- f. The contractor shall only employ personnel authorized to work in the United States in accordance with applicable federal and state laws and Executive Order 07-13 for work performed in the United States.

2. INVOICING AND PAYMENT

- a. The State of Missouri does not pay state or federal taxes unless otherwise required under law or regulation. Prices shall include all packing, handling and shipping charges FOB destination, freight prepaid and allowed unless otherwise specified herein.
- b. The statewide financial management system has been designed to capture certain receipt and payment information. For each purchase order received, an invoice must be submitted that references the purchase order number and must be itemized in accordance with items listed on the purchase order. Failure to comply with this requirement may delay processing of invoices for payment.
- c. The contractor shall not transfer any interest in the contract, whether by assignment or otherwise, without the prior written consent of the state.
- d. Payment for all equipment, supplies, and/or services required herein shall be made in arrears unless otherwise indicated in the specific contract terms.
- e. The State of Missouri assumes no obligation for equipment, supplies, and/or services shipped or provided in excess of the quantity ordered. Any unauthorized quantity is subject to the state's rejection and shall be returned at the contractor's expense.
- f. All invoices for equipment, supplies, and/or services purchased by the State of Missouri shall be subject to late payment charges as provided in section 34.055, RSMo.
- g. The State of Missouri reserves the right to purchase goods and services using the state purchasing card.

3. DELIVERY

Time is of the essence. Deliveries of equipment, supplies, and/or services must be made no later than the time stated in the contract or within a reasonable period of time, if a specific time is not stated.

4. INSPECTION AND ACCEPTANCE

- a. No equipment, supplies, and/or services received by an agency of the state pursuant to a contract shall be deemed accepted until the agency has had reasonable opportunity to inspect said equipment, supplies, and/or services.
- b. All equipment, supplies, and/or services which do not comply with the specifications and/or requirements or which are otherwise unacceptable or defective may be rejected. In addition, all equipment, supplies, and/or services which are discovered to be defective or which do not conform to any warranty of the contractor upon inspection (or at any later time if the defects contained were not reasonably ascertainable upon the initial inspection) may be rejected.
- c. The State of Missouri reserves the right to return any such rejected shipment at the contractor's expense for full credit or replacement and to specify a reasonable date by which replacements must be received.
- d. The State of Missouri's right to reject any unacceptable equipment, supplies, and/or services shall not exclude any other legal, equitable or contractual remedies the state may have.

5. CONFLICT OF INTEREST

Elected or appointed officials or employees of the State of Missouri or any political subdivision thereof, serving in an executive or administrative capacity, must comply with sections 105.452 and 105.454, RSMo, regarding conflict of interest.

6. WARRANTY

Contractor warrants that upon delivery the equipment rented hereunder will be in good working condition. If the equipment is not in good working condition upon delivery, Contractor shall promptly repair or replace the equipment at its sole cost and expense. If the equipment requires repair or replacement during the rental period, contractor will promptly repair or replace the equipment at its sole cost and expense, provided, however, if the repair or replacement is necessary due to the customer's abuse, misuse or neglect, the customer will be responsible for the cost of such repair or replacement. EXCEPT AS SET FORTH HEREIN CONTRACTOR DISCLAIMS ALL OTHER WARRANTIES, EXPRESS OR IMPLIED, WITH RESPECT TO THE RENTAL OF EQUIPMENT.

7. REMEDIES AND RIGHTS

- a. No provision in the contract shall be construed, expressly or implied, as a waiver by the State of Missouri of any existing or future right and/or remedy available by law in the event of any claim by the State of Missouri of the contractor's default or breach of contract.
- b. The contractor agrees and understands that the contract shall constitute an assignment by the contractor to the State of Missouri of all rights, title and interest in and to all causes of action that the contractor may have under the antitrust laws of the United States or the State of Missouri for which causes of action have accrued or will



Company ID Number: 32855

Client Company ID Number: 379156

If you have any questions, contact E-Verify at 1-888-464-4218.

Approved by:

Employer Neopost USA Inc.	
Name (Please Type or Print)	Title
Signature	Date
E-Verify Employer Agent ADP, LLC	
Name (Please Type or Print) Chris Lozaga	Title
Signature Electronically Signed	Date 12/15/2010
Department of Homeland Security – Verification Division	
Name (Please Type or Print) USCIS Verification Division	Title
Signature Electronically Signed	Date 12/15/2010

accrue as the result of or in relation to the particular equipment, supplies, and/or services purchased or procured by the contractor in the fulfillment of the contract with the State of Missouri.

8. CANCELLATION OF CONTRACT

- a. In the event of material breach of the contractual obligations by the contractor, the state may cancel the contract. At its sole discretion, the state may give the contractor an opportunity to cure the breach or to explain how the breach will be cured. The actual cure must be completed within no more than 10 working days from notification, or at a minimum the contractor must provide the state within 10 working days from notification a written plan detailing how the contractor intends to cure the breach.
- b. If the contractor fails to cure the breach or if circumstances demand immediate action, the state will issue a notice of cancellation terminating the contract immediately. If it is determined Purchasing improperly cancelled the contract, such cancellation shall be deemed a termination for convenience in accordance with the contract.
- c. If the state cancels the contract for breach, the state reserves the right to obtain the equipment, supplies, and/or services to be provided pursuant to the contract from other sources and upon such terms and in such manner as the state deems appropriate and charge the contractor for any additional costs incurred thereby. The termination or expiration of this Agreement shall in no way relieve any individual entity from its obligations to any product leases or postage meter rental agreements that were entered prior to the date of any such termination.
- d. The contractor understands and agrees that funds required to fund the contract must be appropriated by the General Assembly of the State of Missouri for each fiscal year included within the contract period. The contract shall not be binding upon the state for any period in which funds have not been appropriated, and the state shall not be liable for any costs associated with termination caused by lack of appropriations.

9. BANKRUPTCY OR INSOLVENCY

Upon filing for any bankruptcy or insolvency proceeding by or against the contractor, whether voluntary or involuntary, or upon the appointment of a receiver, trustee, or assignee for the benefit of creditors, the contractor must notify the state immediately. Upon learning of any such actions, the state reserves the right, at its sole discretion, to either cancel the contract or affirm the contract and hold the contractor responsible for damages.

10. INVENTIONS, PATENTS AND COPYRIGHTS

The contractor shall defend, protect, and hold harmless the State of Missouri, its officers, agents, and employees against all suits of law or in equity resulting from patent and copyright infringement concerning the contractor's performance or products produced under the terms of the contract. This section shall only apply to the extent Contractor is the designer or manufacturer of goods provided hereunder.

11. NON-DISCRIMINATION AND AFFIRMATIVE ACTION

In connection with the furnishing of equipment, supplies, and/or services under the contract, the contractor and all subcontractors shall agree not to discriminate against recipients of services or employees or applicants for employment on the basis of race, color, religion, national origin, sex, age, disability, or veteran status unless otherwise provided by law. If the contractor or subcontractor employs at least 50 persons, they shall have and maintain an affirmative action program which shall include:

- a. A written policy statement committing the organization to affirmative action and assigning management responsibilities and procedures for evaluation and dissemination;
- b. The identification of a person designated to handle affirmative action;
- c. The establishment of non-discriminatory selection standards, objective measures to analyze recruitment, an upward mobility system, a wage and salary structure, and standards applicable to layoff, recall, discharge, demotion, and discipline;
- d. The exclusion of discrimination from all collective bargaining agreements; and
- e. Performance of an internal audit of the reporting system to monitor execution and to provide for future planning.

If discrimination by a contractor is found to exist, the state shall take appropriate enforcement action which may include, but not necessarily be limited to, cancellation of the contract, suspension, or debarment by the state until corrective action by the contractor is made and ensured, and referral to the Attorney General's Office, whichever enforcement action may be deemed most appropriate.

12. AMERICANS WITH DISABILITIES ACT

In connection with the furnishing of equipment, supplies, and/or services under the contract, the contractor and all subcontractors shall comply with all applicable requirements and provisions of the Americans with Disabilities Act (ADA).

13. FILING AND PAYMENT OF TAXES

The commissioner of administration and other agencies to which the state purchasing law applies shall not contract for goods or services with a vendor if the vendor or an affiliate of the vendor makes sales at retail of tangible personal property or for the purpose of storage, use, or consumption in this state but fails to collect and properly pay the tax as provided in chapter 144, RSMo. For the purposes of this section, "affiliate of the vendor" shall mean any person or entity that is controlled by or is under common control with the vendor, whether through stock ownership or otherwise.

14. COMMUNICATIONS AND NOTICES

Any notice to the contractor shall be deemed sufficient when deposited in the United States mail postage prepaid, transmitted by facsimile, transmitted by e-mail or hand-carried and presented to an authorized employee of the contractor.

Revised 08/17/15

EXHIBIT B, Continued

AFFIDAVIT OF WORK AUTHORIZATION:

The contractor who meets the section 285.525, RSMo, definition of a business entity must complete and return the following Affidavit of Work Authorization.

Comes now Bowman's Mailing Solutions (Name of Business Entity Authorized Representative) as owner/member (Position/Title) first being duly sworn on my oath, affirm Bowman's Mailing Solutions (Business Entity Name) is enrolled and will continue to participate in the E-Verify federal work authorization program with respect to employees hired after enrollment in the program who are proposed to work in connection with the services related to contract(s) with the State of Missouri for the duration of the contract(s), if awarded in accordance with subsection 2 of section 285.530, RSMo. I also affirm that Bowman's Mailing Solutions (Business Entity Name) does not and will not knowingly employ a person who is an unauthorized alien in connection with the contracted services provided under the contract(s) for the duration of the contract(s), if awarded.

In Affirmation thereof, the facts stated above are true and correct. (The undersigned understands that false statements made in this filing are subject to the penalties provided under section 575.040, RSMo.)

Steve Bowman

Authorized Representative's Signature

Steve Bowman

Printed Name

owner/member

Title

8/2/2017

Date

Steveb@BowmanMS.com

E-Mail Address

SBOW9171

E-Verify Company ID Number

Subscribed and sworn to before me this 2nd of August. I am
(DAY) (MONTH, YEAR)

commissioned as a notary public within the County of St Charles, State of
(NAME OF COUNTY)

Missouri, and my commission expires on 1-4-2021.
(NAME OF STATE) (DATE)

Pamela D. Mitchell
Signature of Notary

8/2/17

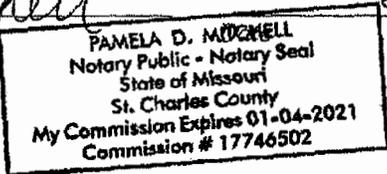


EXHIBIT B, Continued

AFFIDAVIT OF WORK AUTHORIZATION:

The contractor who meets the section 285.525, RSMo, definition of a business entity must complete and return the following Affidavit of Work Authorization.

Comes now SHANE E. BERRY (Name of Business Entity Authorized Representative) as CO CHAIRMAN (Position/Title) first being duly sworn on my oath, affirm MEMPHIS COMMUNICATIONS CO. LLC (Business Entity Name) is enrolled and will continue to participate in the E-Verify federal work authorization program with respect to employees hired after enrollment in the program who are proposed to work in connection with the services related to contract(s) with the State of Missouri for the duration of the contract(s), if awarded in accordance with subsection 2 of section 285.530, RSMo. I also affirm that MEMPHIS COMMUNICATIONS CO. LLC (Business Entity Name) does not and will not knowingly employ a person who is an unauthorized alien in connection with the contracted services provided under the contract(s) for the duration of the contract(s), if awarded.

In Affirmation thereof, the facts stated above are true and correct. (The undersigned understands that false statements made in this filing are subject to the penalties provided under section 575.040, RSMo.)

<u>Shane E Berry</u> Authorized Representative's Signature	<u>SHANE E. BERRY</u> Printed Name
<u>CO CHAIRMAN</u> Title	<u>1 AUGUST 2017</u> Date
<u>shaneberry@memphiscorcommunications.com</u> E-Mail Address	<u>1221222</u> E-Verify Company ID Number

Subscribed and sworn to before me this 1st of August 2017. I am
(DAY) (MONTH, YEAR)
commissioned as a notary public within the County of Shelby, State of
(NAME OF COUNTY)
TN, and my commission expires on 2/19/2018.
(NAME OF STATE) (DATE)

Julie Levitt
Signature of Notary
8/1/2017
Date

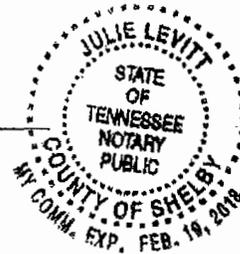


EXHIBIT B, Continued

AFFIDAVIT OF WORK AUTHORIZATION:

The contractor who meets the section 285.525, RSMo, definition of a business entity must complete and return the following Affidavit of Work Authorization.

Comes now Bill Meade (Name of Business Entity Authorized Representative) as Manager (Position/Title) first being duly sworn on my oath, affirm OMECORP LLC (Business Entity Name) is enrolled and will continue to participate in the E-Verify federal work authorization program with respect to employees hired after enrollment in the program who are proposed to work in connection with the services related to contract(s) with the State of Missouri for the duration of the contract(s), if awarded in accordance with subsection 2 of section 285.530, RSMo. I also affirm that OMECORP LLC (Business Entity Name) does not and will not knowingly employ a person who is an unauthorized alien in connection with the contracted services provided under the contract(s) for the duration of the contract(s), if awarded.

In Affirmation thereof, the facts stated above are true and correct. (The undersigned understands that false statements made in this filing are subject to the penalties provided under section 575.040, RSMo.)

[Signature]
Authorized Representative's Signature

Bill Meade
Printed Name

Manager
Title

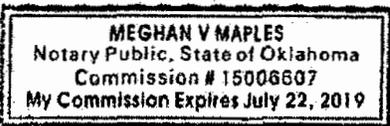
8/4/17
Date

bill@omecorp.com
E-Mail Address

1218978
E-Verify Company ID Number

Subscribed and sworn to before me this 4 of August 2017. I am
(DAY) (MONTH, YEAR)

commissioned as a notary public within the County of Wagoner, State of
(NAME OF COUNTY)
Oklahoma, and my commission expires on 7/22/2019.
(NAME OF STATE) (DATE)



[Signature]
Signature of Notary

8/4/17
Date

EXHIBIT B, Continued

AFFIDAVIT OF WORK AUTHORIZATION:

The contractor who meets the section 285.525, RSMo, definition of a business entity must complete and return the following Affidavit of Work Authorization.

Comes now Matthew Burleson (Name of Business Entity Authorized Representative) as Director of HR (Position/Title) first being duly sworn on my oath, affirm Summit Mailing & Shipping Systems (Business Entity Name) is enrolled and will continue to participate in the E-Verify federal work authorization program with respect to employees hired after enrollment in the program who are proposed to work in connection with the services related to contract(s) with the State of Missouri for the duration of the contract(s), if awarded in accordance with subsection 2 of section 285.530, RSMo. I also affirm that Summit Mailing & Shipping Systems (Business Entity Name) does not and will not knowingly employ a person who is an unauthorized alien in connection with the contracted services provided under the contract(s) for the duration of the contract(s), if awarded.

In Affirmation thereof, the facts stated above are true and correct. (The undersigned understands that false statements made in this filing are subject to the penalties provided under section 575.040, RSMo.)

<u>Matthew Burleson</u> Authorized Representative's Signature	<u>Matthew Burleson</u> Printed Name
<u>Director of HR</u> Title	<u>8/1/17</u> Date
<u>matth@summitaffiliates.com</u> E-Mail Address	<u>532420</u> E-Verify Company ID Number

Subscribed and sworn to before me this 1st of August 2017. I am
(DAY) (MONTH, YEAR)
commissioned as a notary public within the County of Oklahoma, State of
(NAME OF COUNTY)
Oklahoma, and my commission expires on 1-29-19.
(NAME OF STATE) (DATE)

Gene Pitt
Signature of Notary
1-29-19
Date



EXHIBIT B, Continued

AFFIDAVIT OF WORK AUTHORIZATION:

The contractor who meets the section 285.525, RSMo, definition of a business entity must complete and return the following Affidavit of Work Authorization.

Comes now Francis Costello (Name of Business Entity Authorized Representative) as President (Position/Title) first being duly sworn on my oath, affirm B1-STATE Business Solutions (Business Entity Name) is enrolled and will continue to participate in the E-Verify federal work authorization program with respect to employees hired after enrollment in the program who are proposed to work in connection with the services related to contract(s) with the State of Missouri for the duration of the contract(s), if awarded in accordance with subsection 2 of section 285.530, RSMo. I also affirm that B1-STATE Business Solutions (Business Entity Name) does not and will not knowingly employ a person who is an unauthorized alien in connection with the contracted services provided under the contract(s) for the duration of the contract(s), if awarded.

In Affirmation thereof, the facts stated above are true and correct. (The undersigned understands that false statements made in this filing are subject to the penalties provided under section 575.040, RSMo.)

Francis Costello
Authorized Representative's Signature

Francis Costello
Printed Name

President
Title

10/16/17
Date

fcostello@postalsource.com
E-Mail Address

FCOSS360
E-Verify Company ID Number

Subscribed and sworn to before me this 16th of October 2017. I am
(DAY) (MONTH, YEAR)
commissioned as a notary public within the County of Scott, State of
(NAME OF COUNTY)
Iowa, and my commission expires on March 23 2017
(NAME OF STATE) (DATE)

Shana DeFee
Signature of Notary

10/16/17
Date

IOWA

SECRETARY OF STATE

SHANA ROSE DELOE
BI-STATE BUSINESS SOLUTIONS INC
21130 HOLDEN DR
DAVENPORT, IA 52806

To all to whom these Presents shall come, Greeting.

Whereas SHANA ROSE DELOE

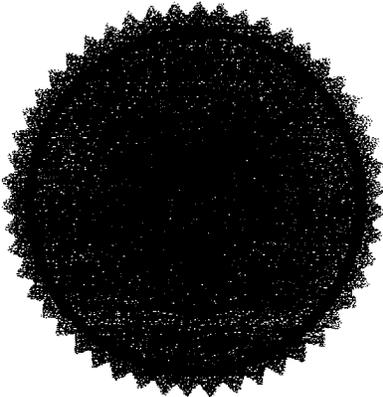
has been duly appointed to the office of NOTARY PUBLIC in and for The State of Iowa for the period beginning March 28, 2016 and ending March 28, 2019 and has duly qualified as required by law. Therefore, Know Ye, That in pursuance of law, I, Paul D. Pate, Secretary of State of the State of Iowa, in the name and by authority of the people of the State, do hereby commission the said

SHANA ROSE DELOE

Commission No. 777692

to said office with full power and authority to execute and fulfill the duties thereof according to law, and to enjoy all the rights, authorities, privileges and emoluments thereto legally appertaining during the period of this appointment, unless the commission be sooner revoked or annulled by lawful authority.

In Testimony Whereof, I have hereunto set my hand and Seal of the Secretary of State of Iowa. Done at Des Moines on February 05, 2016.



PAUL D. PATE SECRETARY OF STATE

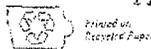


EXHIBIT B, Continued

AFFIDAVIT OF WORK AUTHORIZATION:

The contractor who meets the section 285.525, RSMo, definition of a business entity must complete and return the following Affidavit of Work Authorization.

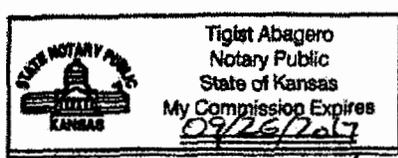
Comes now ANTHONY J KUCHTA (Name of Business Entity Authorized Representative) as General Manager (Position/Title) first being duly sworn on my oath, affirm TRUSTLINE LLC (Business Entity Name) is enrolled and will continue to participate in the E-Verify federal work authorization program with respect to employees hired after enrollment in the program who are proposed to work in connection with the services related to contract(s) with the State of Missouri for the duration of the contract(s), if awarded in accordance with subsection 2 of section 285.530, RSMo. I also affirm that TRUSTLINE LLC (Business Entity Name) does not and will not knowingly employ a person who is an unauthorized alien in connection with the contracted services provided under the contract(s) for the duration of the contract(s), if awarded.

In Affirmation thereof, the facts stated above are true and correct. (The undersigned understands that false statements made in this filing are subject to the penalties provided under section 575.040, RSMo.)

<u>[Signature]</u> Authorized Representative's Signature	<u>ANTHONY J KUCHTA</u> Printed Name
<u>General Manager</u> Title	<u>8-1-17</u> Date
<u>TRUCHTA@TRUSTLINE.ORG</u> E-Mail Address	<u>232077</u> E-Verify Company ID Number

Subscribed and sworn to before me this 01 of 08-2017. I am
(DAY) (MONTH, YEAR)
commissioned as a notary public within the County of Johnson State of
(NAME OF COUNTY)
Kansas, and my commission expires on 09/26/2017
(NAME OF STATE) (DATE)

[Signature]
Signature of Notary
09/26/2017
Date



08/01/2017



Send
Receive
Connect

NASPO ValuePoint Contract # ADSO16_00006328

This is the price catalog is for Neopost USA Inc. (Offeror Includes both Neopost and Hasler brand products)
Purchase Orders for equipment being PURCHASED from Neopost's so be made out to:

Neopost USA Inc.
FEIN: 94-2388882
478 Wheelers Farms Road
Milford, CT 06461
PH: 1-800-NEOPOST
FAX: 1-203-301-2600
URL: www.neopostusa.com/NAGA/Government-Accounts

For all Entites who will be leasing off the NASPO ValuePoint contract
Purchase Orders for equipment being LEASED from Neopost should be made out to :

MailFinance Inc.
FEIN 94-2984524
478 Wheelers Farms Road

Milford, CT 06461

PH: 1-800-NEOPOST

FAX: 1-203-301-2600

URL: www.neopostusa.com/NAGA/Government-Accounts

Included in this price catalog is a tab for all the current products offered under the NASPO ValuePoint contract.

Neopost will offer Promotional Meter pricing on all NASPO orders.

It includes tab for pricing Meter Rental for all legacy equipment no longer on the contract.

It includes tab is for Pricing Maintenance for all legacy equipment no longer on the contract.

It includes tab for Neopost USA Lease rates.

First year warranty included on equipment.

Catalog Updated May2017

This pricing is for meter rental of equipment that is no longer in current production.

Equipment	Options	Price	Notes
Legacy Meter Rental	IJ40BAI	IJ-35/40	\$57
Legacy Meter Rental	IJ50BAI	IJ-45/50	\$59
Legacy Meter Rental	IJ60BAI	IJ-60	\$70
Legacy Meter Rental	IJ70BAI	IJ-65/70	\$98
Legacy Meter Rental	IJ70BAI + SP20	IJ-65/70 + Postal Expense Manager	\$128
Legacy Meter Rental	IJ70BAI + SP30	IJ-65/70 + eServices	\$113
Legacy Meter Rental	IJ70BAI + SP20 & SP30	IJ-65/70 + Postal Expense Manager + eServices	\$143
Legacy Meter Rental	IJ70BAI + SP10	IJ-65/70 + RCP	\$128
Legacy Meter Rental	IJ70BAI + SP10 & SP20	IJ-65/70 + RCP + Postal Expense Manager	\$158
Legacy Meter Rental	IJ70BAI + SP10 & SP30	IJ-65/70 + RCP + eServices	\$143
Legacy Meter Rental	IJ70BAI + SP10, SP20 & SP30	IJ-65/70 + RCP + Postal Expense Manager + eServices	\$193
Legacy Meter Rental	IJ90BA	IJ-90	\$126
Legacy Meter Rental	IJ90BA + SP20	IJ-90 + Postal Expense Manager	\$156
Legacy Meter Rental	IJ90BA + SP30	IJ-90 + eServices	\$141
Legacy Meter Rental	IJ90BA + SP20 & SP30	IJ-90 + Postal Expense Manager + eServices	\$171
Legacy Meter Rental	IJ90BA + SP10	IJ-90 + RCP	\$156
Legacy Meter Rental	IJ90BA + SP10 & SP20	IJ-90 + RCP + Postal Expense Manager	\$176
Legacy Meter Rental	IJ90BA + SP10 & SP30	IJ-90 + RCP + eServices	\$171
Legacy Meter Rental	IJ90BA + SP10, SP20 & SP30	IJ-90 + RCP + Postal Expense Manager + eServices	\$191
Legacy Meter Rental	IJ110BA	IJ-110	\$126
Legacy Meter Rental	IJ110BA + SP20	IJ-110 + Postal Expense Manager	\$156
Legacy Meter Rental	IJ110BA + SP30	IJ-110 + eServices	\$141
Legacy Meter Rental	IJ110BA + SP20 & SP30	IJ-110 + Postal Expense Manager + eServices	\$171
Legacy Meter Rental	IJ110BA + SP10	IJ-110 + RCP	\$156
Legacy Meter Rental	IJ110BA + SP10 & SP20	IJ-110 + RCP + Postal Expense Manager	\$176
Legacy Meter Rental	IJ110BA + SP10 & SP30	IJ-110 + RCP + eServices	\$171
Legacy Meter Rental	IJ110BA + SP10, SP20 & SP30	IJ-110 + RCP + Postal Expense Manager + eServices	\$191
Legacy Meter Rental	IJ80BA	IJ-80	\$121
Legacy Meter Rental	IJ80BA + SP20	IJ-80 + Postal Expense Manager	\$151
Legacy Meter Rental	IJ80BA + SP30	IJ-80 + eServices	\$136
Legacy Meter Rental	IJ80BA + SP20 & SP30	IJ-80 + Postal Expense Manager + eServices	\$166

Legacy Meter Rental	IJ80BA + SP10	IJ-80 + RCP	\$151
Legacy Meter Rental	IJ80BA + SP10 & SP20	IJ-80 + RCP + Postal Expense Manager	\$171
Legacy Meter Rental	IJ80BA + SP10 & SP30	IJ-80 + RCP + eServices	\$166
Legacy Meter Rental	IJ80BA + SP10, SP20 & SP30	IJ-80 + RCP + Postal Expense Manager + eServices	\$186
Legacy Meter Rental	IS430AI & SP10 & SP30	IS420 meter rental w/ SP10 & SP30	\$88
Legacy Meter Rental	IS430AI + SP10	IS420 meter rental w/ SP10	\$78
Legacy Meter Rental	IS430AI, SP10 & SP20	IS420 meter rental w/ SP10 & SP20	\$93
Legacy Meter Rental	IS430AI, SP10 & SP35	IS420 meter rental w/ SP10 & SP35	\$108
Legacy Meter Rental	IS430AI, SP10, SP20 & SP30	IS420 meter rental w/ SP10, SP20 & SP30	\$103
Legacy Meter Rental	IS430AI, SP10, SP20 & SP35	IS420 meter rental w/ SP10, SP20 & SP35	\$123
Legacy Meter Rental	IS440AI & SP10 & SP30	IS440 meter rental w/ SP10 & SP30	\$96
Legacy Meter Rental	IS440AI + SP10	IS440 meter rental w/ SP10	\$86
Legacy Meter Rental	IS440AI, SP10 & SP20	IS440 meter rental w/ SP10 & SP20	\$101
Legacy Meter Rental	IS440AI, SP10 & SP35	IS440 meter rental w/ SP10 & SP35	\$121
Legacy Meter Rental	IS440AI, SP10, SP20 & SP30	IS440 meter rental w/ SP10, SP20 & SP30	\$111
Legacy Meter Rental	IS440AI, SP10, SP20 & SP35	IS440 meter rental w/ SP10, SP20 & SP35	\$136
Legacy Meter Rental	IS460AI & SP10 & SP30	IS460 meter rental w/ SP10 & SP30	\$114
Legacy Meter Rental	IS460AI + SP10	IS460 meter rental w/ SP10	\$104
Legacy Meter Rental	IS460AI, SP10 & SP20	IS460 meter rental w/ SP10 & SP20	\$119
Legacy Meter Rental	IS460AI, SP10 & SP35	IS460 meter rental w/ SP10 & SP35	\$144
Legacy Meter Rental	IS460AI, SP10, SP20 & SP30	IS460 meter rental w/ SP10, SP20 & SP30	\$129
Legacy Meter Rental	IS460AI, SP10, SP20 & SP35	IS460 meter rental w/ SP10, SP20 & SP35	\$159
Legacy Meter Rental	IS480AI & SP10 & SP30	IS480 meter rental w/ SP10 & SP30	\$138
Legacy Meter Rental	IS480AI + SP10	IS480 meter rental w/ SP10	\$123
Legacy Meter Rental	IS480AI, SP10 & SP20	IS480 meter rental w/ SP10 & SP20	\$148
Legacy Meter Rental	IS480AI, SP10 & SP35	IS480 meter rental w/ SP10 & SP35	\$163

Legacy Meter Rental	IS480AI, SP10, SP20 & SP30	IS480 meter rental w/ SP10, SP20 & SP30	\$163
Legacy Meter Rental	IS480AI, SP10, SP20 & SP35	IS480 meter rental w/ SP10, SP20 & SP35	\$188
Legacy Meter Rental	IS490, SP10 & SP20	IS490 meter rental w/ SP10 & SP20	\$153
Legacy Meter Rental	IS490, SP10 & SP30	IS490 meter rental w/ SP10 & SP30	\$148
Legacy Meter Rental	IS490, SP10 & SP35	IS490 meter rental w/ SP10 & SP35	\$173
Legacy Meter Rental	IS490, SP10, SP20 & SP30	IS490 meter rental w/ SP10, SP20 & SP30	\$168
Legacy Meter Rental	IS490, SP10, SP20 & SP35	IS490 meter rental w/ SP10, SP30 & SP35	\$193
Legacy Meter Rental	IS490I, SP10	IS490 meter rental w/ SP10	\$133
Legacy Meter Rental	WJ220AIAI	WJ220AIAI	\$126
Legacy Meter Rental	WJ220AI + SP20	WJ220AI + Postal Expense Manager	\$156
Legacy Meter Rental	WJ220AI + SP30	WJ220AI + eServices	\$141
Legacy Meter Rental	WJ220AI + SP20 + SP30	WJ220AI + Postal Expense Manager + eServices	\$171
Legacy Meter Rental	WJ220AI + SP10	WJ220AI + RCP	\$156
Legacy Meter Rental	WJ220AI + SP10 + SP20	WJ220AI + RCP + Postal Expense Manager	\$176
Legacy Meter Rental	WJ220AI + SP10 + SP30	WJ220AI + RCP + eServices	\$171
Legacy Meter Rental	WJ220AI + SP10 + SP20 + SP30	WJ220AI + RCP + Postal Expense Manager + eServices	\$191
Legacy Meter Rental	WJ250AI + SP10	WJ250AI	\$126
Legacy Meter Rental	WJ250AI + SP20	WJ250AI + Postal Expense Manager	\$156
Legacy Meter Rental	WJ250AI + SP30	WJ250AI + eServices	\$141
Legacy Meter Rental	WJ250AI + SP20 + SP30	WJ250AI + Postal Expense Manager + eServices	\$171

Legacy Meter Rental	WJ250AI + SP10	WJ250AI + RCP	\$156
Legacy Meter Rental	WJ250AI + SP10 + SP20	WJ250AI + RCP + Postal Expense Manager	\$176
Legacy Meter Rental	WJ250AI + SP10 + SP30	WJ250AI + RCP + eServices	\$171
Legacy Meter Rental	WJ250AI + SP10 + SP20 + SP30	WJ250AI + RCP + Postal Expense Manager + eServices	\$191
Legacy Meter Rental	WJ180AIAI	WJ180AI	\$121
Legacy Meter Rental	WJ180AI + SP20	WJ180AI + Postal Expense Manager	\$151
Legacy Meter Rental	WJ180AI + SP30	WJ180AI + eServices	\$136
Legacy Meter Rental	WJ180AI + SP20 + SP30	WJ180AI + Postal Expense Manager + eServices	\$166
Legacy Meter Rental	WJ180AI + SP10	WJ180AI + RCP	\$151
Legacy Meter Rental	WJ180AI + SP10 + SP20	WJ180AI + RCP + Postal Expense Manager	\$171
Legacy Meter Rental	WJ180AI + SP10 + SP30	WJ180AI + RCP + eServices	\$166
Legacy Meter Rental	WJ180AI + SP10 + SP20 + SP30	WJ180AI + RCP + Postal Expense Manager + eServices	\$186
Legacy Meter Rental	WJ60AI	WJ60AI	\$57

Legacy Meter Rental	WJ90AI	WJ90AI	\$59
Legacy Meter Rental	WJ110AI	WJ110AI	\$70
Legacy Meter Rental	WJ150AIAI	WJ150AI	\$98
Legacy Meter Rental	WJ150AI + SP20	WJ150AI + Postal Expense Manager	\$128
Legacy Meter Rental	WJ150AI + SP30	WJ150AI + eServices	\$113
Legacy Meter Rental	WJ150AI + SP20 + SP30	WJ150AI + Postal Expense Manager + eServices	\$143
Legacy Meter Rental	WJ150AI + SP10	WJ150AI + RCP	\$128
Legacy Meter Rental	WJ150AI + SP10 + SP20	WJ150AI + RCP + Postal Expense Manager	\$158
Legacy Meter Rental	WJ150AI + SP10 + SP30	WJ150AI + RCP + eServices	\$143
Legacy Meter Rental	WJ150AI + SP10 + SP20 + SP30	WJ150AI + RCP + Postal Expense Manager + eServices	\$193
Legacy Meter Rental	IM430AI & SP10 & SP30	IM420 meter rental w/ SP10 & SP30	\$88
Legacy Meter Rental	IM430AI + SP10	IM420 meter rental w/ SP10	\$78
Legacy Meter Rental	IM430AI, SP10 & SP20	IM420 meter rental w/ SP10 & SP20	\$93

Legacy Meter Rental	IM430AI, SP10 & SP35	IM420 meter rental w/ SP10 & SP35	\$108
Legacy Meter Rental	IM430AI, SP10, SP20 & SP30	IM420 meter rental w/ SP10, SP20 & SP30	\$103
Legacy Meter Rental	IM430AI, SP10, SP20 & SP35	IM420 meter rental w/ SP10, SP20 & SP35	\$123
Legacy Meter Rental	IM440AI & SP10 & SP30	IM440 meter rental w/ SP10 & SP30	\$96
Legacy Meter Rental	IM440AI + SP10	IM440 meter rental w/ SP10	\$86
Legacy Meter Rental	IM440AI, SP10 & SP20	IM440 meter rental w/ SP10 & SP20	\$101
Legacy Meter Rental	IM440AI, SP10 & SP35	IM440 meter rental w/ SP10 & SP35	\$121
Legacy Meter Rental	IM440AI, SP10, SP20 & SP30	IM440 meter rental w/ SP10, SP20 & SP30	\$111
Legacy Meter Rental	IM440AI, SP10, SP20 & SP35	IM440 meter rental w/ SP10, SP20 & SP35	\$136
Legacy Meter Rental	IM460AI & SP10 & SP30	IM460 meter rental w/ SP10 & SP30	\$114
Legacy Meter Rental	IM460AI + SP10	IM460 meter rental w/ SP10	\$104
Legacy Meter Rental	IM460AI, SP10 & SP20	IM460 meter rental w/ SP10 & SP20	\$119
Legacy Meter Rental	IM460AI, SP10 & SP35	IM460 meter rental w/ SP10 & SP35	\$144

Legacy Meter Rental	IM460AI, SP10, SP20 & SP30	IM460 meter rental w/ SP10, SP20 & SP30	\$129
Legacy Meter Rental	IM460AI, SP10, SP20 & SP35	IM460 meter rental w/ SP10, SP20 & SP35	\$159
Legacy Meter Rental	IM480AI & SP10 & SP30	IM480 meter rental w/ SP10 & SP30	\$138
Legacy Meter Rental	IM480AI + SP10	IM480 meter rental w/ SP10	\$123
Legacy Meter Rental	IM480AI, SP10 & SP20	IM480 meter rental w/ SP10 & SP20	\$148
Legacy Meter Rental	IM480AI, SP10 & SP35	IM480 meter rental w/ SP10 & SP35	\$163
Legacy Meter Rental	IM480AI, SP10, SP20 & SP30	IM480 meter rental w/ SP10, SP20 & SP30	\$163
Legacy Meter Rental	IM480AI, SP10, SP20 & SP35	IM480 meter rental w/ SP10, SP20 & SP35	\$188
Legacy Meter Rental	IM490, SP10 & SP20	IM490 meter rental w/ SP10 & SP20	\$153
Legacy Meter Rental	IM490, SP10 & SP30	IM490 meter rental w/ SP10 & SP30	\$148
Legacy Meter Rental	IM490, SP10 & SP35	IM490 meter rental w/ SP10 & SP35	\$173
Legacy Meter Rental	IM490, SP10, SP20 & SP30	IM490 meter rental w/ SP10, SP20 & SP30	\$168
Legacy Meter Rental	IM490, SP10, SP20 & SP35	IM490 meter rental w/ SP10, SP30 & SP35	\$193

Legacy Meter Rental	IM490I, SP10	IM490 meter rental w/ SP10	\$133
Legacy Meter Rental	IM330AI + SP10	IM330 meter rental w/ SP10	\$ 48
Legacy Meter Rental	IM330AI, SP10 & SP20	IM330 meter rental w/ SP10 & SP20	\$ 58
Legacy Meter Rental	IM330AI, SP10 & SP30	IM330 meter rental w/ SP10 & SP30	\$ 58
Legacy Meter Rental	IM330AI, SP10 & SP35	IM330 meter rental w/ SP10 & SP35	\$ 73
Legacy Meter Rental	IM330AI, SP10, SP20 & SP35	IM330 meter rental w/ SP10, SP20 & SP35	\$ 83
Legacy Meter Rental	IM330AI, SP10, SP20 & SP30	IM330 meter rental w/ SP10, SP20 & SP30	\$ 68
Legacy Meter Rental	IM350AI + SP10	IS350 meter rental w/ SP10	\$ 63
Legacy Meter Rental	IM350AI, SP10 & SP20	IS350 meter rental w/ SP10 & SP20	\$ 73
Legacy Meter Rental	IM350AI, SP10 & SP30	IS350 meter rental w/ SP10 & SP30	\$ 73
Legacy Meter Rental	IM350AI, SP10 & SP35	IS350 meter rental w/ SP10 & SP35	\$ 88
Legacy Meter Rental	IM350AI, SP10, SP20 & SP30	IS350 meter rental w/ SP10, SP20 & SP30	\$ 83
Legacy Meter Rental	IM350AI, SP10, SP20 & SP35	IS350 meter rental w/ SP10, SP20 & SP35	\$ 98
Legacy Meter Rental	IM330AI + SP10	IM330 meter rental w/ SP10	\$ 48
Legacy Meter Rental	IM330AI, SP10 & SP20	IM330 meter rental w/ SP10 & SP20	\$ 58
Legacy Meter Rental	IM330AI, SP10 & SP30	IM330 meter rental w/ SP10 & SP30	\$ 58
Legacy Meter Rental	IM330AI, SP10 & SP35	IM330 meter rental w/ SP10 & SP35	\$ 73
Legacy Meter Rental	IM330AI, SP10, SP20 & SP35	IM330 meter rental w/ SP10, SP20 & SP35	\$ 83
Legacy Meter Rental	IM330AI, SP10, SP20 & SP30	IM330 meter rental w/ SP10, SP20 & SP30	\$ 68
Legacy Meter Rental	IS350AI + SP10	IS350 meter rental w/ SP10	\$ 63
Legacy Meter Rental	IS350AI, SP10 & SP20	IS350 meter rental w/ SP10 & SP20	\$ 73
Legacy Meter Rental	IS350AI, SP10 & SP30	IS350 meter rental w/ SP10 & SP30	\$ 73
Legacy Meter Rental	IS350AI, SP10 & SP35	IS350 meter rental w/ SP10 & SP35	\$ 88
Legacy Meter Rental	IS350AI, SP10, SP20 & SP30	IS350 meter rental w/ SP10, SP20 & SP30	\$ 83

Legacy Meter Rental	IS350AI, SP10, SP20 & SP35	IS350 meter rental w/ SP10, SP20 & SP35	\$ 98
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ent production

18%	\$47	Neopost
18%	\$48	Neopost
18%	\$57	Neopost
18%	\$80	Neopost
18%	\$105	Neopost
18%	\$93	Neopost
18%	\$117	Neopost
18%	\$105	Neopost
18%	\$130	Neopost
18%	\$117	Neopost
18%	\$158	Neopost
18%	\$103	Neopost
18%	\$128	Neopost
18%	\$116	Neopost
18%	\$140	Neopost
18%	\$128	Neopost
18%	\$144	Neopost
18%	\$140	Neopost
18%	\$157	Neopost
18%	\$103	Neopost
18%	\$128	Neopost
18%	\$116	Neopost
18%	\$140	Neopost
18%	\$128	Neopost
18%	\$144	Neopost
18%	\$140	Neopost
18%	\$157	Neopost
18%	\$99	Neopost
18%	\$124	Neopost
18%	\$112	Neopost
18%	\$136	Neopost

18%	\$124	Neopost
18%	\$140	Neopost
18%	\$136	Neopost
18%	\$153	Neopost
18%	\$72	Neopost
18%	\$64	Neopost
18%	\$76	Neopost
18%	\$89	Neopost
18%	\$84	Neopost
18%	\$101	Neopost
18%	\$79	Neopost
18%	\$71	Neopost
18%	\$83	Neopost
18%	\$99	Neopost
18%	\$91	Neopost
18%	\$112	Neopost
18%	\$93	Neopost
18%	\$85	Neopost
18%	\$98	Neopost
18%	\$118	Neopost
18%	\$106	Neopost
18%	\$130	Neopost
18%	\$113	Neopost
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18%	\$121	Neopost
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18%	\$154	Neopost
18%	\$125	Neopost
18%	\$121	Neopost
18%	\$142	Neopost
18%	\$138	Neopost
18%	\$158	Neopost
18%	\$109	Neopost
18%	\$103	Hasler
18%	\$128	Hasler
18%	\$116	Hasler
18%	\$140	Hasler
18%	\$128	Hasler
18%	\$144	Hasler
18%	\$140	Hasler
18%	\$157	Hasler
18%	\$103	Hasler
18%	\$128	Hasler
18%	\$116	Hasler
18%	\$140	Hasler

18%	\$128	Hasler
18%	\$144	Hasler
18%	\$140	Hasler
18%	\$157	Hasler
18%	\$99	Hasler
18%	\$124	Hasler
18%	\$112	Hasler
18%	\$136	Hasler
18%	\$124	Hasler
18%	\$140	Hasler
18%	\$136	Hasler
18%	\$153	Hasler
18%	\$47	Hasler

18%	\$48	Hasler
18%	\$57	Hasler
18%	\$80	Hasler
18%	\$105	Hasler
18%	\$93	Hasler
18%	\$117	Hasler
18%	\$105	Hasler
18%	\$130	Hasler
18%	\$117	Hasler
18%	\$158	Hasler
18%	\$72	Hasler
18%	\$64	Hasler
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18%	\$89	Hasler
18%	\$84	Hasler
18%	\$101	Hasler
18%	\$79	Hasler
18%	\$71	Hasler
18%	\$83	Hasler
18%	\$99	Hasler
18%	\$91	Hasler
18%	\$112	Hasler
18%	\$93	Hasler
18%	\$85	Hasler
18%	\$98	Hasler
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18%	\$106	Hasler
18%	\$130	Hasler
18%	\$113	Hasler
18%	\$101	Hasler
18%	\$121	Hasler
18%	\$134	Hasler
18%	\$134	Hasler
18%	\$154	Hasler
18%	\$125	Hasler
18%	\$121	Hasler
18%	\$142	Hasler
18%	\$138	Hasler
18%	\$158	Hasler

18%	\$109	Hasler
48%	\$ 25	Neopost
48%	\$ 30	Neopost
48%	\$ 30	Neopost
48%	\$ 38	Neopost
48%	\$ 43	Neopost
48%	\$ 35	Neopost
48%	\$ 33	Neopost
48%	\$ 38	Neopost
48%	\$ 38	Neopost
48%	\$ 46	Neopost
48%	\$ 43	Neopost
48%	\$ 51	Neopost
48%	\$ 25	Hasler
48%	\$ 30	Hasler
48%	\$ 30	Hasler
48%	\$ 38	Hasler
48%	\$ 43	Hasler
48%	\$ 35	Hasler
48%	\$ 33	Hasler
48%	\$ 38	Hasler
48%	\$ 38	Hasler
48%	\$ 46	Hasler
48%	\$ 43	Hasler

48%	\$	51	Hasler
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Maintenance Cost Formula for Legacy Equipment

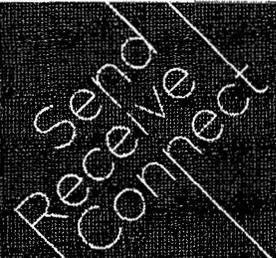
Year	Base (POS) Price*	Rate Modifier	Contract Price
1		0%	\$ -
2		108%	\$ -
3		108%	\$ -
4		108%	\$ -
5		125%	\$ -
6		125%	\$ -
7		125%	\$ -
8		125%	\$ -
9		125%	\$ -
10		125%	\$ -
11		125%	\$ -
12		125%	\$ -

* Base prices are based upon currently manufactured products only.
Pricing on discontinued models is based on current replacement model or nearest specified product

Weighted USA Lease Rates	36	48	60
FMV	0.0322	0.0253	0.0212
LTOP	0.0337	0.0269	0.0228

FMV - Fair Market Value

LTOP - Lease to Own Program



November 11, 2016

Mr. Christopher Lacey, MBA
State Procurement Manager
ADOA - State Procurement Office
100 North 15th Avenue, Suite 201
Phoenix, AZ 85007

Dear Mr. Lacey,

Neopost USA Inc. is pleased to submit for your consideration, our response to the NASPO ValuePoint Solicitation Number ADSP016-00006328 for Mailroom Equipment, Supplies and Maintenance. After carefully reviewing all of your required specifications, Neopost can meet or exceed most of the requirements set forth in the RFP. Neopost has included some minor exceptions to the presented terms and conditions.

We acknowledge the six amendments to the RFP and have accepted and acknowledged them through the e-procurement system as required.

All documents related to this solicitation have been uploaded through the e-procurement system. Additionally, our leasing, meter rental and maintenance terms and conditions have been submitted through the e-procurement electronic system. Due to the volume of brochures, they can be found at www.neopostusa.com, however, we are happy to provide upon request.

Neopost manages contracts for approximately 42 of the 50 states, the majority of them NASPO ValuePoint states. We have maintained an excellent customer centric reputation for providing quality products and service on the NASPO ValuePoint contract for the past ten years. We are excited about the new contract and will provide the same level of quality products and service if awarded a new contract.

Please call me at (281) 216-4596 or email me at l.waters@neopost.com if you have any further questions.

Sincerely,

Larry Waters

Larry Waters
Government Account Manager
Enclosed: Bid Submission



Neopost USA Maintenance Program NASPO – Terms

NEOPOST USA MAINTENANCE TERMS

This document shall become a material part of your contract with Neopost and it provides the details regarding Neopost's Maintenance Program.

Neopost Inc. agrees to provide and the Customer agrees to accept maintenance service on the equipment listed, at the annual charges indicated in the attached Product Catalog in accordance with the following terms and conditions:

- Two hour response time to all written or oral notices of a service requirement due to an equipment breakdown.
- A Service Technician shall be on site within 24 hours from notice of service requirement, unless breakdown resolved.
- Replacement part shall be received within 24 hours of technician arriving onsite.
- Any and all technical support is included in maintenance agreement.
- All return service calls and on site responses shall be made during Participating Entity business hours (7:00AM – 6:00PM CST) unless otherwise, mutually agreed to in writing beforehand by the Contractor and the Participating Entity. The contractor shall charge a rate not to exceed their Time and Materials - outside business hours, weekends, and holidays rate as proposed in the Price and Pricing spreadsheet for the applicable category. For example; If a Participating Entity needs an installation for production equipment to begin at 5:00 AM, The installation should take a total of six hours, the Participating Entity and Contractor would agree to in writing before any work has begun to pay a rate not exceeding the one supplied in the Price and Pricing spreadsheet for Time and Materials outside of business hours for the hours for production equipment for the hours of 5:00 am to 7:00 AM and then regular hourly rates for the work from 7:00 AM to 11:00 AM. If the installation only took a total of five hours the Contractor shall only charge for the actual hours worked. If additional time is needed there shall be a mutually agreed upon amount, in writing, before the additional work is performed.
- All parts that require maintenance by a service technician are to be included and considered part of the yearly service maintenance plan, field/defective parts shall be replaced at no additional charge to the Participating Entity.
- Routine consumable supplies shall be billed separately from service maintenance payments.
- If the equipment includes Contractors licensed software, the Contractor shall provide software support .
- All payments for maintenance service shall be invoiced by and made to the Contractor.
- Any Purchasing Entities that require four hour on site response time as well as a 24hr/7 days per week maintenance agreement will be negotiated during the PA process.

COVERED UNDER MAINTENANCE AGREEMENT

Maintenance services, as described herein, will be provided for the Products at the Delivery Location. Neopost agrees to provide the parts and labor associated with the ordinary maintenance of the Products as required due to normal wear and tear ("Maintenance Services"). Supplies (i.e. ink, roll tape, labels, etc.) are not included in Maintenance Services. Maintenance Services may also include preventative maintenance and inspections from time to time, as determined by Neopost. Neopost may, at its option, designate a dealer/reseller to provide Maintenance Services. Neopost, in its sole discretion, may service the Products by replacing it with new, or like-new Products; provided that such replacement products are substantially similar to the Products. Neopost will offer loaner equipment of equal or greater functionality to any agency in which the equipment is rendered inoperable for a total time exceeding three business days.

FEES AND WHEN THEY ARE DUE:

- **For Purchased Products:**
Customer shall commence paying for the Maintenance Services on purchased Products 12 months after delivery of the Products. All fees for Maintenance Services ("Maintenance Fees") on purchased Products are invoiced annually, in advance.
- **For Leased Products:**
If the Products are being leased from MailFinance Inc. and the Maintenance Fee has been included in the lease payment amount ("Leased Products"), then Maintenance Services will be provided at no extra cost, except for the Additional Charges (as defined below), for the Initial Term of the lease. Customer shall commence paying for the Maintenance Services on Leased Products, where Maintenance Fees are included in the lease payment, 12 months after lease commences. Or the 12 month warranty may be prorated over the full lease term to create an even payment stream.



- **Zoning Fees:**
 - Zone 1 – Maintenance for equipment located within a 50 mile radius of the local servicing location will be charged at the prices listed within the NASPO Contract and will not incur any additional charges.
 - Zone 2 – Maintenance for equipment located outside of a 50 mile radius but inside of a 150 mile radius of the local service location will incur a 25% uplift to the maintenance prices listed within the NASPO Contract.
 - Zone 3 – Maintenance for equipment located outside of a 150 mile radius will incur a 50% uplift in the maintenance prices listed within the NASPO Contract.
- **Other Fees:**

In addition to the Maintenance Fees, Customer agrees to pay for: (a) labor, parts, and expenses for maintenance or repair that is part of an Excluded Service (as defined below). All Additional Charges shall be at Neopost's then current published rates for time and materials.

All payments for Maintenance Services are nonrefundable. Neopost may adjust the Maintenance Fees at the end of the Initial Maintenance Term (as defined below) and any renewal term.

TERM OF THE MAINTENANCE SERVICES

- **For Purchased Products:**

Unless otherwise specified in the Agreement, the initial term of these Maintenance Services is one (1) year (the "Initial Maintenance Term"). Unless Customer provides ninety (90) days written notice to Neopost prior to the end of the Initial Maintenance Term, (or any renewal term), the Maintenance Services shall automatically renew for an additional one (1) year.
- **For Leased Products:**

The term of the Maintenance Services for Leased Products will be equal to the term of the lease as specified in the Agreement.

REQUEST FOR MAINTENANCE SERVICE

In order to receive Maintenance Services on the Products, the agency must notify Neopost's National Service Dispatch Center of a need for service. Neopost may, at its sole discretion, attempt to resolve Products performance issues over the telephone. If Neopost determines that on-site service is necessary, Neopost shall provide such on-site service in accordance with the terms set forth herein.

NOT COVERED BY THE NEOPOST MAINTENANCE PROGRAM

Maintenance Services do not include:

- De-installation of the Products, or moving the Products (however these services are available for an additional fee);
- Maintenance or repairs made necessary by the failure of Customer to maintain or use the Products in conformance with Neopost's specifications;
- Maintenance or repairs made necessary by changes in the design of the Products made by Customer or mechanical, electrical, or electronic interconnections, or the attachment of other parts or components to the Products by Customer;
- Maintenance or repairs made necessary by accidents;
- Maintenance or repairs made necessary by the negligence of Customer;
- Maintenance or repairs made necessary by the unauthorized maintenance by Customer or any third party other than Neopost or its authorized service representatives;
- Damage and/or repair required from Customer relocation of the Products;
- Maintenance or repairs made necessary because Customer has exceeded the published performance specifications or recommended monthly volume limits for the Products;
- Maintenance or repairs made necessary by Customer's use of parts, consumables, or other supplies that do not comply with Neopost's specifications;
- Recovery of any customer data stored within Neopost Products or the maintaining of any back up data;
- Rebuilding or major overhauls which Neopost determines are necessary ("Reconditioning")



All of the foregoing are "Excluded Services." Excluded Services also include operator training beyond the initial training provided by Neopost and application configuration and set-up. In the event Customer requests Neopost to perform an Excluded Service, Customer shall pay Neopost its then current hourly rate for those services, as well as Neopost's then-current price for any parts required in connection with such services.

RESPONSIBILITIES OF THE AGENCY

CUSTOMER'S MAINTENANCE OBLIGATIONS: Customer agrees to maintain the Products in accordance with Neopost's published specifications. Except as specified and approved by Neopost, Customer shall not perform, or permit third parties to perform, maintenance or repair on the Products.

COPIES OF DATA: Customer is solely responsible for all data stored on the Products and making copies of all such data prior to Neopost performing Maintenance Services.

USE OF NEOPOST SUPPLIES: If the Customer uses other than Neopost supplies, and if such supplies are defective or unacceptable for use in Neopost machines and cause abnormally frequent service calls or service problems, then Neopost may, at its option, assess a surcharge or terminate the Maintenance Services. In this event, the Customer may be offered service on a "Per Call" basis based upon published rates. It is not a condition of this Agreement; however, that the Customer uses only Neopost authorized supplies.

ENVIRONMENT/ELECTRICAL: Customer shall provide a suitable environment for Products as specified by the manufacturer. In order to ensure optimum performance by the Neopost Products, it is mandatory that specific models be plugged into a dedicated line and that they comply with manufacturer electrical specifications.

COMPLETE SYSTEM COVERAGE: All Neopost components (hardware and software) used in a system must be covered under Maintenance Services ("Complete System Coverage"). For example, a customer may not obtain Maintenance Services only for a mailing machine if it is used with a separate scale. In that case, the Customer would also need to purchase Maintenance Services for the scale. If a customer refuses to obtain Complete System Coverage, Neopost may terminate the Maintenance Services on any Product that is otherwise covered by such Maintenance Services.

ACCESS TO PRODUCTS: Customer shall allow Neopost full and free access to the Products and the use of necessary data communications facilities and equipment at no charge to Neopost.

PRODUCT MODIFICATIONS: Customer shall not cause modifications or interconnections to be made, or accessories, attachments, or features to be added to the Products without Neopost's prior written approval.

YOU NEED TO KNOW

Neopost may terminate the Maintenance Services, upon written notice to Customer, if:

- **Customer defaults on any payment due under this Agreement;**
- **The Products exceed the maximum monthly or lifetime cycle counts for such Products;**
- **The Products are modified, damaged, altered or serviced by personnel other than the Neopost Authorized Personnel;**
- **Parts, accessories, consumables, supplies, or components not meeting machine specifications are used with the Products;**
- **Customer refuses to obtain Complete System Coverage;**
- **Any services that are necessary because Customer has done (or failed to do) something that requires the performance of an Excluded Service;**
- **Customer decides not to proceed with any Reconditioning that is deemed necessary by Neopost. Furthermore, if the Products are being leased, this Agreement shall automatically terminate as to any Products covered by the lease on the date such lease expires or is terminated.**



**NASPO ValuePoint
Mailroom Equipment, Supplies & Maintenance
Solicitation #ADSP016-00006328**

Neopost offers the following modifications/clarifications to your request for proposal:

Section 3 Scope of Work

p.23, 3.7 Software Purchase or Subscription

All software provided under this agreement may have an end-user license agreement ("EULA") governing its use, and/or other related documents. These will need to be acknowledged in the Task Order.

p.23, 3.8 Equipment Performance

3.8.1 We guarantee performance of all equipment provided equipment is used within proper documented user specifications.

p.24, 3.8 Equipment Performance

3.8.1 Neopost cannot guarantee that the Performance of the equipment will not be affected by non-approved supplies or materials specified by equipment parameters.

p.25, 3.10 Service Level Agreements

3.10.1.8 Loaner equipment requests must be made by customer in writing, available for mailing products only. Due to the installation and set up requirements of our Folder/Inserter products, it is not feasible to provide loaner equipment.

p. 26-27, 3.13 Installation/Integration

Neopost does not print the warranty end period on its labels and asks that this label requirement be removed. This information will be made readily available by calling the number on the label.

p.27, 3.16 Equipment Rental

Neopost USA reserves the right to limit the "Rentable" products, and such products that are rentable will be identified in the Product/Price book.

p.30, 3.19.4 Sales Promotion

Neopost will extend promotional pricing for meter rentals.

Section 6: NASPO ValuePoint Master Agreement Terms and Conditions

p.53, 16.d Acceptance Testing

Neopost does not offer a 30 day acceptance period. Neopost will consider the items accepted once a unit is delivered and shown to be operating in accordance with its manufacturing specifications. Units covered under warranty will be repaired or replaced if found not working in accordance with the manufacturer specifications.

p.55, 18 Warranty

Under our warranty, Neopost will repair or replace any unit not found operating in accordance with its manufacturing specifications. Refunds are not offered under our Warranty.

p.55, 19 Title of Product

If Leasing or Renting is the procurement method, title to the product will remain with us for the term of the lease. Our leasing offer includes the ability for the end-user to assume title (LTOP) or have title remain with Neopost (FMV). Options and pricing variance are presented to the customer at point of sale.



p.59, 28 Cancellation

Neopost clarifies that the termination or expiration of this Agreement, and/or any subsequent Participating Addendum, shall in no way relieve either party from its obligations pursuant to any Equipment Leases, Postage Meter Rental Agreements or software subscriptions that were entered into prior to the date of such termination or expiration.

p. 61, 30 Defaults & Remedies

Neopost requests 30 days to reasonably cure a default.

p. 70-71, 7.K Compensation

This request should be made in writing from the customer stating the reason for withholding and the amount.

Section 7 Lead State (State of AZ) Terms and Conditions

7.1 M. Indemnification & Insurance

p.75, 1.5 Notice of Cancellation

Insurance companies no longer provide a 30 day prior notice of cancellation; therefore we cannot guarantee a 30 day prior notice. We request that the 2 day notice of policy change be changed to a 10 business day notice of change.

7.2 State of AZ Uniform Terms and Conditions

3. Contract Administration & Operation

p.81, 3.8 Ownership of Intellectual Property

Neopost USA will grant a license to the Purchasing Entity for its use of any Intellectual Property created in connection with Services provided for such Purchasing Entity. However, all such Intellectual Property shall be the property of Neopost USA.

8 States Contractual Rights

p.88, 8.5 Right to Offset

Neopost advises that any disputed amount must be identified by the Customer to Neopost and Neopost must have a reasonable opportunity to cure.

9 Contract Termination

p.89, 9.4 Termination for Convenience

Neopost clarifies that the termination or expiration of this Agreement, and/or any subsequent Participating Addendum, shall in no way relieve either party from its obligations pursuant to any Equipment Leases or Postage Meter Rental Agreements that were entered into prior to the date of such termination or expiration

9.5 Termination for Default

P.89, 9.5.3

Neopost request 30 days to reasonably cure a default. While Neopost will be responsible for direct damages you suffer from our default under this agreement, Neopost will not be liable for any costs associated with purchasing of goods or services from another vendor.

BID SOLICITATION

Printed: 09/19/2016

State of Arizona
 100 N. 15th Avenue
 Suite 201
 Attention Procurement Group
 Phoenix, AZ 85007

BID OPENING DATE AND TIME: 10/25/2016 5:00:00 PM BID NUMBER: ADSP016-00006328
BUYER: Christopher Lacey PHONE NUMBER: (602) 542-7165 DELIVERY REQUIRED:

Vendor Name: Neopost USA Inc. Address: 478 Wheelers Farms Rd. City: Milford State, Zip Code: 06461

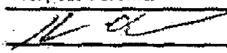
State of Arizona 100 N 15th Ave. Suite 201 Phoenix, AZ 85007

Item	Class-Item	Quantity	Unit	Unit Price	Total
0	There are mandatory attachments that must be acknowledged and/or completed by all bidders. Please open and read all attachments. Please	0			
1	For ProcureAz functionality enter \$1.00 otherwise the system will mark your proposal as NO BID. Pricing will be evaluated based on the	1	EA		\$1.00
				TOTAL:	\$1.00

NOTE: ALL BIDS RECEIVED ARE SUBJECT TO THE TERMS AND CONDITIONS ON REVERSE SIDE OF THIS FORM.

WE AGREE TO FURNISH ANY OR ALL OF THE ITEMS QUOTED AT THE PRICES SHOWN. QUOTE MUST BE HELD FIRM FOR PERIOD OF 120 DAYS.

TERM OF PAYMENT: net 30 days
 DELIVERY: TBD
 TELEPHONE NUMBER: 203-301-3400

COMPANY: Neopost USA Inc.
 SIGNATURE: 
 NAME AND TITLE: Kevin O'Connor

Section 4: NASPO ValuePoint Master Agreement Statement of Compliance

4.1. NASPO ValuePoint Master Agreement(s) resulting from this RFP will constitute the final agreement except for negotiated terms and conditions specific to a Participating Entity's Participating Addendum.

The Master Agreement will include, but not be limited to, the NASPO ValuePoint Standard Terms and Conditions in Section 6 and Lead State specific terms and conditions required to execute a master agreement, the statement of work, Section 3 and selected portions of the Offeror's Proposal.

This section highlights particular terms and conditions of NASPO ValuePoint Master Agreement Terms and Conditions, although Offerors will be bound to all the terms and conditions when executing a Master Agreement as shown in section 6. Offerors must include a statement in their Proposal that they have read and understand all of the terms and conditions as shown in the Master Agreement (section 6).

Neopost Response: Neopost has read and understands.

4.1.a Insurance

To be eligible for award, the Offeror agrees to acquire insurance from an insurance carrier or carriers licensed to conduct business in each Participating Entity's state at the prescribed levels set forth in Section 21 of the NASPO ValuePoint Master Agreement Terms and Conditions. Describe your insurance or plans to obtain insurance satisfying the requirements in Section 21.

Neopost Response: Neopost can meet the insurance coverage as described Section 7.M. Regarding 7.M.1.5, Neopost advises that we cannot guarantee prior notice of cancellation will be provided to the State within a 30 day period. Upon receipt of notice, Neopost will notify state within 10 working days.

4.1.b NASPO ValuePoint Administrative Fee and Reporting Requirements

To be eligible for award, the Offeror agrees to pay a NASPO ValuePoint administrative fee as specified in Paragraph 6 of Section 6 of the NASPO ValuePoint Master Agreement Terms and Conditions. Moreover, specific summary and detailed usage reporting requirements are prescribed in paragraph 7 of NASPO ValuePoint Master Agreement Terms and Conditions.

Offerors shall identify the person responsible for providing the mandatory usage reports. This information must be kept current during the contract period. Contractor will be required to provide reporting contact within 15 days of Master Agreement execution.

Neopost Response: Kathie Ruggiero is the person responsible for the NASPO Sales reporting.

4.1.c NASPO ValuePoint eMarket Center

To be eligible for award, the Offeror agrees, by submission of a Proposal, to cooperate with NASPO ValuePoint and SciQuest (and any authorized agent or successor entity to SciQuest) to integrate its presence in the NASPO ValuePoint eMarket Center either through an electronic catalog (hosted or punchout site) or unique ordering instructions. Refer to Paragraph 9, NASPO ValuePoint Master Agreement Terms and Conditions for the prescribed requirements.

Those terms and conditions require as a minimum that the Offeror agree to participate in development of ordering instructions. Proposer shall respond how they can support the eMarket Center in the Proposal through either a hosted catalog or punchout solution.

Neopost Response. Neopost has already established a catalog on the eMarket Center in compliance with NASPO and SciQuest. Neopost has a hosted catalog for the NASPO contract.

4.2 Lead State Terms and Conditions.

Refer to Section 7 for the Lead State Special Terms and Conditions that apply to this solicitation. Offeror shall indicate in their Proposal that they have read and understand all of the requirements shown Lead State Terms and Conditions.

Neopost Response: Neopost has read and understands.

4.3 Participating State Terms and Conditions.

As a courtesy to Offerors, some Participating State Specific Terms and Conditions are provided in Attachments to this solicitation. These are for informational purposes only and will be negotiated with individual Participating States after award of the Master Agreement. Each State reserves the right to negotiate additional terms and conditions in its Participating Addendums.

Offerors shall submit a statement that they understand they may be required to negotiate these additional terms and conditions when executing a Participating Addendum.

Neopost Response: Neopost has read and understands.

4.4. Technical Requirements

This section contains technical requirements pertaining to the Mailroom Equipment Supplies and Maintenance. Other sections of this RFP contain additional requirements that must be met in order to be considered responsive. Offerors must identify in their Proposal how their company meets or exceeds all requirements listed in Section 4 of this RFP solicitation.

4.4.1 Offeror Profile

Provide the following information specific to your company:

- a. Your company's full legal name.

Neopost USA Inc.

- b. Primary business address.

478 Wheelers Farms Rd., Milford, CT 06461

- c. Describe your company ownership structure.

Neopost USA Inc, a corporation duly formed under the laws of Delaware USA on 12/29/76, is a direct, wholly-owned subsidiary of Mailroom Holding Inc. who in turn is wholly owned by Neopost S.A.

- d. Employee size (number of employees)

Approximately 1,448

- e. Website.

www.neopostusa.com

- f. Sales contact information.

Larry Waters

Neopost Government Account Manager

281-216-4596

Email: L.waters@neopost.com

- g. Your client retention rate during the past 3 years.

Our client retention rate consistently exceeds 70% when customers have the opportunity to cancel, renew or upgrade their expiring contract.

- h. A brief history of your company and the year it was founded.

Neopost has been in the business since 1924. Neopost has a long history in the provision of the Products and Services and Support of the Mailing Room Equipment Industry. During its 90+ year history, Neopost has delivered innovative mailing solutions, including the first electronic postage meter, the first folder/inserters with automated setting adjustments and its renowned digital ink jet mailing systems. We have a direct presence in 31 countries and our products and services are sold in more than 90 countries.

- i. Describe your company's growth during the past three years.

Over the years we have proved that we can innovate in this global changing market and our company has seen growth through continuous product innovation and process improvements. Neopost has grown to become a leading global provider of mailing and shipping solutions as well as digital communications management. We focus our products, services and solutions on the entire mail flow process including data creation of the documents (electronic or paper), finished mail, tracking, expense management and logistic/shipping solutions that help our customers control expenses, manage their customer communications, gain efficiencies, reduce operating costs and

increase revenues. Our fastest growing product segments improve many business-critical processes that occur outside of the traditional mail center. Neopost has therefore chosen to invest in new activities related to *Communication & Shipping Solutions*, which combine Digital Communication (Customer Communication Management and Data Quality) and Shipping Solutions.

The share of sales from digital communication and logistics solutions in total Group sales has tripled in four years, from 8% in 2011 to over 23% in 2015. We are targeting a share of 35% in three or four year's time.

4.4.2 Customer Service

- a. What are your hours of operation and when are key account people available to us?

Customer Service agents are available Monday to Friday, 7:00am - 6:00pm CST. Customer Service can be reached at 1-800-NEOPOST (1-800-636-7678).

You can also call your local account team during standard business hours.

- b. Describe how problem identification and resolution will be handled.

The Local Neopost Channel Partner location would be the first point of contact. We empower our distribution channel partners to proactively resolve local customer issues.

If one of our channel partners cannot resolve a customer issue locally, they have a direct connection to the NAGA (National and Government Accounts) Admin Team. A NAGA Admin team member will take on the open issue and see it through to satisfactory resolution.

Case management documentation and reporting is used throughout the process to effectively document, track, report and close out all open issues to the highest customer satisfaction levels.

NAGA Admin team members are empowered to make decisions and resolve customer issues. They are evaluated upon very specific problem resolution and customer service SLA's and handles exclusively Neopost's largest and most complex NAGA customers.

If the NAGA Admin team member cannot resolve the open issue in a timely manner because of extraordinary circumstances there is an executive leadership escalation and priority process including the Manager, NAGA Administration, NAGA SRG Operations Manager, the VP of NAGA and the VP of Operations & Customer Service.

Together these items are prioritized and afforded the highest visibility for immediate resolution and customer communication.

- c. How will you service our account? Describe the system you will use to manage our account.

Neopost USA deploys and utilizes a fully integrated service management system which records and monitors all service related activities and visits relating to our customers. This environment produces the requests for technicians to attend a breakdown visit and assigns the correct technician based upon skill sets, geography, and availability and spares stock.

Our system allows us to measure and record all aspects of the service teams, either within a location or nationally across many sites. The results are used to monitor a branch's attainment of goals. National levels of services are reviewed at executive levels each month. Deviations or decreases in performance are reviewed with the local service team, the local General Manager and the departmental staff to offer corrective actions and plans to prevent future occurrences should they arise.

- d. How do you respond to customer complaints and service issues?

All of Neopost utilizes a Customer Relationship Management (CRM) tool in order to track and respond to issues and concerns from our Channel Partners as well as the end user of our products. The CRM tool is helpful for us in managing our cases and allows us to track outstanding issues in real time which, in turn, allows for accountability within the organization. The CRM functionality, called Case Management, allows customer-facing and customer-supporting teams across Neopost and MailFinance (our leasing company) to more effectively collaborate cross-functionally to deliver better, faster and more accurate service to our customers and partners.

Neopost USA Inc. provides a toll free hotline, help desk and centralized troubleshooting, as well as a link on the Neopost USA website.

- e. How do you assess customer satisfaction?

Neopost USA employs a dynamic customer satisfaction survey process, where customers with recent service are randomly contacted directly each month and their experiences with Neopost are recorded. This, again, is measured and recorded each month for senior management to review and focuses on how we delivered our services from the customer's perspective.

- f. What are your quality assurance measures and how are they handled in your organization?

Neopost uses the finest materials and automated processes available to ensure that your equipment meets the highest of standards. All Neopost systems receive extensive quality assurance checks throughout the

manufacturing cycle. Neopost systems also go through a rigorous testing process to ensure the equipment meets our high standards of performance. Neopost has met all the requirements to become ISO 9001 and ISO 14001 certified.

Neopost is committed to exceed customer expectations and stands behind all the mailing and shipping solutions we manufacture and distribute with our Customer Satisfaction Guarantee. Neopost strives to deliver products that provide our valued customers with dependable performance throughout the time of ownership.

4.4.3. Technology

- a. Describe your online system that Purchasing Entities would use to place orders and receive results? Include all methods of order submission.

MyNeopost is Neopost USA's customer portal, accessible anytime from anywhere to manage your Neopost Account. Through this portal you can

- Order supplies
- View real-time postage balances
- View and export postage spending activity
- View, print and pay Neopost, NeoFunds® and MailFinance invoices
- View product operating guides and tutorial videos
- Track USPS® shipments and Certified Mail™*
- View and export postage spending by department and postal class*
- Access online subscription services for shipping and multi-channel document delivery

Phone – 203-301-3400

Email – government@neopost.com

Online – myNeopost.com - For ordering Supplies

e-Market Center - Supply and Equipment Purchases

- b. Describe your ability and process to support a decentralized system of orders submitted from many end users in multiple states and locations.

The servicing Neopost Channel Partner will place the orders following the guideline requirements provided in this RFP. Neopost will provide our Channel Partners with a NASPO 2016 Playbook and Synopsis which will outline the guidelines for ordering equipment using this contract.

The order is received by the Neopost USA order entry team who do a quality assurance review to validate all necessary contract requirements under this RFP are met.

After validation, the order is processed and sent to Neopost Distribution for shipment of equipment.

Neopost has been processing NASPO contract orders for 10 years using this method. Neopost Channel Partners are very familiar with the NASPO contract and the order process.

4.4.4. Data Security

- a. What measures do you take to protect sensitive customer information?**

Neopost USA conducts business ethically, legally and with integrity. All employees are required to sign confidentiality information agreements. Access to our facilities is restricted through the use of appropriate controls, including physical barriers and identification badges, while access to electronic information is controlled by various role based securities and authentication methods. In addition, Neopost employees are required to take yearly instruction on HIPAA/HITECH requirements.

4.4.6 Promotion of the NASPO ValuePoint Master Agreement

The NASPO ValuePoint Master Agreement Terms and Conditions include program provisions governing participation in the cooperative, reporting and payment of administrative fees, and marketing/education relating to the NASPO ValuePoint cooperative procurement program. In this regard;

- a. Briefly describe how you intend to promote the use of the Master Agreement.**

Neopost has developed a Master list of all participating states on the current NASPO contract. We have contact information for the state contract stakeholders. We developed this list for the 90 day extension of the current contract. We wanted to ensure that we had all extensions complete and that we notified the state about the upcoming contract. Once the contract has been awarded we will notify each state and provide them with the new Participating Addendum (PA). We will begin the process of negotiating the new terms and conditions. We are prepared to have them all completed as soon as possible. Neopost has ten years of experience in promoting the NASPO contract. It is in the best interest of Neopost to have one Master Agreement as opposed to individual state contracts. Neopost has a track record of promoting the contract to new states with the support of the NASPO team.

- b. Knowing that state procurement officials (CPO) must permit use of the Master Agreement in their state, how will you integrate the CPO's permission into your plan for promoting the agreement?**

Neopost has prepared a Master listing of all current PA states with contract stake holder information and CPO's. Once the award has been made Neopost will contact the CPO. We will attempt to setup appointments for face-to-face meetings to discuss the exciting new contract and the benefits. We have been very successful in the past marketing of the contract to CPO's. We will begin our negotiations with the terms and conditions for each individual state. We have established a system for administrating the contract with our legal team from our past experience. It will be very important to finalize the terms with each state in a timely manner.

- c. Public entities are sensitive to "scope" issues, that is, whether performance is within the intended scope of the solicitation as awarded. In the context of your method of promoting agreements of this nature, how would you clarify any questions regarding the scope the agreement with respect to any potential order?

We have worked on large opportunities in the past that required answers to legal questions that have come up mainly regarding software. Our first step would be to work with the state's CPO to find out if there are any concerns about the requirement and if it falls into the scope of the new contract. If we are not able to reach an agreement in regard to the scope of the work required we would then contact our NASPO representative in AZ for any questions that we are not able to address.

- d. How will your company manage due dates for administrative fee payments and usage reports?

Neopost has a dedicated employee whose responsibility is to do the monthly/quarterly sales reports. A report is extracted the first week of each month of all orders sold the previous month. Sales orders are reviewed by state to validate if it was a NASPO sale. NASPO sales are placed on a master spreadsheet for reporting of sales to NASPO. The master NASPO Sales Report is verified for accuracy by the NASPO Administrator before sending to NASPO.

Then a separate report is created for each NASPO state using their required template. The monthly/quarterly reports are then posted on the state webpage or emailed to the contracting officer per the requirements of the individual state PA.

Checks are requested for the administrative fee once the individual state reports have been completed.

- e. Through its Cooperative Development Coordinators and Education & Outreach team, NASPO ValuePoint assists Lead States by engaging vendors in strategies aimed at promoting master agreements. What opportunities and/or challenges do you see in working with NASPO ValuePoint staff in this way?

Neopost has a strong relationship with the NASPO ValuePoint staff. We will continue with our quarterly business review meetings with the lead state of Arizona to help promote the new contract. Also, we will continue to meet with the NASPO ValuePoint team upon request. We are excited about marketing the new contract to the CPO's of each state.

Douglas A. Ducey
Governor



Craig Brown
Director

ARIZONA DEPARTMENT OF ADMINISTRATION

STATE PROCUREMENT OFFICE

100 NORTH FIFTEENTH AVENUE • SUITE 201
PHOENIX, ARIZONA 85007

(602) 542-5511 (main) (602) 542-5508 (fax)
<http://spo.az.gov>

Sent via e-mail to: government@neopost.com

May 2, 2017

Re: Award of Contract No. ADSP016-00006328 for Mailing Equipment, Supplies and Maintenance

Dear Mr. Kevin O'Connor

Thank you for submitting a response to Invitation to Bid No. ADSP016-00006328. I am pleased to inform you that your company's offer has been selected for award. The initial contract term shall begin on May 15th, 2017.

All offers received were evaluated in accordance with the evaluation criteria set forth in the solicitation document. The procurement file for this solicitation, including evaluation documents and resultant contracts, are now available for public viewing via the State's e-Procurement system, ProcureAZ.

In accordance with Special Terms and Conditions, Section 7 Lead State (State of Arizona) Terms and Conditions of the contract and prior to beginning work under the contract, your company is required to submit a Certificate of Insurance to the State Procurement Office. The certificate of insurance shall indicate that your company is in compliance with insurance requirements contained in the contract. Please submit your certificate of insurance to me no later than June 15th, 2017.

You are cautioned not to begin any work under the contract until the Procurement Officer assigned to your contract has issued a written notice to proceed.

If you have any questions regarding your company's contract, please contact me at Christopher.Lacey@azdoa.gov or 602.542.7165. Thank you for your response and for your continued interest in doing business with the State of Arizona.

Sincerely,

A handwritten signature in black ink, appearing to read "C Lacey", with a stylized flourish underneath.

Christopher Lacey
Statewide Procurement Manager



Attachment A

Capacity of Offeror

Solicitation No.: ADSP016-00006328

Description: NASPO ValuePoint
Mailing Equipment, Supplies and Maintenance

Arizona Department of Administration
State Procurement Office
100 N. 15th Ave, Suite 201
Phoenix, AZ 85007

Capacity of Offeror Questionnaire

1. Proposed Offering

Contractor is proposing equipment, supplies, and maintenance for all fifty States, Washington D.C. and Puerto Rico.

Neopost USA Response: Neopost USA Inc. is proposing equipment, supplies and maintenance for all fifty States, Washington D.C. and Puerto Rico. Please see "Attachment_D_Hasler_Authorized_Dealers_Partners_Sales_and_Service_Providers" and "Attachment_D_Neopost_Authorized_Dealers_Partners_Sales_and_Service_Providers".

If Contractor is not proposing equipment, supplies and maintenance for all fifty States, Washington D.C. and Puerto Rico, please detail the States, District, and territory you are proposing.

Neopost USA Response: N/A

2. Proposed Categories

Contractor shall detail below all categories they are offering. Please see *Attachment C* titled Pricing and *Attachment C-1 Pricing Scenarios* for details of the different categories. The contract shall be awarded by Category.

Neopost USA Response: Neopost USA is offering products and pricing for all categories that are detailed within "Attachment_C_rev3_Neopost" and "RFPAttachment_C1_Neopost" with the exception of:

Check Imprinting
Pressure Sealing
Bursting Equipment
Envelope Mail Labeler
Presorting
Software (PC Postage)
Tabbers, Production
Mailing Systems, Production
Letter Folders, High Volume
Inserters, Production

3. Contractors Organizational Capacity

Contractor shall describe in general their organizational capacity to support the proposed offering and the Participating Entity's under any subsequent Contract.

Neopost USA Response: Neopost USA, headquartered in Milford, CT, is the American operating company of the Neopost Group based in France. There are over two hundred Neopost offices across the country. To complement our national coverage we have a network of independent authorized dealers. This is further defined in "Attachment_D_Hasler_Authorized_Dealers_Partners_Sales_and_Service_Providers" and "Attachment_D_Neopost_Authorized_Dealers_Partners_Sales_and_Service_Providers". Neopost solutions enable companies to expertly send and receive digital documents, physical mail and packages helping them to better connect with their customers. Founded in 1924, Neopost has grown to



Attachment A

Capacity of Offeror

Solicitation No.: ADSP016-00006328

Description: NASPO ValuePoint
Mailing Equipment, Supplies and Maintenance

Arizona Department of Administration
State Procurement Office
100 N. 15th Ave, Suite 201
Phoenix, AZ 85007

become a leading global provider of mailing and shipping solutions as well as digital communications management. We partner with organizations of all sizes in every industry.

Neopost account representatives in local communities are easily accessible by phone, email or in person. Our decentralized, closer-to-the-customer business philosophy empowers local management to make quick decisions when responding to customer concerns.

Our specialized Government Account (NAGA) department is made up of:

- A network of Government Account Managers – there are (2) dedicated Government Account Managers for all geographic territories
- A team of government contract and sales support specialists
- A NAGA Operations group dedicated to NAGA contract customers with regard to issue and problem resolution as well as customer service

3.1. Experience in Industry

3.1.1. Contractor shall describe their experience in the provision of the Products and Services and Support, throughout the Geographic Areas, as required herein. Please provide information regarding your firm's experience in this industry, to include the number of years your firm has been in the business, what has been your firm's US market share in the Mailing Room Equipment industry for the past three years, etc.

Neopost USA Response: See attached document entitled "Attachment_A_Neopost_USA_Corporate_Presentation_Neopost_Q3.1".

Neopost USA Meter Market Share total 18.8%:

Percentages by Segment:

Small 6.3%

Mid 57.6%

High 12.3%

3.2. Experience with Similar Customers (or specify Government)

3.2.1. Contractor shall describe their experience with similar Customers in the provision of the Products, Services, and support throughout the Geographic Areas.

Neopost USA Response: Neopost USA has held the NASPO Contract for mailing equipment for approximately 10 years. Neopost manages contracts for approximately 42 of the 50 states for mailing equipment. This includes the NASPO ValuePoint Contract. Neopost has maintained an excellent reputation for providing quality products and service throughout the United States. We, at Neopost, value our relationship with all of the participating states and continuously work on improving processes and relationships as they pertain to the NASPO contract.

3.3. Management Structure

3.3.1. Contractor shall describe their management structure in support of the Products and Services, throughout the entire proposed Geographic Area.



Attachment A

Capacity of Offeror

Solicitation No.: ADSPO16-00006328

Description: NASPO ValuePoint

Mailing Equipment, Supplies and Maintenance

Arizona Department of Administration
State Procurement Office
100 N. 15th Ave, Suite 201
Phoenix, AZ 85007

Neopost USA Response: Please see
"Attachment_A_Management_Organizational_Structure_Neopost_Q3.3.1".



Attachment A

Capacity of Offeror

Solicitation No.: ADSPO16-00006328

Description: NASPO ValuePoint

Mailing Equipment, Supplies and Maintenance

Arizona Department of Administration
State Procurement Office
100 N. 15th Ave, Suite 201
Phoenix, AZ 85007

3.4. Key Personnel

3.4.1. Contractor shall assign specific individuals to key positions in support of the Contract. Contractor shall provide brief bios of key personnel including their training, experience and performance in supporting similar Customers as anticipated under any resulting Contracts. Contractor shall list all such Key Personnel in the applicable Contract Attachment titled *Attachment B* titled Neopost USA Response: Form -- Key Personnel.

Neopost USA Response: See attached document entitled: "Attachment_B_Key_Personnel_Neopost_Q3.4.1_of_Attachment_A".

3.5. Cost Containment

3.5.1. Contractor shall describe your firm's cost containment history over the past five years including a description of cost savings programs and the associated quantitative savings/efficiency realized the Percentage price increase per product line for the past three years, and the date and percentage of all anticipated price increases to the MSRP price for calendar years 2021-2022.

Neopost USA Response: In the past three years, Neopost USA has had price increases of less than three percent on average. Increases that have taken place have been implemented during the month of February each year to coincide with the start of the company's fiscal year.

During the past two years, all product lines have experienced three percent increases except mailing machines where pricing has been flat for existing products during that time.

Increases for the 2016 calendar year have taken place already. For 2017 any increases that will take place will occur in February and are anticipated to be along the same lines as the past three years.

3.6 References

3.6.2 Contractor shall list three (3) References for which your firm provided services of similar size and scope as required by the solicitation within the past three (3) years. All Information shall be accurate and easily verifiable. Complete *Attachment G* titled References.

Neopost USA Response: See attached document entitled: "Attachment_G_Neopost_References_AttachmentA_Neopost_Q3.6.2".

4. Authorized Dealers/Partners/Sales and Service Provider Relationships

4.1. Contractor must include in their response a list of Authorized Dealers/Partners authorized to represent them per the Terms and Conditions of this RFP by state (Authorized Dealers/Partners/Sales and Service Provider



Attachment A

Capacity of Offeror

Solicitation No.: ADSPO16-00006328

Description: NASPO ValuePoint

Mailing Equipment, Supplies and Maintenance

Arizona Department of Administration
State Procurement Office
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Phoenix, AZ 85007

Response Form). It is the manufacturer's responsibility to ensure complete coverage of service throughout all States they are proposing. Invoices and payments will be addressed within the individual PA's. Some Participating Entities may require all invoices and billing go through the Contract and some Participating Entities may require invoices and payment to go through the Authorized Dealers/Partners/Sales and Service Provider. Please verify that either invoicing/billing option is available.

Please provide your response in the Response Form Attachment D titled

Authorized Dealers/Partners/Sales and Service Provider Response Form.

Neopost USA Response: See attached document entitled: "Attachment D_Hasler_Authorized_Dealers_Partners_Sales_and_Service_Providers" and "Attachment D_Neopost_Authorized_Dealers_Partners_Sales_and_Service_Providers".

- 4.2. The Contractor shall be fully responsible for meeting all of the Terms and Conditions of any contract /MPA/PA resulting from this RFP. The Contractor will have full responsibility for their Authorized Dealers/Partners/Sales and Service Provider performance. Contractor will be responsible for any training and education of authorized resellers to ensure contract.

Please respond that you read, understand and will comply.

Neopost USA Response: Neopost has read, understands and will comply with this section.

- 4.3. Contractor shall notify the MPA Contract Administrator and the affected PA Procurement Officer of any authorized reseller changes, additions and deletions throughout the term of the Contract as they occur. The MPA Contract Administrator and the affected PA Procurement Officer will have the right to deny approval of any authorized reseller additions and/or substitutions.

Response would be that you read, understand and will comply, or to take exception

Neopost USA Response: Neopost has read, understands and will comply with this section.

- 4.4. Describe what your firm requires from potential dealers to become an "Authorized Dealer" and define specifically how your firm currently measures an authorized dealer's performance, including the following:

- 4.4.1. Dealer commitment including product marketing, sales staff, sales volume, and service after the sale.

Neopost USA Response: Neopost USA does background checks on the principle owners of the dealership, runs a credit check on the dealership and requires dealership to sign a Neopost USA Dealer Agreement. Once all this has been preformed, Neopost USA and the Dealership enter into a partnership.

Performance Measurement - Minimum Sales Volumes/Quotas

Dealers shall be required to achieve the minimum sales goals for its Territory ("Minimum Sales Quotas"). The initial Dealer's Minimum Sales Quotas are set. Neopost reserves the right at its sole discretion to change the Minimum Sales Quotas after the expiration of the period. Any such further quota will become binding upon Dealer upon receipt of written notice from Neopost USA which specifies the new quota requirements. Failure by Dealer to meet the Minimum Sales Quotas, shall constitute a material breach of the Agreement and shall entitle Neopost USA to terminate the Agreement

Service after the Sale

Dealer shall provide, at its own expense, all installation, user training, warranty service, maintenance, upkeep and replacement service for Products (collectively, "Service") to all authorized users of the Products within its Territory. Dealer shall maintain directly, or through one or more independent contractors approved by Neopost USA in writing, a staff of trained personnel sufficient to provide Service. Dealer shall provide Service at normal rates of charge to such persons who are located in its Territory but are not customers of Dealer as Neopost USA may from time to time reasonably designate.



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- (a) Dealer must provide Service to Government entities, national accounts and split sales located within its Territory.
- (b) Dealer shall maintain or cause to be maintained such stocks of repair parts, components, accessories, tools, test equipment and supplies necessary to provide Service.
- (c) Dealer shall not charge Neopost USA for any such Services, except as expressly agreed upon in writing by Neopost USA.
- (d) Neopost USA shall have the right to inspect Dealer's facilities and books and records and to visit installation sites to ensure Dealer's compliance with its Service obligations and other obligations under this Agreement.
- (e) Service shall be performed in accordance with Neopost USA Policies, and failure to comply with such shall constitute a material breach of this Agreement, and be grounds for termination of the Agreement. Following termination of this Agreement, Neopost USA agrees to negotiate in good faith with Dealer about entering a Neopost USA Service Agreement for the purpose of servicing, maintaining, and supporting those existing end-users that Dealer established while an authorized Neopost USA Dealer.

Standards of Neopost Dealer Conduct

- (1) **Sales Staff** - Dealer shall use its best efforts to establish, maintain, and increase the sale of Products and the leasing of postage meters in its Territory by all usual and ethical means, including advertising, personal solicitation, and distribution of promotional materials. Dealer shall maintain a trained staff sufficient to support its efforts. Dealer shall not engage in any activity which would in any way diminish or detract from the sales potential of Products or their attractiveness to potential buyers or users thereof.
- (2) **Product Marketing** - Dealer shall only market the Products under the names, trademarks and model designations as specified from time to time by Neopost USA. Dealer agrees not to cause or permit the removal, obliteration or alteration of any patent numbers, trade names or marks, notices, decals, name plates or serial numbers affixed to Products.
- (3) Dealer shall comply with all applicable laws, rules and regulations and cooperate with Neopost USA in the implementation of such procedures as may be required by laws relating to the Products. Dealer shall maintain in effect all licenses, permits and authorization from all governmental agencies necessary to the performance of its obligations hereunder.
- (4) Dealer shall not make any false or misleading statement to customers or potential customers and shall not engage in any conduct or practice which injures or may injure the reputation or goodwill of Neopost USA, any Neopost USA affiliate, or any other Neopost USA Dealer. Dealer acknowledges the value of the Neopost USA name and good will to both Neopost USA and its Dealers. Actions by Dealer of an immoral, unethical, or criminal nature that may harm the Neopost USA brand shall be a material breach of the Agreement, and grounds for termination of the Agreement.
- (5) Dealer shall submit all advertising and/or advertising literature relating to Products to Neopost USA for its approval prior to use, and shall not use any advertising and/or advertising literature that Neopost USA does not approve.

4.4.2. Dealer contract support including contract administration and administrative/financial assistance.

Neopost USA Response: Dealer Compliance with Neopost Administrative Policies.

- (a) Dealer shall at all times comply with Neopost USA Policies, as established from time to time by Neopost USA for its Dealers in the United States. Neopost USA shall publish its Policies on its website, and Dealer shall be bound by all changes to such Policies as of the



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date such changes post on the Neopost USA website. Dealer has the obligation to familiarize itself with and to periodically review the Policies on the website. In the event of a discrepancy between the terms of the Policies as they appear on the Neopost USA website, and any terms provided separately to Dealer, the terms of the website shall control.

(b) Dealer shall at all times comply with all U.S. Postal service policies.

(c) Failure of Dealer to comply with Neopost USA or Postal policies constitutes a material breach of the Agreement, and is grounds for termination.

- 4.4.3.1 If a Participating Entity files a complaint about an authorized dealer due to customer service issues, lack of inventory, poor design service, late deliveries, incorrect billing practices, or other performance issues, describe how the Authorized Dealers/Partners/Sales and Service Provider is assisted by the Contractor in improving their performance, the Contractor's corrective action process, and the Contractor's process for removing the Authorized Dealers/Partners/Sales and Service Provider from the Authorized Dealers/Partners/Sales and Service Provider list if they fail to meet the requirements, including the criteria that would warrant a removal or replacement of an Authorized Dealers/Partners/Sales and Service Provider.

Neopost USA Response: Corrective Action Process – Dealer in Default. Dealer shall be deemed to be in default under the Agreement and Neopost USA may at its option terminate the Agreement and all rights granted herein effective immediately upon the receipt by Dealer of notice to that effect and without prior opportunity to cure the default (except as otherwise expressly provided below) if:

- Dealer shall be or become insolvent;
- Dealer shall be dissolved or liquidated, or if a petition in bankruptcy is filed against Dealer, or if a liquidator, trustee in bankruptcy, custodian, receiver, or receiver and manager is appointed for Dealer, or if Dealer makes an assignment for the benefit of its creditors or commits any act for or in bankruptcy, or if Dealer is subjected to any levy, attachment, garnishment, execution or any other similar process which is not vacated or removed within ten days by payment or bonding;
- There is any direct or indirect change of ownership of Dealer or active management of Dealer without the prior written consent of Neopost USA or Dealer otherwise breaches
- Any other agreement between Dealer and Neopost USA (or any company affiliated or associated with Neopost USA) is terminated due to default by Dealer;
- Dealer fails to pay any undisputed amount owing to Neopost USA (or any company associated or affiliated with Neopost USA) when due under this Agreement or otherwise and fails to cure same within fifteen (15) days following written notice from Neopost USA;
- Dealer submits to Neopost USA or any other person any false or fraudulent claim for reimbursement, refund, credit, rebate, allowance, discount, bonus or other payment, or engages in any other dishonest or misleading practice;
- Dealer fails to function in the ordinary course of business;
- Dealer fails to meet any of its Minimum Sales Quotas, and fails to cure that default prior to the end of the quarter immediately following the default notice;
- Dealer violates the provisions of Territory;
- Dealer engages in the sale of parts, supplies or consumables that are not Approved; or



Attachment A

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- Dealer breaches any other provision of this Agreement or any other agreement between Dealer and Neopost USA (or any company associated or affiliated with Neopost USA) and fails to cure same within fifteen (15) days following written notice from Neopost USA.

4.4.4 Provide a list of all your Authorized Dealers/Partners by State, in a document including the following information.

4.4.4.1 State

4.4.4.2 Authorized Dealers/Partners/Sales and Service Provider Name

4.4.4.3 Authorized Dealers/Partners/Sales and Service Provider Address

4.4.4.4 Single Point of Contact

4.4.4.5 Title

4.4.4.6 Phone Number

4.4.4.7 Fax Number

4.4.4.8 Email address

4.4.4.9 Web address (if applicable)

4.4.4.10 Geographic area of coverage in each state for each dealer

4.4.4.11 Product lines each dealer is authorized to market

Neopost USA Response: See attached document entitled: Please see "Attachment_D_Hasler_Authorized_Dealers_Partners_Sales_and_Service_Providers" and "Attachment_D_Neopost_Authorized_Dealers_Partners_Sales_and_Service_Providers".

5 Good Standing

5.1 The Contractor and Authorized Dealers/Partner must be in good standing with trade associations, certification boards, or other regulatory agencies. Disclosure of any alleged issues, investigations, and/or citations is required. Provide information regarding on-going or past bankruptcies or reorganizations within the last five(5) years with your proposal submission. The MPA Contract Administrator reserves the right to request more information or to take further action based on information received.

Neopost USA Response: Neopost USA is not aware of any issues, investigations or citations that are likely to have an impact on its ability to perform pursuant to this contract. Neopost USA Inc. was known as Neopost Inc. until February 1, 2009. In November, 2009, Neopost conducted a corporate reorganization. The reorganization involved the consolidation of several of Neopost USA's subsidiaries and affiliates, including the merger of Hasler, Inc. into Neopost USA.

6 Customer Service

6.1 Describe in detail the process that your firm utilizes to track and respond to issues and concerns from both the Authorized Dealers and the end user.

Neopost USA Response: See attached document entitled "Attachment_A_Special_Issue_Resolution_NASPO_Neopost_Q6.1".

6.2 The Contracted Supplier or Authorized Dealer must have one lead representative for each Participating Addendum. Contact information shall be kept current.

Neopost USA Response: See attached document entitled: "Attachment_D_Hasler_Authorized_Dealers_Partners_Sales_and_Service_Providers" and "Attachment_D_Neopost_Authorized_Dealers_Partners_Sales_and_Service_Providers".

6.3 Customer Service Representative will respond to all inquiries within one business day.



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Response would be that you read, understand and will comply, or to take exception

Neopost USA Response: Neopost has read, understands and will comply with this section.

- 6.4 Customer Service Representative(s) must be available by phone or email, at a minimum, from 7:00 AM – 6:00 PM Monday through Friday for the applicable time zones.

Response would be that you read, understand and will comply, or to take exception

Neopost USA Response: Neopost has read, understands and will comply with this section.

- 6.5 Describe the standard lead time for the following order types and describe what situations could increase or decrease the lead times for each order type:

6.5.1 Low Volume equipment

- | | |
|--------------------------------|---------------------|
| • Low Volume Mailing Machines- | 10-15 Business Days |
| • Low Volume Letter Openers- | 10-15 Business Days |
| • Low Volume Folders- | 10-15 Business Days |
| • Low Volume Inserters- | 10-15 Business Days |
| • Low Volume Address Printers- | 10-15 Business Days |
| • Low Volume Tabbers- | 10-15 Business Days |

6.5.2 Medium Volume equipment

- | | |
|-----------------------------------|---------------------|
| • Medium Volume Mailing Machines- | 10-15 Business Days |
| • Medium Volume Letter Openers- | 20-25 Business Days |
| • Medium Volume Folders- | 10-15 Business Days |
| • Medium Volume Inserters- | 15-20 Business Days |
| • Medium Volume Address Printers- | 10-15 Business Days |
| • Medium Volume Tabbers- | 15-20 Business Days |

6.5.3 Production

- | | |
|---------------------------------------|---------------------|
| • Production Volume Folder/Inserters- | 35-45 Business Days |
| • Production Volume Address Printers- | 15-20 Business Days |
| • Production Volume Folders- | 10-15 Business Days |
| • Production Volume Mail Machines- | 10-15 Business Days |
| • High Volume Mailing Machines- | 10-15 Business Days |
| • High Volume Letter Openers- | 20-25 Business Days |
| • High Volume Folders- | 10-15 Business Days |
| • High Volume Inserters- | 15-20 Business Days |
| • High Volume Address Printers- | 10-15 Business Days |
| • High Volume Tabbers- | 15-20 Business Days |

6.5.4 Accessories

- | | |
|---|---------------------|
| • Low Volume Mailing Machines Accessories- | 10-15 Business Days |
| • Low Volume Letter Openers Accessories - | 10-15 Business Days |
| • Low Volume Folders Accessories- | 10-15 Business Days |
| • Low Volume Inserters Accessories- | 10-15 Business Days |
| • Low Volume Address Printers Accessories- | 10-15 Business Days |
| • Low Volume Tabbers Accessories - | 10-15 Business Days |
| • Medium Volume Mailing Machines Accessories- | 10-15 Business Days |



Attachment A

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- Medium Volume Letter Openers Accessories- 20-25 Business Days
- Medium Volume Folders Accessories - 10-15 Business Days
- Medium Volume Inserters Accessories - 15-20 Business Days
- Medium Volume Address Printers Accessories- 10-15 Business Days
- Medium Volume Tabbers Accessories - 15-20 Business Days
- Production Volume Mailing Machines Accessories- 15-20 Business Days
- Production Volume Letter Openers Accessories- 20-25 Business Days
- Production Volume Folders Accessories - 20-25 Business Days
- Production Volume Inserters Accessories - 35-45 Business Days
- Production Volume Address Printer Accessories- 15-20 Business Days
- Production Volume Tabbers Accessories - 15-20 Business Days

6.5.5 Furniture

- Furniture- 30 Business Days

6.5.6 Supplies

- Supplies- 3-5 Business days

6.6 Describe in detail the escalation plan between the Authorized Dealer and Manufacturer.

Neopost USA Response: In conjunction with utilizing the process outlined in section 6.1 where Neopost USA utilizes a CRM tool for case management (ACE CRM) for tracking and accountability, Neopost has developed an escalation task force that holds weekly conference calls with our authorized dealers and branches. A representative from every key department within Neopost is mandated to be in attendance. This team has set SLAs that need to be met. The SLA is that 95% of all cases need to be closed within established time frames and are measured weekly.

In addition to the above, the attached flow chart shows our escalation plan for service issues. See attached document entitled: "Attachment_A_Service_Escalation_Authorized_Dealers_Neopost_Q6.6".

4.5 Legal and Regulatory Actions

4.5.1. Contractors shall fully disclose their involvement in any legal proceedings, lawsuits or governmental regulatory actions and any contractual demands for assurance regarding their provision of similar services, pending or occurring in the last five (5) years. We are only looking for information that can be legally obtained.

Neopost USA Response: Neopost USA is a party to lawsuits and other commercial disputes in the normal course of our business. There have been no judgments or regulatory actions over the relevant time period that have resulted in a material adverse impact on our business, financial position, or result of operations.

7 Environmental

7.1 While some participating states may have environmental initiatives, others do not, as such, States with environmental concerns and initiatives will address these issues through the Participating Addendum process.

Neopost USA Response: Please see attachment entitled "Attachment_A_Circular_Economy_Neopost_Q7.1".



Attachment A

Capacity of Offeror

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7.2 Has your firm made a public commitment to environmental sustainability? If so, provide details for the following

- 7.2.1 Description of the measurements that are employed and how they are reported.
Neopost USA Response: ISO 14001- See attached "Attachment_A_ISO_14001_Certification_Neopost_Q7.2.1" Neopost North America" and ISO 9001- See Attached "Attachment_A_ISO_9001_Certification_Neopost_Q7.2.1".

As an environmentally and socially responsible organization, we:

- Follow our Environmental Management System
- Comply with legal and regulatory requirements
- Strive for continual improvement
- Strive to reduce negative environmental effects
- Provide the necessary knowledge and resources

- 7.2.2 Name(s) and title(s) of staff that are specifically dedicated to the firms' public commitment to sustainability.
**Neopost USA Response: Philippe Boulanger, Group Environmental Officer
Janet Pagini, USA Facilities Manager**
- 7.2.3 List all environmental third party certification programs that your firm has achieved and the level of compliance.
Neopost USA Response: ISO 14001- See attachment entitled "Attachment_A_ISO_14001_Certification_Neopost_Q7.2.1"

- 7.3 Has your firm had any breaches of environmental, health, or safety standards within the past 12 months? This includes fires, explosions, industrial accidents, hazardous releases, or other health and safety incidents at any of the firm's facilities. If so, provide details (including but not limited to date of event, quantitative extent of damage, environmental effects, and corrective action plan and success rate) of all breaches.
Neopost USA Response: No, Neopost USA has not had any breaches of environmental health or safety standards within the past 12 months.
- 7.4 Confirm your acceptance to maintain for the term of this Agreement, and all renewals/extension thereof, programs as described in the response to the RFP.
Neopost USA Response: Neopost USA confirms and will maintain for the term of this agreement, and all renewal/extension thereof, programs as described in the response to this RFP.
- 7.5 Buyback/Trade in – Contractor shall describe the buyback/recycling program offered by your firm. Please detail the formula used to determine the value of the used equipment and all other facets of the program.
Neopost USA Response: Please see the attachment entitled "Attachment_A_Neopost_USA_Equipment_Take_Back_Plan_Neopost_Q7.5".



NEOPOST, A PLAYER IN THE CIRCULAR ECONOMY

Fully mindful of environmental issues, Neopost is a responsible company committed to sustainable development. In terms of the environment, the Group has taken advantage of regulatory constraints by preparing for them ahead of time and transforming them into a competitive advantage.

Ecodesign at the root of production

From the product design phase through to end-of-life dismantling, Neopost takes all environmental aspects into account. Be it in the choice of materials, the number of components, the ratio between product mass and packing volumes, sound emissions or energy consumption, ecodesign determines the technical specificities in production, in the equipment in use, and in recyclability conditions so as to limit environmental impacts.

The 3 R's rule

The Group applies the 3 R's rule of repairing, reusing and recycling to its ecodesigned products. Because the durability of the product is an essential component in ecodesign, the product has to be able to be dismantled, repaired and reused, and the non-toxic materials recovered must be easily recyclable.



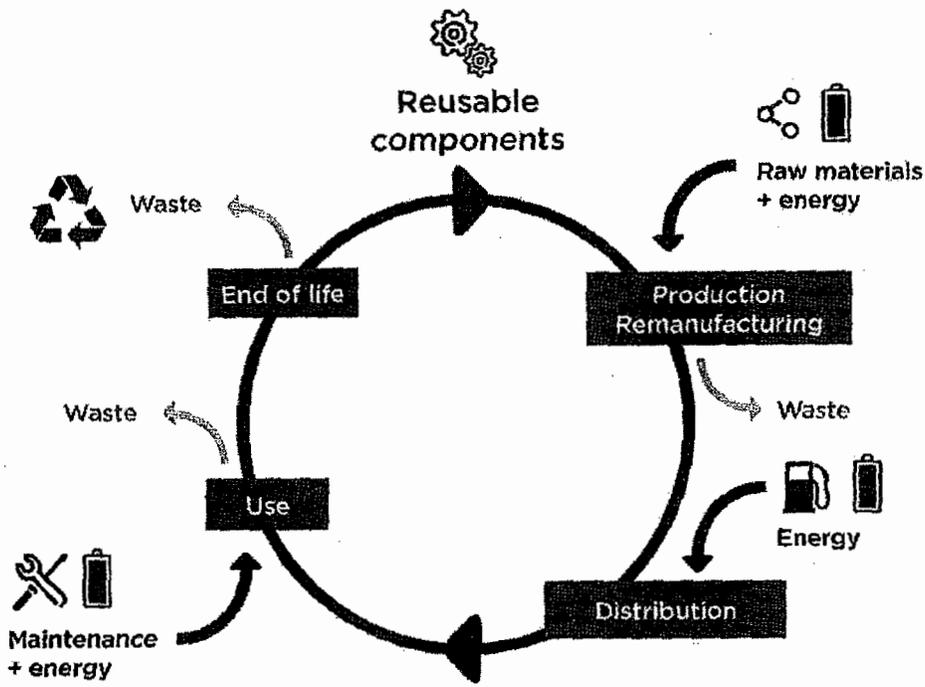
For example, thanks to an automated standby function, a DS-35 folder/inserter, an entry-level model for office use, consumes seven times less electricity than the previous-generation equivalent model.



What is circular economy?

The circular economy is an economic concept tying in with sustainable development. The aim is to produce goods and services while limiting the consumption and waste of raw materials, water and energy sources at each stage in the life cycle of the product or service.

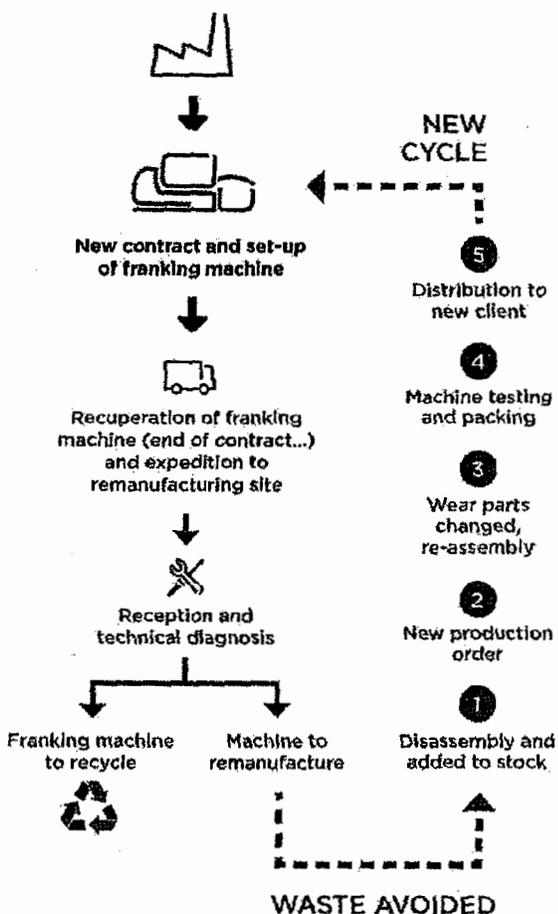
THE EQUIPMENT LIFE CYCLE



All of Neopost's franking machines comply with the specifications of the US certification Energy Star.

■ RESPONSIBILITIES

REMANUFACTURING PROCESS OF A NEOPOST MACHINE



Optimizing repair

Neopost favors remote repair work, which limits travel on the part of technicians and the environmental impact of the distance traveled. Today, over 50% of repair jobs are carried out remotely. The percentage rises to a full 90% for the IS 280 entry-level franking machine. Standard exchange is possible for entry-level and mid-range franking machines that cannot be repaired without the direct intervention of a technician. In this case, a new machine is sent to the customer within 24 hours. The original equipment is returned and integrated in the recycling process. In addition to the savings generated in terms of maintenance costs, this system improves both customer service and the quality of the machines in circulation, which will require less maintenance in the future. The standard exchange system has thus far been rolled out in Benelux, France, Germany, the United Kingdom and the United States.

Remanufacturing for a second life

Neopost has been developing remanufacturing for entry-level and mid-range machines since 2012. Remanufacturing involves refurbishing equipment based on a combination of parts and sub-assemblies from machines recovered at the end of the leasing or rental contract or standard-exchange machines. Nevertheless, some products and components are systematically replaced to ensure the same high levels of quality, reliability, functionalities and appearance as a new product. In 2015, about 30% of franking machines placed to Neopost customers were from remanufacturing.

Reduced environmental impact

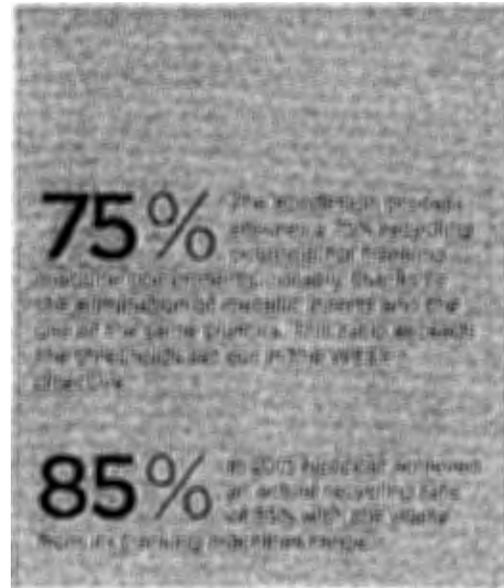
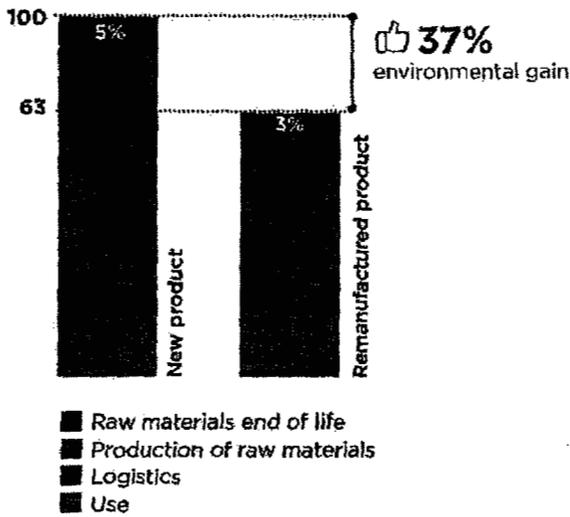
Factoring in the entire life cycle of equipment (production, transport and use), refurbishing serves to significantly reduce Neopost's carbon footprint.



By increasing the share of refurbished machines in its installed base, the Group shrank its carbon footprint by 25% in 2014 and expects to reach 30%* reduction in 2016.

* Neopost estimates on the basis of a carbon footprint of under 37% for refurbished machines.

The environmental footprint of franking systems



Contributing to job creation

Refurbishing is also a way for Neopost to safeguard activity and jobs at its production site in France. By doing so, it has protected 20 direct jobs and six indirect jobs at Le Lude.



EAGLE Registrations Inc.

SERVICE • INTEGRITY • VALUE
123 Webster Street, Suite 300 | Dayton, OH 45402 | USA
www.eagleregistrations.com



Accredited by member of the IAF MLA for QMS

Certificate No. 3781 (Recertified May 7, 2014 - 2 Copies)

May 7, 2014 through May 6, 2017

Certificate of Registration

This is to certify that the Quality Management System of

Neopost International Supply Limited

4650 Hickory Hill Road, Memphis, Tennessee 38141 USA

Has been assessed by **EAGLE Registrations Inc.** and
conforms to the following standard:

ISO 9001:2008

Scope of Registration

The light assembly, warehousing, order fulfillment, shipping, returns processing
and product repair of mailing machine products, such as postage meters.

Administrative Manager

*Neopost Memphis Distribution Center is ISO9001 certified.

EAGLE Registrations Inc.
CERTIFICATE OF ENVIRONMENTAL QUALITY
122 Wheeler Street, Milford, Connecticut 06461 USA
www.eagle-reg.com



EAGLE is accredited by the ANAB

Certificate No. 3623 (Recertified August 11, 2014 - 9 Copies)
August 11, 2014 through August 10, 2017

Certificate of Registration

This is to certify that the Environmental Management System of

NEOPOST: dba Neopost USA, Neopost Canada LTD & Neopost International Supply Limited

- 4650 Hickory Hill Road, Memphis, Tennessee 38141 USA (a)
- 478 Wheelers Farms Road, Milford, Connecticut 06461 USA (b)
- 472 Wheelers Farm Road, Milford, Connecticut 06461 USA (b)
- 1335 Valwood Parkway, Suite 111, Carrollton, Texas 75006 USA (b)
- 1345 Valwood Parkway, Suite 330, Carrollton, Texas 75006 USA (b)
- 150 Steelcase Road West, Markham, Ontario L3R3J9 Canada (c)

Has been assessed by **EAGLE Registrations Inc.** and conforms with the following standard:

ISO 14001:2004

Scope of Registration

The Management of Environmental Aspects Related to the associated functions below of Mailing Products, Document Handling System, and PO Solutions

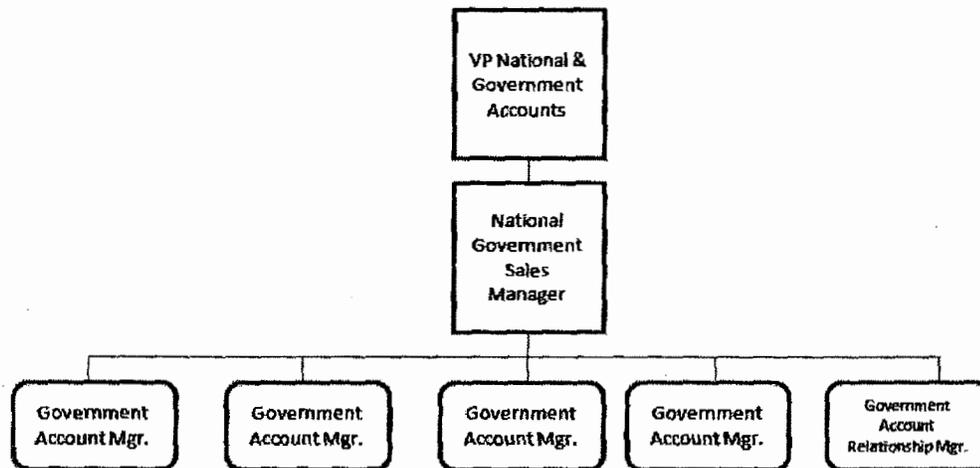
- (a) Customer Service, Product Repair, Light Assembly, Warehousing, and Distribution Functions
- (b) Sales, Marketing, Customer Service, and Corporate Administrative Support Functions
- (c) Sales, Marketing, Customer Service, Corporate Administrative Support Functions, Product Repair, Light Assembly, Warehousing, and Distribution Functions

[Signature]
Chief Technical Officer

NAGA Sales Team

Neopost has a separate group of sales and service professionals for its national and government accounts (NAGA). In this way, Neopost is specialized and well equipped to best serve all the needs of our NASPO customers.

A VP of National and Government Sales heads up the sales side. Reporting into the VP is a NAGA Sales Manager and four Government Account Managers who are very familiar with the NASPO contract and other government contract vehicles such as GSA. They work with local Neopost sales teams to ensure seamless and consistent interactions with our NASPO clients. Also a part of this team is the Government Account Relationship Manager. This role ensures that with respect to NASPO, that the Neopost website and catalog are up-to-date to reflect the current state of information. This role also provides a point of escalation and assists with customer service and billing issues.

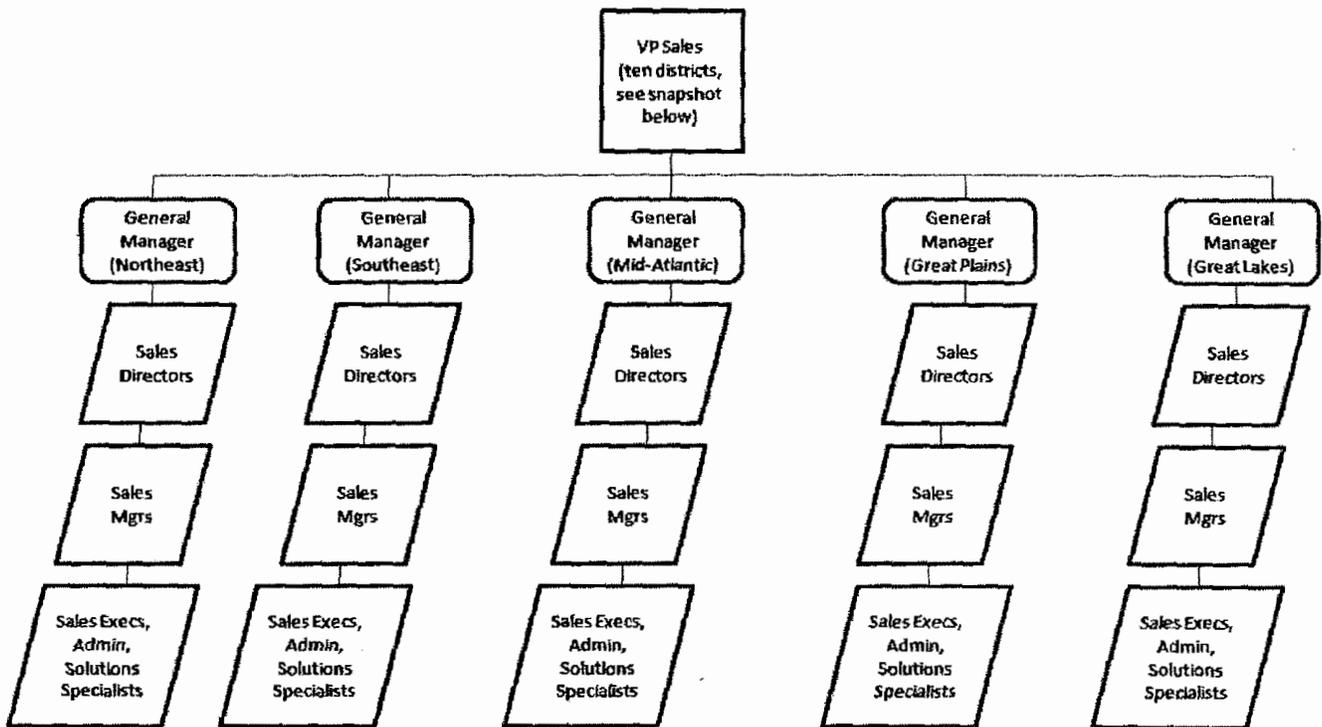




Sales Channel

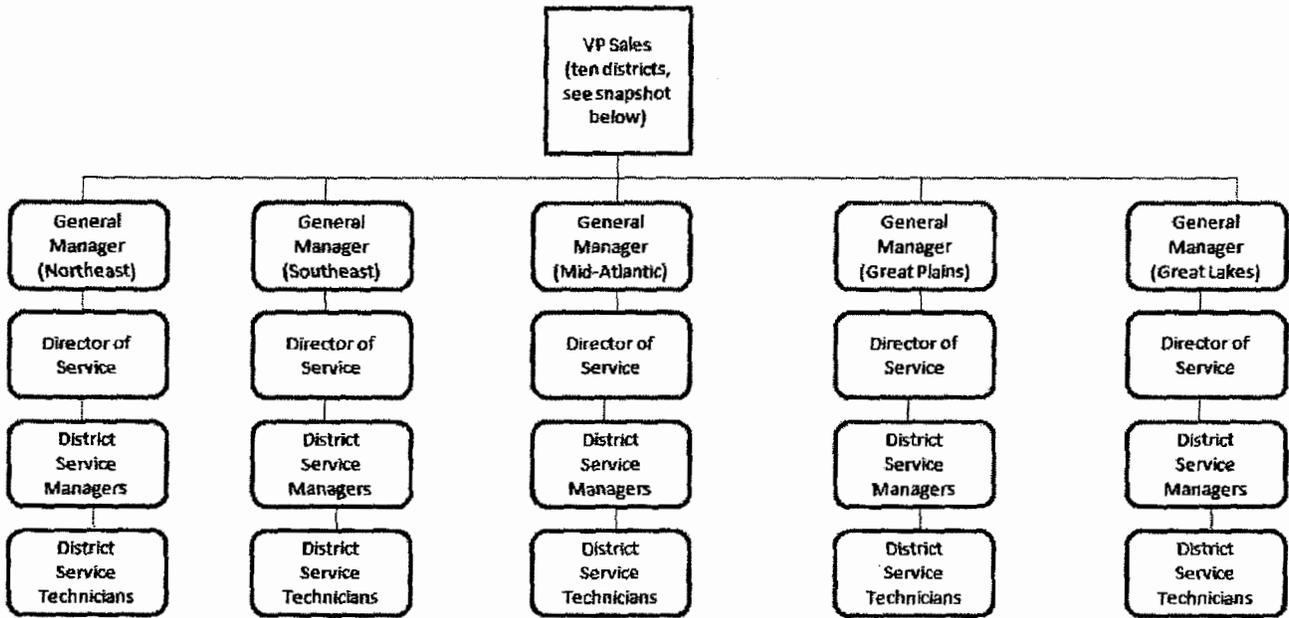
In terms of local selling teams that the NAGA team works with, Neopost sells through direct sales executives who work in districts and through an independent dealer network. These sales professionals understand their client's challenges and will make recommendations based on the client requirements and goals. There are ten districts and over 200 Neopost offices throughout the country. Our decentralized, closer-to-the customer business philosophy empowers local management to make quick decisions when responding to customer concerns. Every district is managed by a General Manager with a sales and service reporting structure underneath that includes government sales managers, sales executives, service directors, service managers, field service technicians, operations and solutions specialists.

Sales Snapshot below as it aligns in all ten Neopost districts.



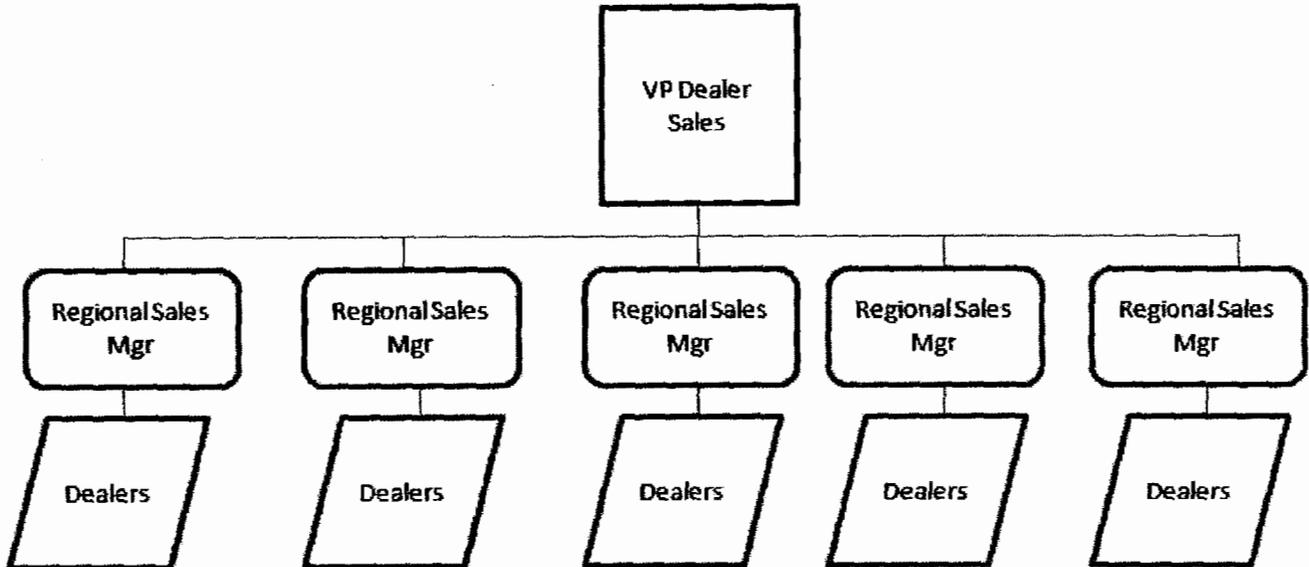


Service snapshot below as it aligns in all ten Neopost districts.





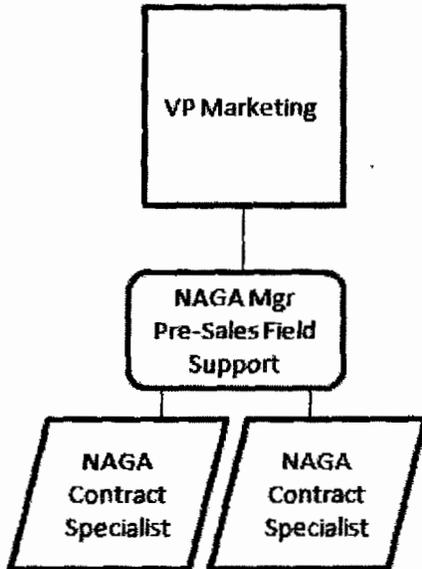
On the independent dealer side, dealer principles also have reporting structures that include government focused sales managers, sales executives and service personnel. This independent dealer network rolls up to a team of Regional Sales Managers (RSM's) at corporate headquarters who oversee dealer channel program delivery and also act as a point of escalation. This RSM team rolls up to a VP of Dealer Sales.





NAGA Contracts

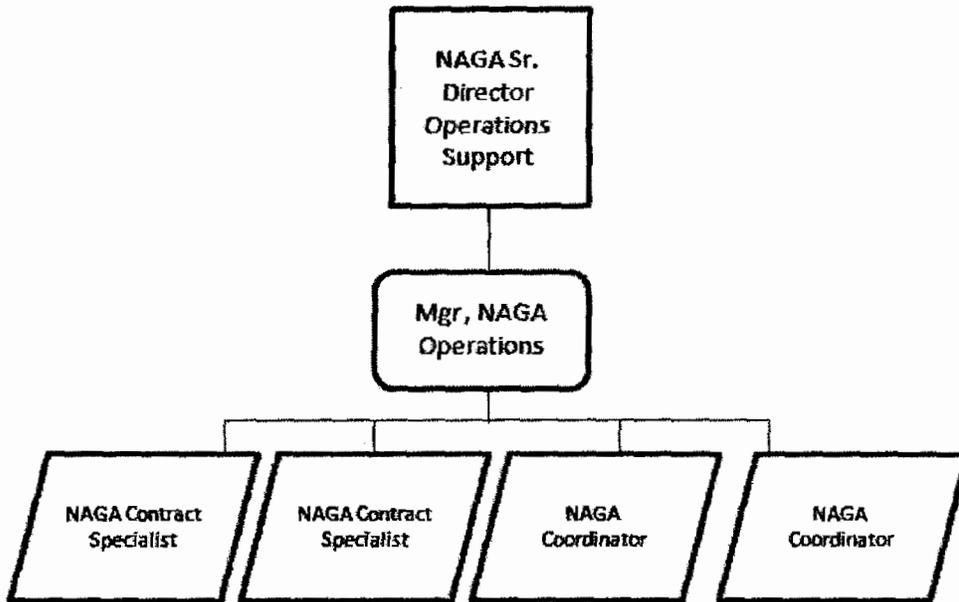
This group is led by the VP of Marketing. Reporting to this V.P. is a Manager of Pre-sales Field Support. This manager has a team responsible for supporting national and government contracts, proposals and compliance.





NAGA Operations

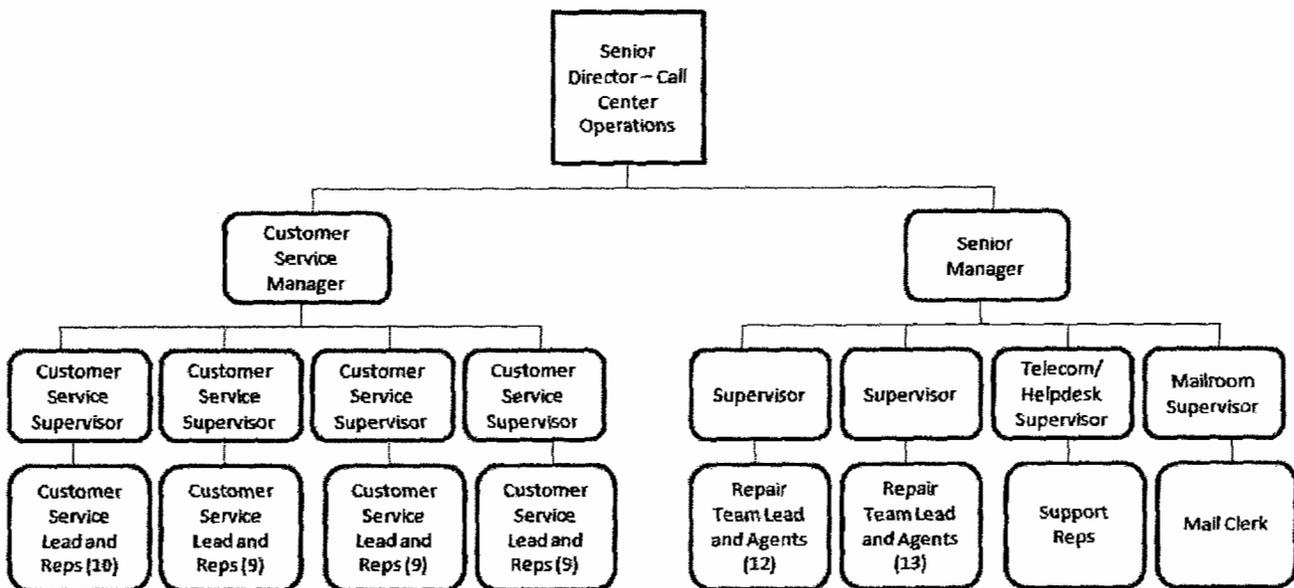
This post-sales group is led by a Sr. Director of Service Operations Support. Reporting into this Director is a Manager of Operations Support who has responsibility for a team dedicated to the day-to-day operational issues related to customer services issues.





Call Center

The Neopost call center, in Dallas Texas, performs a variety of functions including but not limited to the high level org chart that follows. Call Center Reps take phone calls to assist NASPO clients with equipment issues, supplies, returns, postage and general questions. Two distinct groups fall under this structure. There is a team that receives calls pertaining to the repair side of Neopost's business and there is also a team that receives calls for other items such as postage, supply orders, returns, etc.





NEOPOST



NEOPOST

About Us

NeoPost solutions enable companies to expertly
and digital documents, physical
mail and packages, allowing them to
better with their customers.





Who We Are

Founded in 1924, Neopost is a leading global provider of mailing solutions.

We form partnerships with organizations of all sizes in every industry.

Our fastest-growing business segments are outside of the traditional mail center.





Market Share

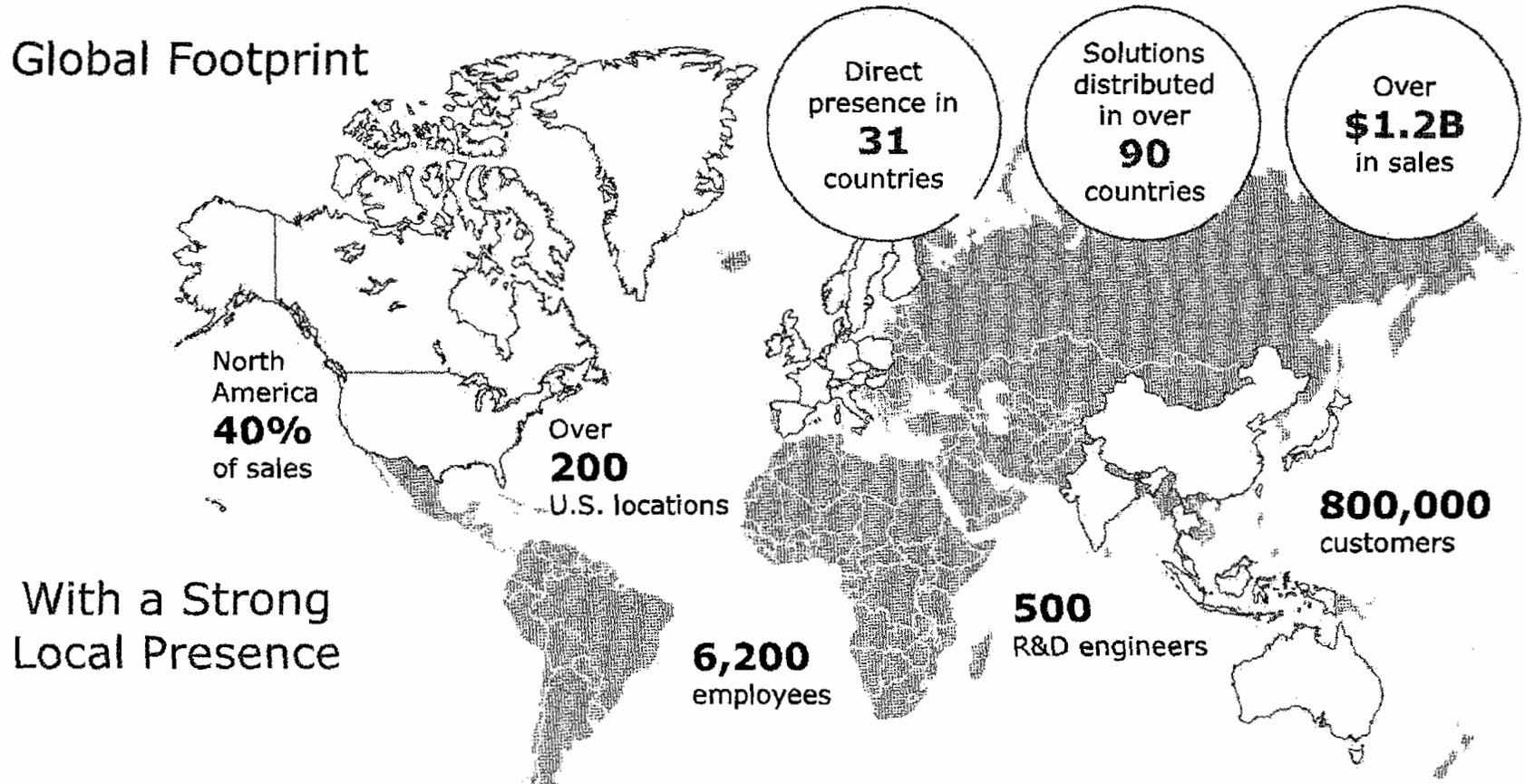
With sales of \$1.2 Billion, we have a direct presence in 31 countries and our products and services are sold in more than 90 countries. While Neopost is ranked #1 in Europe, we hold the #2 ranking in the U.S. in Mail Solutions. Our US market share has been growing steadily over the last three years between 18 – 19%.

Neopost USA is known for its broad line of mailing and shipping systems and mail support equipment, such as mailing machines, postage meters, folder/inserters, address printers, tabbers, mail sorting and tracking systems and mail center management tools. We partner with organizations of all sizes in every industry.



A Worldwide Network

Global Footprint



With a Strong Local Presence

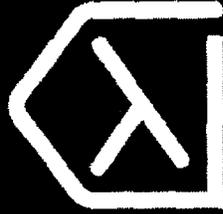


Our Solutions



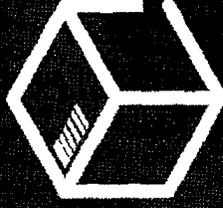
Digital Solutions

From improving data quality to enhancing documents, Neopost technology optimizes print-to-mail and digital delivery workflows.



Mailing Solutions

Every year, Neopost machines address, fill and meter billions of envelopes mailed by hundreds of thousands of U.S. companies.



Shipping Solutions

Neopost systems empower businesses to control rising shipping costs and can also streamline the handling of inbound packages.



NEOPOST

Our Expertise



Document Management



Hardware



Software



Business Printing



Postal Printing



IT Security



Mail Processing



Mail Addressing



Data Security & Encryption



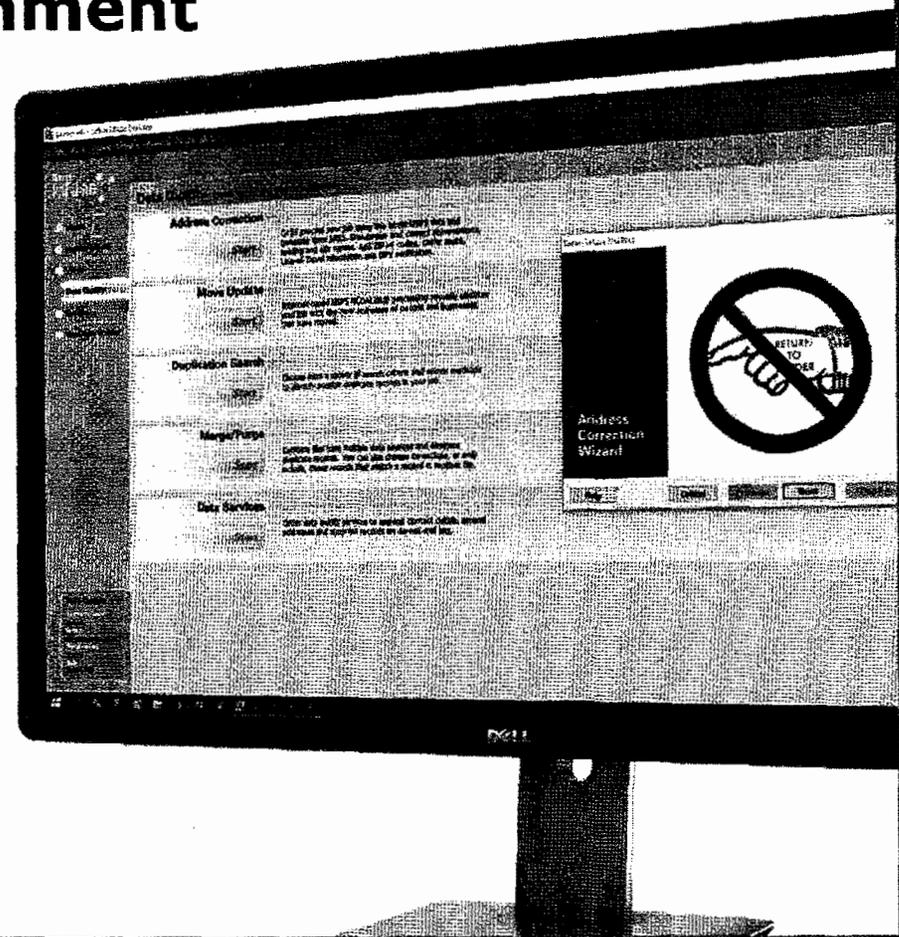
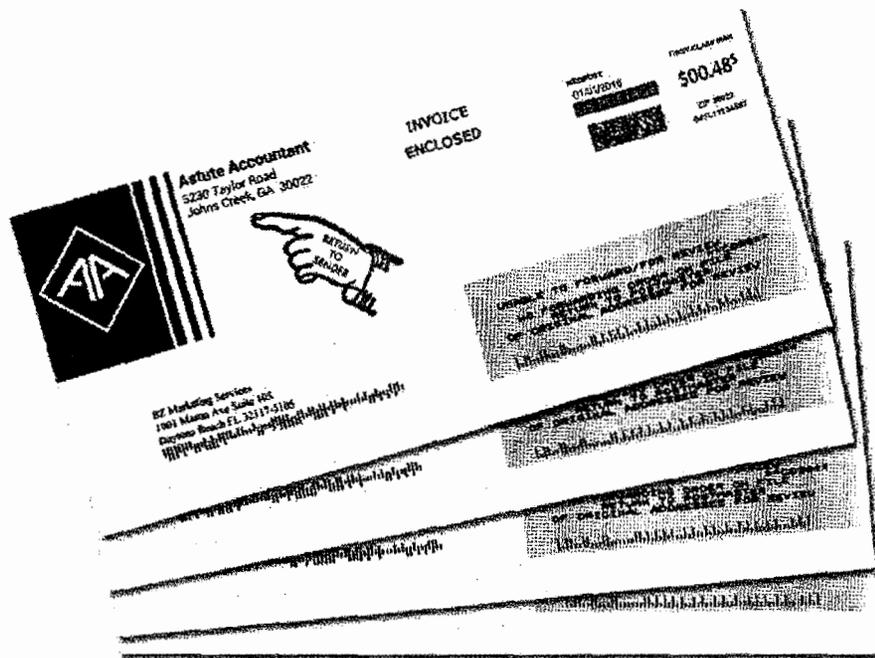
Technology & Support

NeoPost offers a wide range of hardware, software and services to support your business communication processes from start to finish.



Data Cleansing & Enrichment

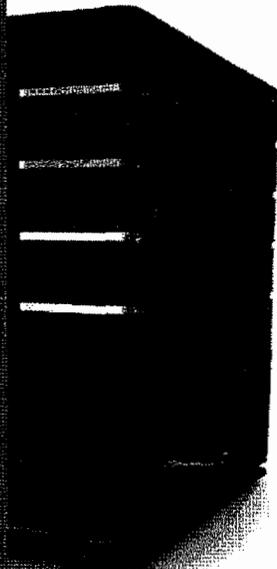
Maintain high-quality contact databases with accurate addresses that improve mail and package deliverability.



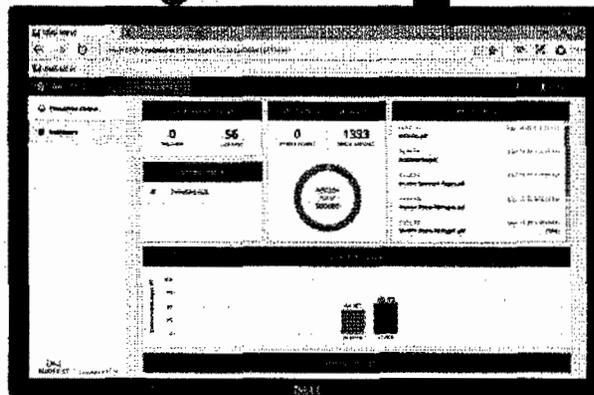


Document Automation

Create engaging, ready-for-automation documents that cost less to process and send.



RAW/FORMATTED DATA



DOCUMENT OUTPUT

05/29/2015
Account 123456789
Page 1 of 3

FIRST FINANCIAL
1700 E. Main
Grand Rapids, MI 49502

TRUMAN LANE
4850 KENDRICK SE
GRAND RAPIDS, MI 49512

EXPANDING FAMILY
EXPANDING SPACE

Processed on 05/29/2015 10:00:00 AM

Account: 123456789
Statement Period: 04/30/15 - 05/31/15

Last Statement 04/30/15	3,775,138.63	Minimum Balance	1,874,141.86
06 Deposits & Other Credits	3,742,903.07	Any Available Balance	5,047,745.70
00 Checks & Other Debits	2,885,895.24		

This Statement 05/31/15 1,894,141.86

DEPOSITS AND OTHER CREDITS

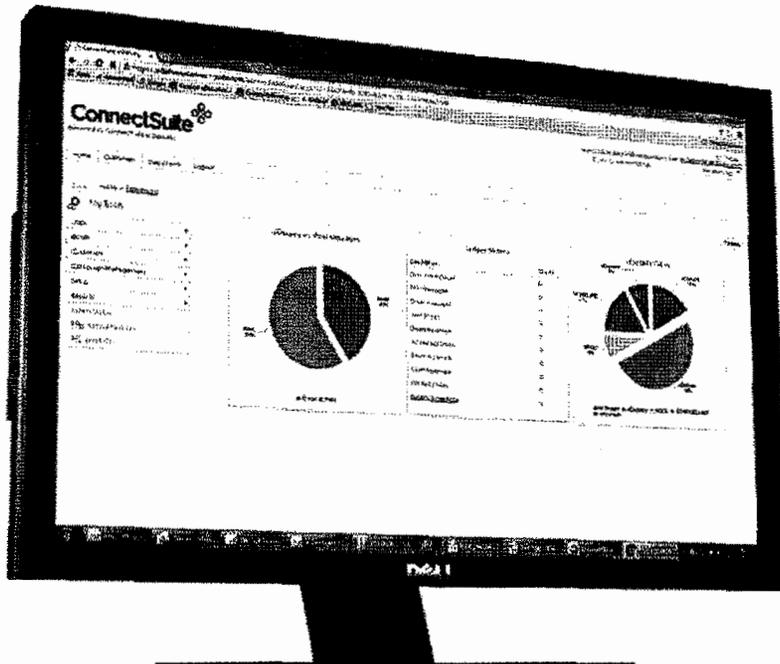
Date	Amount	Description
04/01	15.76	DEPOSIT
04/01	148.73	DEPOSIT
05/10	23,359.36	DEPOSIT
05/12	50.00	DEPOSIT: MARCANDI'S VISA/DC DEP
05/14	57.28	DEPOSIT: MARCANDI'S VISA/DC DEP
05/15	65.88	DEPOSIT: MARCANDI'S VISA/DC DEP
05/16	146.27	DEPOSIT: MARCANDI'S VISA/DC DEP
05/20	100.54	DEPOSIT: MARCANDI'S VISA/DC DEP
05/27	280.00	DEPOSIT: MARCANDI'S VISA/DC DEP

LOANS FOR LIVING LIFE

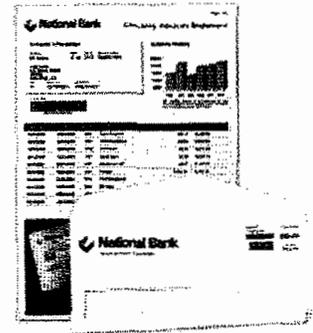


Delivery Channel Management

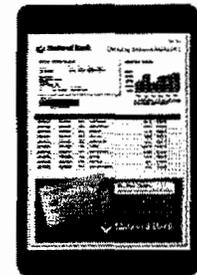
Distribute documents via physical mail or digital delivery based on your customers' preferred format.



Print



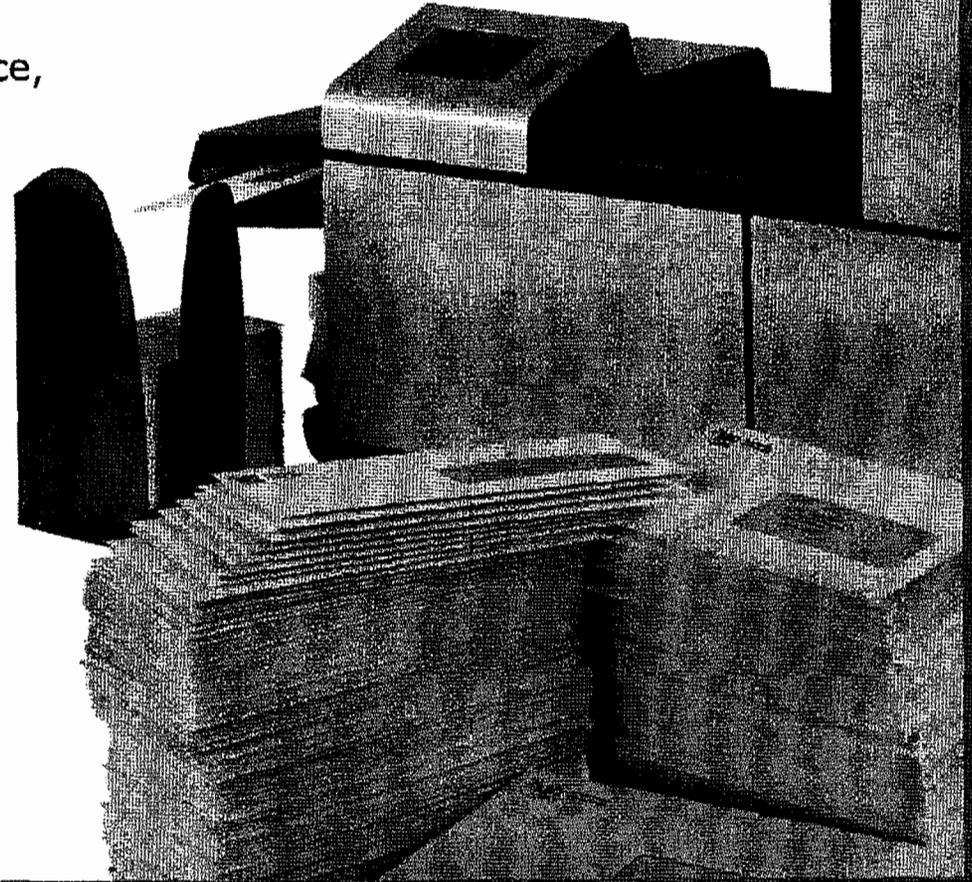
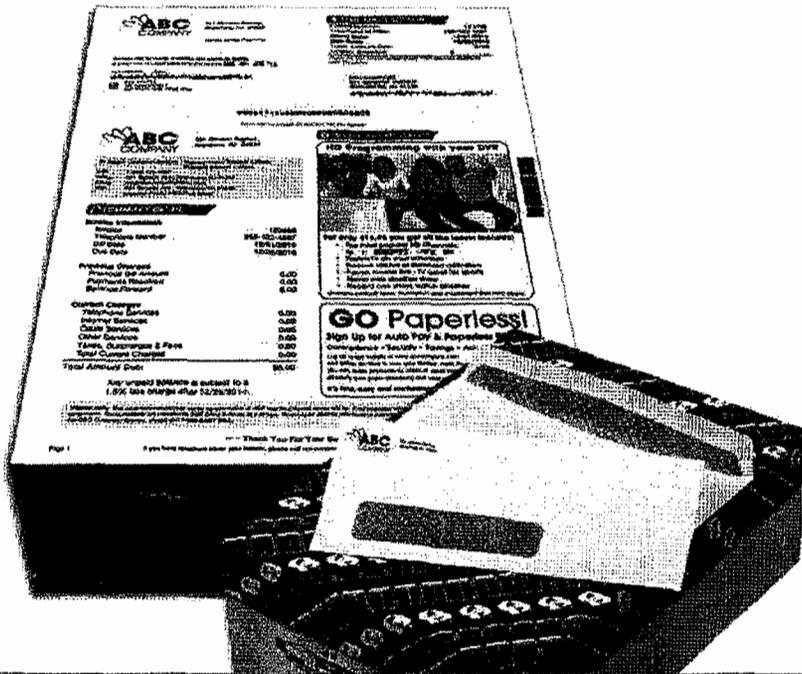
Digital





Document Folding/Inserting

Automate mail assembly with high-performance, ultra-secure document handling equipment.



Mail Addressing

Print stand-out envelopes or postcards
and simplify direct mail preparation.


NEOPOST



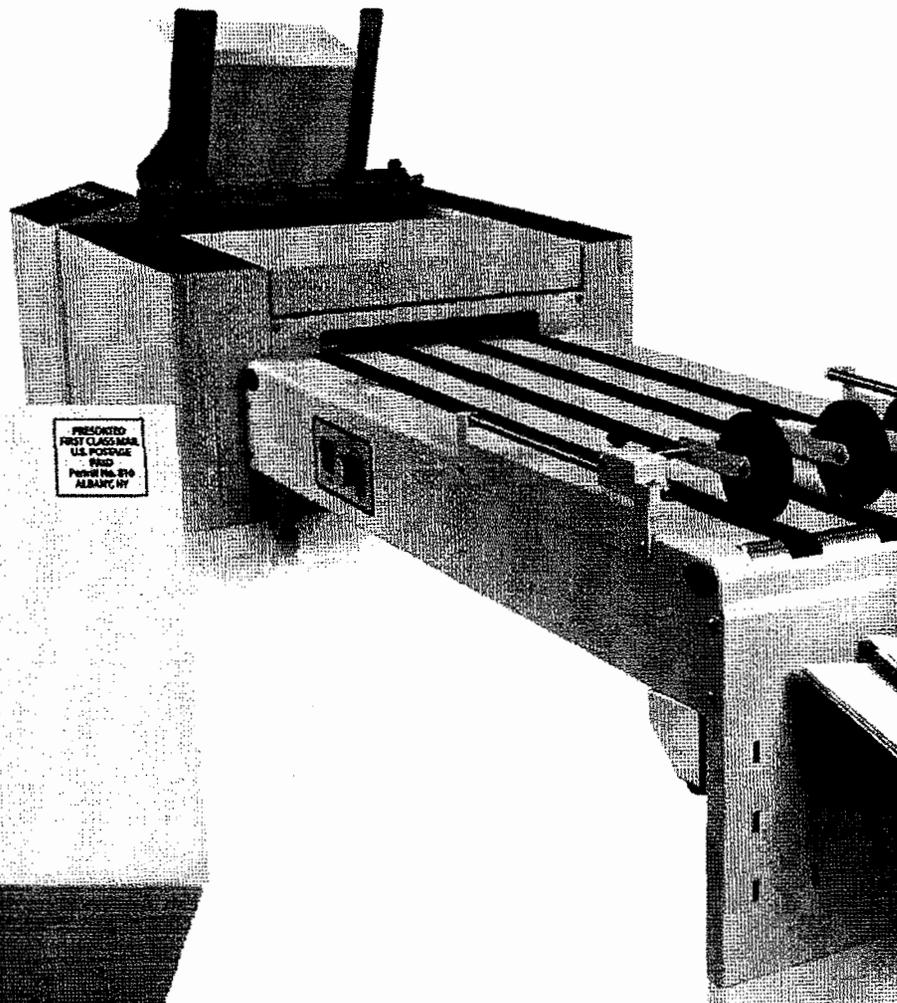
*Now we can
change our
colors!*

Printed With The MACH 5 Digital Color Printer



John Q. Public
Main Street Mail
135 Anywhere Avenue
Anytown, USA 12345-6789

PRESORTED
FIRST CLASS MAIL
U.S. POSTAGE
PAID
Permit No. 876
ALBANY, NY



Mail Metering

Move your mail out the door with ease, allocate the costs, and report on your spending patterns.



Astute Accountant
5230 Taylor Road
Johns Creek, GA 30022

INVOICE
ENCLOSED



NEOPOST
01/01/2018

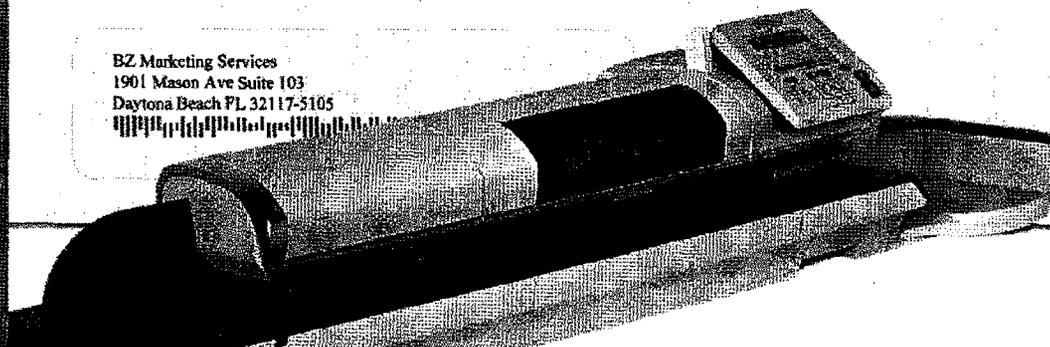
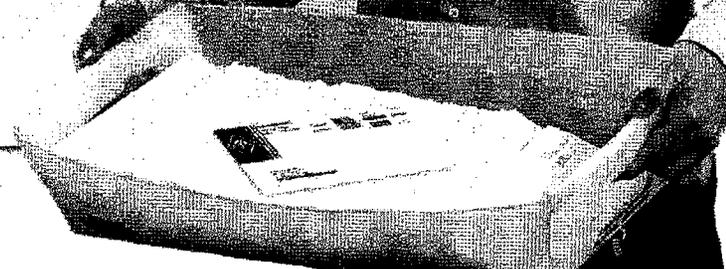
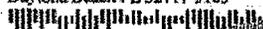
US POSTAGE

FIRST CLASS MAIL

\$00.48⁵

ZIP 30022
04111234567

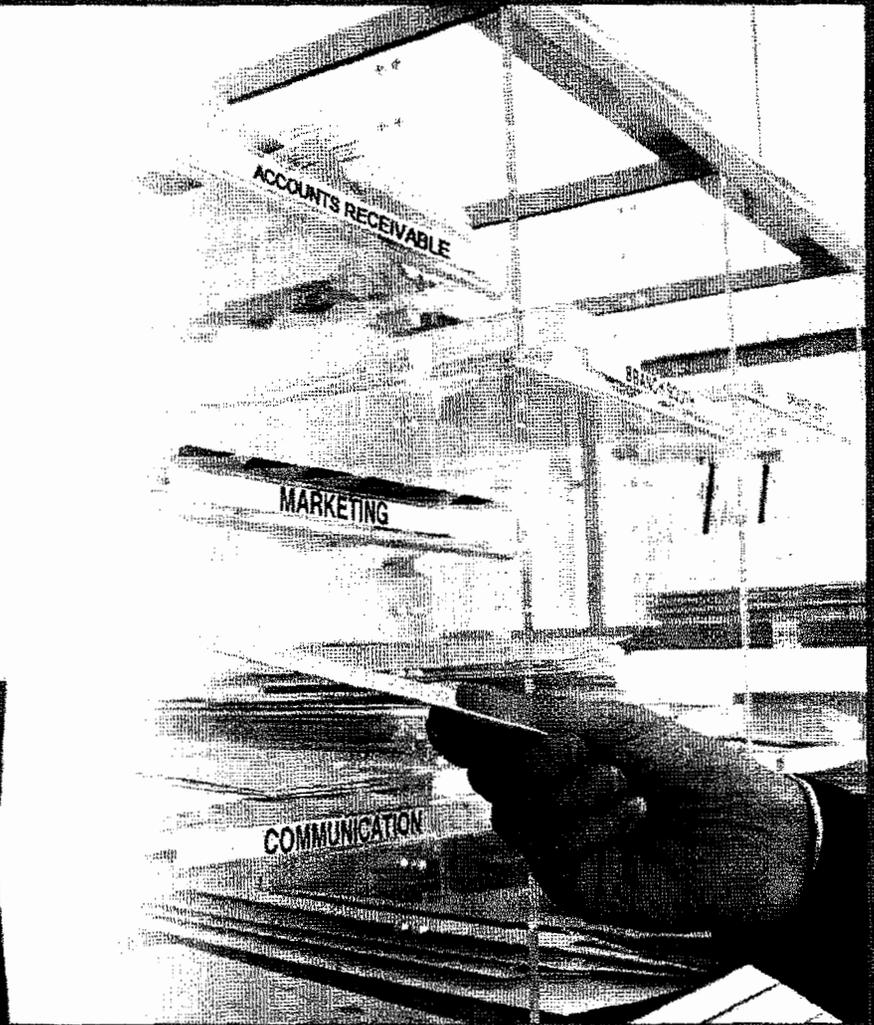
BZ Marketing Services
1901 Mason Ave Suite 103
Daytona Beach FL 32117-5105





Mail Opening

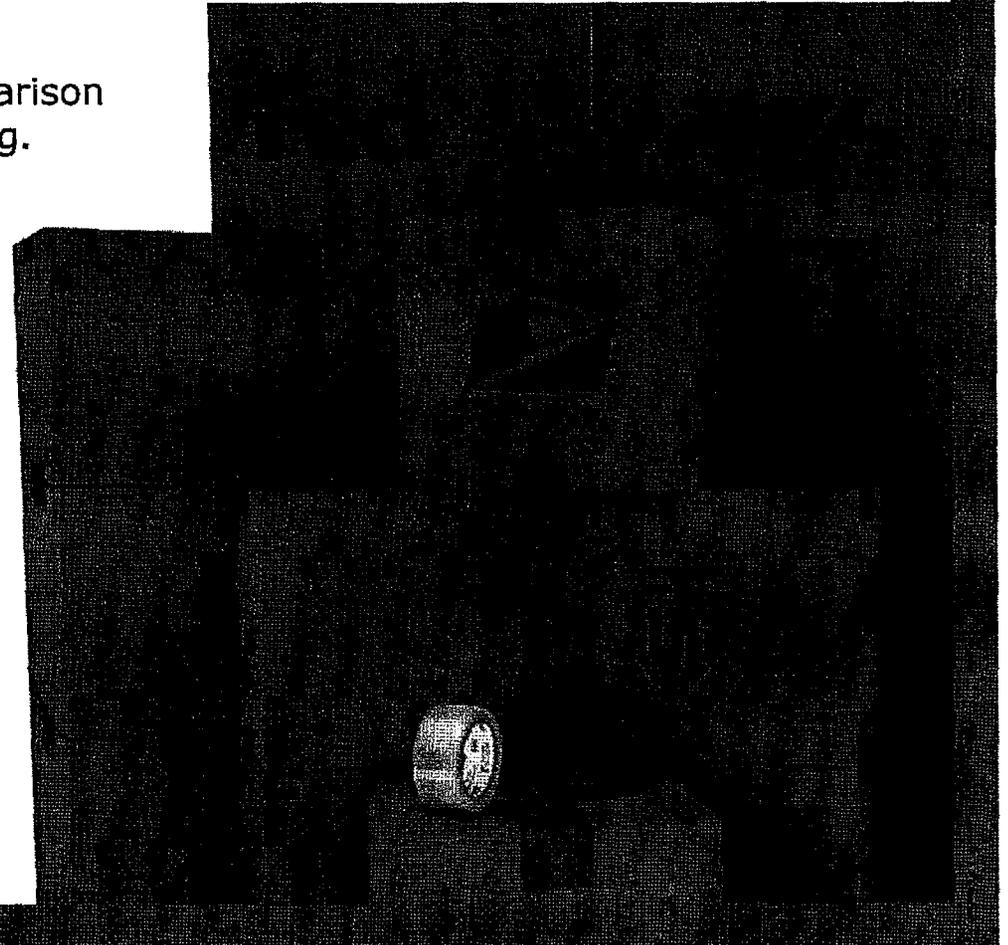
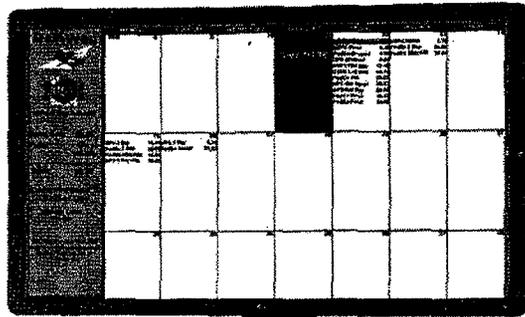
Jumpstart the handling process for incoming remittances and business-critical documents with automated mail opening.





Parcel Shipping

Ship packages through any carrier using comparison shopping software that eliminates overspending.





Receiving & Tracking

Quickly log, route and deliver packages using paperless tracking systems to manage the complete chain of custody.

Manual

Automated

ABC COMPANY

Package Receiving Log

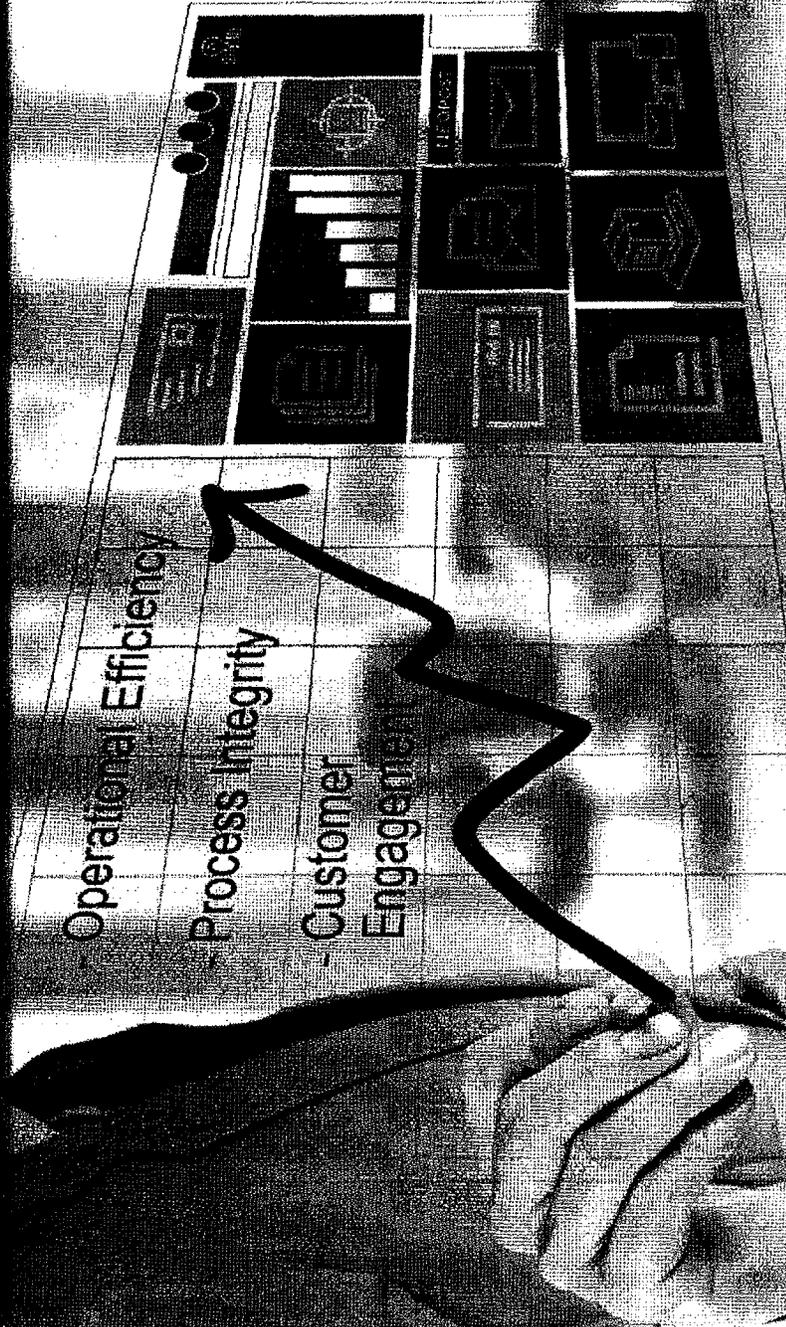
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11/12	98765432109876543210	DEF	Company DEF	50	Product B	50
11/12	01234567890123456789	GHI	Company GHI	200	Product C	200
11/12	11223344556677889900	JKL	Company JKL	75	Product D	75
11/12	22334455667788990011	MNO	Company MNO	150	Product E	150
11/12	33445566778899001122	PQR	Company PQR	30	Product F	30
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11/12	44556677889900112233	HIJ	Company HIJ	140	Product EQ	140
11/12	55667788990011223344	KLM	Company KLM	60	Product ER	60
11/12	66778899001122334455	NOP	Company NOP	90	Product ES	90
11/12	77889900112233445566	QRS	Company QRS	40	Product ET	40
11/12	88990011223344556677	TUV	Company TUV	110	Product EU	110
11/12	99001122334455667788	WXY	Company WXY	80	Product EV	80
11/12	00112233445566778899	ZAB	Company ZAB	130	Product EW	130
11/12	11223344556677889900	BCD	Company BCD	50	Product EX	50
11/12	22334455667788990011	EFG	Company EFG	160	Product EY	160
11/12	33445566778899001122	HIJ	Company HIJ	70	Product EZ	70
11/12	44556677889900112233	KLM	Company KLM	140	Product FA	140
11/12	55667788990011223344	NOP	Company NOP	60	Product FB	60
11/12	66778899001122334455					



NEOPOST

Our Impact

NeoPost solutions deliver measurable business results in three key areas.





Customer Care

All the support you need, every step of the way.

- ✔ Professional consultation
- ✔ Installation and training
- ✔ Preventative maintenance
- ✔ Remote diagnostics
- ✔ Technical service on site, by phone and online
- ✔ USA-based operators and dispatch
- ✔ Seamless system and postal rate updates
- ✔ In-house leasing and postage financing





NEOPOST

Connect Further with NeoPost

At every stage of the business communication process, NeoPost can help you manage it even better. The more you connect, the more you grow.





Send
Receive
Connect

Neopost USA Equipment "Take-Back Plan"

Neopost USA offers a take-back program for only Mailing Equipment. This program will be offered at no charge to the end user. Neopost USA will collect the equipment within 30 calendar days of an agency's written notification.

Collection – How the contractor will collect the office equipment.

The Mailing Machines will be collected either by a trucking service that is dispatched and utilized by Neopost or if in an authorized dealer territory, it will be collected by an authorized Neopost or Hasler branded dealer.

Packaging and Shipping Instruction – shall include Packaging and shipping instructions and but not limit to the following:

- a) Contractor shall provide packaging material.

Agencies that are in a direct branch territory, will utilize Federal Express or Neopost's trucking company, Seko Logistics Trucking. If the equipment is being shipped back to Neopost USA via the trucking company, Neopost USA does not provide packaging materials for equipment being returned. In the event that an agency is located within a local dealer/reseller territory, the dealer is to pick up the equipment. Packaging materials would not be necessary. The carriers utilized for returns are FedEx and Seko Worldwide Freight Company.

- b) Shipping papers, address and return labels etc.

If equipment is being shipped back to Neopost USA via the trucking company, Neopost USA will provide return labels and shipping information. In the event that a local dealer is to pick up the equipment, shipping papers and return labels are not necessary.

- c) Procedures to notify contractor of pickup.

Agency is to call the Customer Service Support telephone line identified in the "Key Contacts Document". Once Neopost is notified and the shipping documentation and labels are received by the agency, all pickups are scheduled online for FedEx pick-ups (equipment under 50 lbs). For equipment over 50 lbs, Seko Logistic Trucking Service is utilized. The Agency will call the Customer Service Support telephone line identified in the "Key Contacts Document". Once Neopost is notified, Neopost will make the request and schedule the pickup.

Authorized Person(s) and/or Company -- Identify the person(s) and/or company authorized to pickup, transport and accept office equipment. Contact information phone number and address should also be provided. FedEx and Seko Logistics Shipping are the authorized pick up and transportation avenues. In addition, the local servicing entity (see both Neopost and Hasler "Attachment D Authorized Dealers Partners, Sales and Service Providers") is authorized to pick up equipment and return to Neopost.

There is a link for FedEx after Neopost sends the labels via email to the customer/agency. They can then logon and schedule the pickup. There is a logon link below for Seko that the customer can use to track the shipping once it is picked up but Neopost would need to make the online request. Please see below:

To schedule the pick-up of your returned items via Federal Express:

- Call Neopost USA Customer Service – Key Contact
- Neopost will email the proper labels and shipping documentation
For FedEx (packages under 50 lbs):
- On-Line - click on the link below to schedule a FedEx pickup:
<http://fedex.com/us/services/us>
- Click on the Ship tab and select Schedule a Pickup.
- From the menu on the left select Schedule a Ground Return Pickup



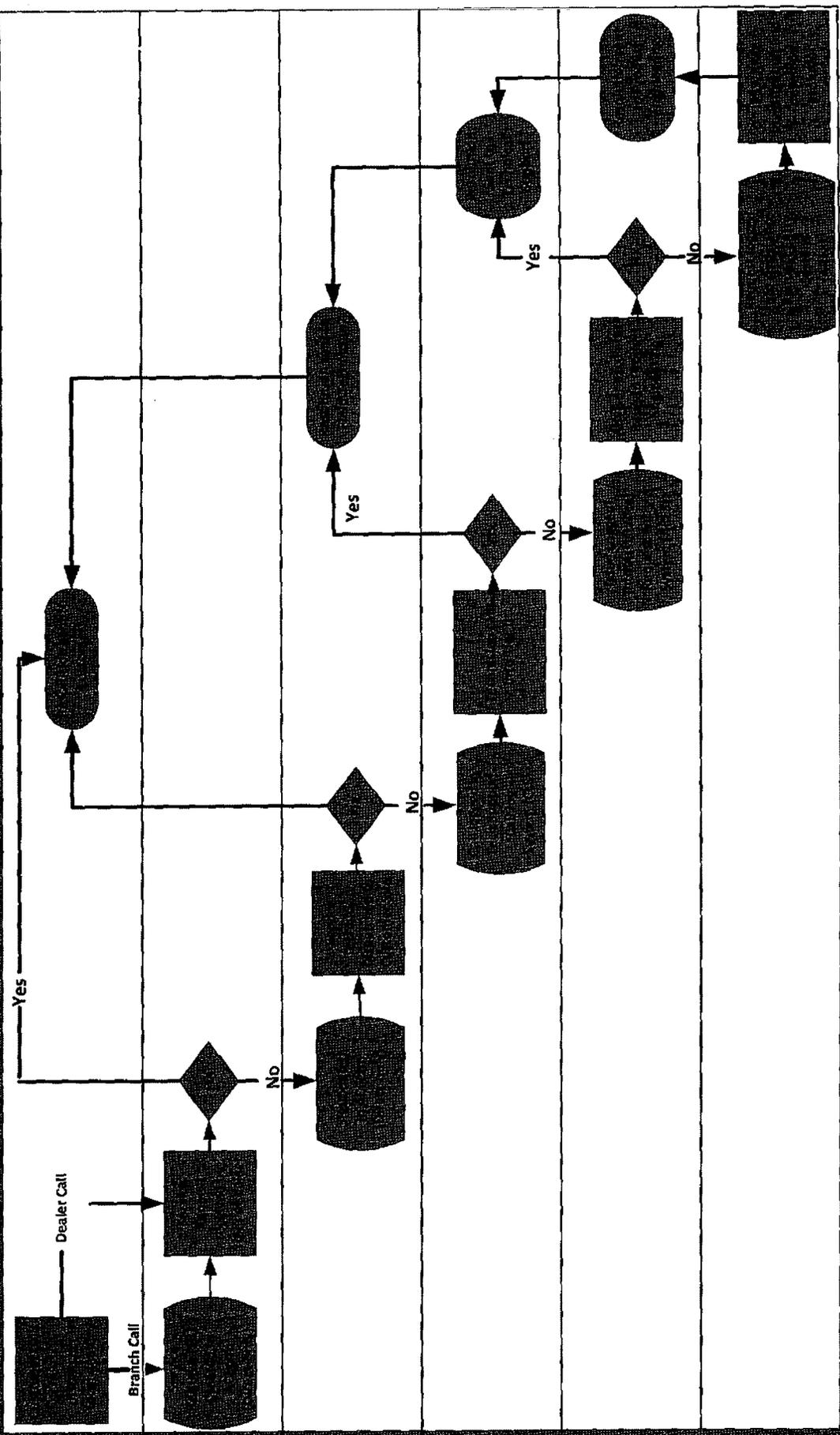
- Follow the directions displayed on the page.

By telephone - Schedule a pickup by calling 1-800-Go-FedEx.

For Seko Logistics Trucking:

- Call Neopost USA Customer Service – Key Contact
- Neopost will email the proper labels and shipping documentation
- Neopost will schedule the pickup of the equipment
- Agency can track their shipment via the link below:

<http://www.sekologistics.com/home/track.aspx>





Step	Action
1	<p>Access ACE and look for duplicate requests.</p> <ul style="list-style-type: none"> • If there are no duplicate requests, begin creating an ACE Case for the request and proceed to Step 2 • If a request has already been submitted, advise the customer of the status and proceed to Step 3
2	<p>If customer identifies their account as NASPO, NSCA, IRS or any other government special pricing account:</p> <ul style="list-style-type: none"> • Have the customer email the order request to: <ul style="list-style-type: none"> ○ Government@neopost.com for NSCA, IRS or any non-WCSA account ○ Government@neopost.com for NASPO accounts • Proceed to Step 3
3	<p>Complete ACE Case</p> <ul style="list-style-type: none"> • Select the following Case options: <ul style="list-style-type: none"> ○ Type: Orders ○ Subtype: Supplies ○ Action: NAGA Special Handling ○ Summary: Enter a brief summary of request ○ Document action taken. ○ Group: Leave blank. ○ Attachment: Not applicable. ○ Status: Change Case to Completed • Proceed to Step 4
4	<p>End Call</p> <ul style="list-style-type: none"> • Advise customer of Case # as a reference for the requested work. • Thank the customer and end call. • Cases are accessed internally including our local branches and our Dealers for Issue Resolution
5	<ul style="list-style-type: none"> • Reports are run on a weekly basis to follow up and ensure the cases were handled and closed by the appropriate internal department, branch or local dealer.

Notes	
<ul style="list-style-type: none"> • In order for a customer to receive special pricing, they should identify themselves as NASPO at the time of the request. 	

Attachment B

Key Personnel

Instructions:

Answer all questions thoroughly. This Attachment shall be completed for all key personnel in the administration of any resultant contract under this solicitation. A separate resume may be attached as supplemental information, but shall not take the place of this attachment. Answers such as "See attached Resume" will not be accepted. If resumes are included please also reference the position on the resume.

Government Account Manager

Larry Waters

Current Information

Position currently held in firm:	Government Account Manager
Years with firm:	25 years
Years in current position:	12 years
Years experience in role under this contract:	10 years
Percentage of employee's time dedicated to this contract:	20%

Related Experience

Project Name: Manager of State contracts for Florida, Texas, Mississippi, Georgia, Alabama, Tennessee New Mexico and General Services Administration (GSA)		
Job title Government Account Manager	Project begin date 12 years	Project end date on going
Duties performed related to proposed position: provide sales and support to Neopost Channel Partners for state and federal contrats.		
Project Name		
Job title	Project begin date	Project end date
Duties performed related to proposed position		

Identify the primary function(s) of the candidate in performing the services required by this solicitation. Indicate the corresponding solicitation/response page and paragraph.

Marketing and sales support throughout the United States for the NASPO contract
 Work with Neopost Channel partners to insure NASPO contract is in compliance with all aspects of the contract

Attachment B

Key Personnel

Instructions:

Answer all questions thoroughly. This Attachment shall be completed for all key personnel in the administration of any resultant contract under this solicitation. A separate resume may be attached as supplemental information, but shall not take the place of this attachment. Answers such as "See attached Resume" will not be accepted. If resumes are included please also reference the position on the resume.

Government Account Relationship Manager

Stacey Graham

Current Information

Position currently held in firm:	Gov't Account Relationship Manager
Years with firm:	25 years
Years in current position:	12 years
Years experience in role under this contract:	10 years
Percentage of employee's time dedicated to this contract:	50%

Related Experience

Project Name: General Services Admin(GSA)		
Job title Gov't Account Relationship Manager	Project begin date 12 years	Project end date ongoing
Duties performed related to proposed position; manage and maintain GSA contract, website and modifications of GSA contract		
Project Name NASPO contract		
Job title Gov't Account Relationship manager	Project begin date 10 years	Project end date
Duties performed related to proposed position Duties performed related to proposed position; manage and maintain NASPO contract, website and modifications of NASPO catalog and e-procurement		

Identify the primary function(s) of the candidate in performing the services required by this solicitation. Indicate the corresponding solicitation/response page and paragraph

<p>Catalog updates</p> <p>Reporting of sales to NASPO and individual states</p> <p>Processing of orders</p> <p>Contract question</p> <p>Service provider assistance</p>

NO VOLUME OR TERM DISCOUNTS INCLUDED

Product/Service/Option	Offered/Position
All products or services offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	Rental
Percentage (%) Discount off MSRP/Catalog	0%
<i>Manufacturer Catalog: Neopost</i>	
Maintenance	Included in Rental Price
36 Month Lease	monthly cost
Monthly Rental	monthly cost

***Neopost will extend promotional pricing for meter rentals**

NO VOLUME OR TERM DISCOUNTS INCLUDED

Mailing Systems - Ultra Low Volume	Offering Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	40%
Percentage (%) Discount off Accessories	35%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	11%
Percentage (%) Discount off Mailing Furniture	6%
Maintenance	
Maintenance - Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$ 240.00/per hr.
Time and Materials - outside business hours, weekends, and holidays	\$360.00/per hr. after hours \$480.00/per hr. Sun and Holidays
Percentage discounts of Parts for Time and Materials	0%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Mailing Systems - Low Volume	Offeror Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	40%
Percentage (%) Discount off Accessories	35%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	11%
Percentage (%) Discount off Mailing Furniture	6%
Maintenance	
Maintenance - Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$ 240.00/per hr.
Time and Materials - outside business hours, weekends, and holidays	\$360.00/per hr. after hours \$480.00/per hr. Sun and Holidays
Percentage discounts of Parts for Time and Materials	0%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Mailing Systems, Medium Volume	Offering Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	40%
Percentage (%) Discount off Accessories	35%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	11%
Percentage (%) Discount off Mailing Furniture	6%
Maintenance	
Maintenance - Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$ 240.00/per hr.
Time and Materials - outside business hours, weekends, and holidays	\$360.00/per hr. after hours \$480.00/per hr. Sun and Holidays
Percentage discounts of Parts for Time and Materials	0%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Mailing Systems, High Volume	Offer Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	40%
Percentage (%) Discount off Accessories	35%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	11%
Percentage (%) Discount off Mailing Furniture	6%
Maintenance	
Maintenance - Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$ 240.00/per hr.
Time and Materials - outside business hours, weekends, and holidays	\$360.00/per hr. after hours
	\$480.00/per hr. Sun and Holidays
Percentage discounts of Parts for Time and Materials	0%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Mailing Systems, Production	Bidder's Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	40%
Percentage (%) Discount off Accessories	35%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	11%
Percentage (%) Discount off Mailing Furniture	6%
Maintenance	
Maintenance - Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$ 240.00/per hr.
Time and Materials - outside business hours, weekends, and holidays	\$360.00/per hr. after hours \$480.00/per hr. Sun and Holidays
Percentage discounts of Parts for Time and Materials	0%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Integrated Postal Sales	Offering Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	35%
Percentage (%) Discount off Accessories	35%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	11%
Percentage (%) Discount off Mailing Furniture	6%
Maintenance	
Maintenance - Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$ 240.00/per hr.
Time and Materials - outside business hours, weekends, and holidays	\$360.00/per hr. after hours \$480.00/per hr. Sun and Holidays
Percentage discounts of Parts for Time and Materials	0%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Letter Openers, Low Volume	Offeror's Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	10%
Percentage (%) Discount off Accessories	10%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	11%
Percentage (%) Discount off Mailing Furniture	6%
Maintenance	
Maintenance - Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$ 240.00/per hr.
Time and Materials - outside business hours, weekends, and holidays	\$360.00/per hr. after hours \$480.00/per hr. Sun and Holidays
Percentage discounts of Parts for Time and Materials	0%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Letter Openers - High Volume	Offerors Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	10%
Percentage (%) Discount off Accessories	10%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	11%
Percentage (%) Discount off Mailing Furniture	6%
Maintenance	
Maintenance - Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$ 240.00/per hr.
Time and Materials - outside business hours, weekends, and holidays	\$360.00/per hr. after hours \$480.00/per hr. Sun and Holidays
Percentage discounts of Parts for Time and Materials	0%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Letter Folders - Low Volume	Offeror's Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	10%
Percentage (%) Discount off Accessories	10%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	11%
Percentage (%) Discount off Mailing Furniture	6%
Maintenance	
Maintenance - Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$ 240.00/per hr.
Time and Materials - outside business hours, weekends, and holidays	\$360.00/per hr. after hours \$480.00/per hr. Sun and Holidays
Percentage discounts of Parts for Time and Materials	0%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Letter Folders - High Volume	OFFERS BY:
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	10%
Percentage (%) Discount off Accessories	10%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	11%
Percentage (%) Discount off Mailing Furniture	6%
Maintenance	
Maintenance - Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$ 240.00/per hr.
Time and Materials - outside business hours, weekends, and holidays	\$360.00/per hr. after hours \$480.00/per hr. Sun and Holidays
Percentage discounts of Parts for Time and Materials	0%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Description	Offering by name
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	NO BID
Percentage (%) Discount off MSRP/Catalog	%
Percentage (%) Discount off Accessories	%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	%
Percentage (%) Discount off Mailing Furniture	%
Maintenance	
Maintenance - Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	per hr.
Time and Materials - outside business hours, weekends, and holidays	per hr.
Percentage discounts of Parts for Time and Materials	%

NO VOLUME OR TERM DISCOUNTS INCLUDED

End User/Inserters - Low Volume	Offers/Excludes
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	35%
Percentage (%) Discount off Accessories	35%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	11%
Percentage (%) Discount off Mailing Furniture	6%
Maintenance	
Maintenance - Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$ 240.00/per hr.
Time and Materials - outside business hours, weekends, and holidays	\$360.00/per hr. after hours
	\$480.00/per hr. Sun and Holidays
Percentage discounts of Parts for Time and Materials	0%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Inserters	Offeror's Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	NO BID
Percentage (%) Discount off MSRP/Catalog	%
Percentage (%) Discount off Accessories	%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	%
Percentage (%) Discount off Mailing Furniture	%
Maintenance	
Maintenance - Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	per hr.
Time and Materials - outside business hours, weekends, and holidays	per hr.
Percentage discounts of Parts for Time and Materials	%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Folders/inserters, Low Volume	Offeror Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	35%
Percentage (%) Discount off Accessories	35%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	11%
Percentage (%) Discount off Mailing Furniture	6%
Maintenance	
Maintenance - Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$ 240.00/per hr.
Time and Materials - outside business hours, weekends, and holidays	\$360.00/per hr. after hours \$480.00/per hr. Sun and Holidays
Percentage discounts of Parts for Time and Materials	0%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Equipment/Instruments - Maximum Volume	Offeror's Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	35%
Percentage (%) Discount off Accessories	35%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	11%
Percentage (%) Discount off Mailing Furniture	6%
Maintenance	
Maintenance - Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$ 240.00/per hr.
Time and Materials - outside business hours, weekends, and holidays	\$360.00/per hr. after hours \$480.00/per hr. Sun and Holidays
Percentage discounts of Parts for Time and Materials	0%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Price/Discounts - High Volume	Offering Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	35%
Percentage (%) Discount off Accessories	35%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	11%
Percentage (%) Discount off Mailing Furniture	6%
Maintenance	
Maintenance - Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$ 240.00/per hr.
Time and Materials - outside business hours, weekends, and holidays	\$360.00/per hr. after hours \$480.00/per hr. Sun and Holidays
Percentage discounts of Parts for Time and Materials	0%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Fabric/Inseries Production	Other Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	20%
Percentage (%) Discount off Accessories	20%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	11%
Percentage (%) Discount off Mailing Furniture	10%
Maintenance	
Maintenance - Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$ 240.00/per hr.
Time and Materials - outside business hours, weekends, and holidays	\$360.00/per hr. after hours \$480.00/per hr. Sun and Holidays
Percentage discounts of Parts for Time and Materials	0%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Envelope Mail Labeler, Low Volume	Offeror's Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	NO BID
Percentage (%) Discount off MSRP/Catalog	%
Percentage (%) Discount off Accessories	%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	%
Percentage (%) Discount off Mailing Furniture	%
Maintenance	
Maintenance- Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	per hr.
Time and Materials - outside business hours, weekends, and holidays	per hr.
Percentage discounts of Parts for Time and Materials	%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Envelope Mail Labeler, Medium Volume	Performance
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	NO BID
Percentage (%) Discount off MSRP/Catalog	%
Percentage (%) Discount off Accessories	%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	%
Percentage (%) Discount off Mailing Furniture	%
Maintenance	
Maintenance- Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	per hr.
Time and Materials - outside business hours, weekends, and holidays	per hr.
Percentage discounts of Parts for Time and Materials	%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Equipment Lease	Offeror's Response
All services offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	%

***Neopost has provided lease rates with the leasing terms and conditons**

NO VOLUME OR TERM DISCOUNTS INCLUDED

Equipment Rental	Offer Response
All services offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	%

*Neopost will provide rental program for state that chose to participate in the rental program



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: **Arizona Department of Administration
State Procurement Office**

Customer: **WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)**

Description: **Mailing room Equipment, Supplies and Maintenance**

Contractor shall provide a list of Authorized Dealers/Partners/Sales and Service Provider (Dealer) authorized to represent them per the Terms and Conditions of this RFP by State. It is the manufacturer's responsibility to ensure complete coverage of service throughout all States they are proposing. Manufacturer may copy and paste, or delete the blank template below to add additional Authorized Dealers/Partners/Sales and Service Provider per State.

State: **Alabama**

Dealer Name: **Copy Products Mailing Systems**

Dealer Address: **910 E Cervantes Street, Pensacola, FL 32501**

Single Point of Contact: **Roger Wallace**

Title: **Owner**

Phone Number: **(850)432-1580**

Fax Number: **(850)432-8666**

Email address: **Stheriault@copyproductscompany.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **BALDWIN, CLARKE, ESCAMBIA, GENEVA, MOBILE, WASHINGTON**

State: **Alabama**

Dealer Name: **Neopost Southeast**

Dealer Address: **3435 Breckenridge Blvd Ste 100, Duluth, GA 30096-4932**

Single Point of Contact: **Joe Salkin**

Title: **General Manager**

Phone Number: **(770) 717-8999**

Fax Number: **(770) 717-9951**

Email address: **joesalkin@haslerneopost.com**

Web address (if applicable): **Neopostusa.com**

Geographic area of coverage in each state for each dealer: **CHOCTAW, COFFEE, CONECUH, DALE, HENRY, HOUSTON, MONROE**

State: **Florida**

Dealer Name: **Neopost Florida**

Dealer Address: **4913 W Laurel St, Tampa, FL 33607**

Single Point of Contact: **Tom Burt**

Title: **General Manager**

Phone Number: **(813) 876-6245**

Fax Number: **813-348-0017**

Email address: **tburt@neopostflorida.com**

Web address (if applicable): **Neopostusa.com**

Geographic area of coverage in each state for each dealer: **ALACHUA, BAKER, BAY, BRADFORD, BREVARD, BROWARD, CALHOUN, CHARLOTTE, CITRUS, CLAY, COLLIER, COLUMBIA, DESOTO, DIXIE, DUVAL, FLAGLER, FRANKLIN, GADSDEN, GILCHRIST, GLADES, GULF, HAMILTON, HARDY, HENDRY, HERNANDO, HIGHLANDS, HILLSBOROUGH, HOLMES, INDIAN RIVER, JACKSON, JEFFERSON, LAFAYETTE, LAKE, LEE, LEON, LEVY, LIBERTY, MADISON, MANATEE, MARION, MARTIN, MIAMI-DADE, MONROE, NASSAU, OKALOOSA, OKEECHOBEE, ORANGE, OSCEOLA, PALM BEACH, PASCO, PINELLAS, POLK, PUTNAM, SARASOTA, SEMINOLE, SAINT JOHNS, ST LUCIE, SUMTER, SUWANNEE, TAYLOR, UNION, VOLUSIA, WAKULLA, WALTON, WASHINGTON**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **Florida**
Dealer Name: **Copy Products Mailing Systems**
Dealer Address: **910 E Cervantes Street, Pensacola, FL 32501**
Single Point of Contact: **Roger Wallace**
Title: **Owner**
Phone Number: **(850)432-1580**
Fax Number: **(850)432-8666**
Email address: **Stheriault@copyproductscompany.com**
Web address (if applicable):
Geographic area of coverage in each state for each dealer: **ESCAMBIA, SANTA ROSA**

State: **Mississippi**
Dealer Name: **Copy Products Mailing Systems**
Dealer Address: **910 E Cervantes Street, Pensacola, FL 32501**
Single Point of Contact: **Roger Wallace**
Title: **Owner**
Phone Number: **(850)432-1580**
Fax Number: **(850)432-8666**
Email address: **Stheriault@copyproductscompany.com**
Web address (if applicable):
Geographic area of coverage in each state for each dealer: **GEORGE, HANCOCK, HARRISON, HARRISON, JACKSON, STONE**

State: **Mississippi**
Dealer Name: **MCC Mississippi**
Dealer Address: **114 W. Jackson Street, Ridgeland, MS 39157**
Single Point of Contact: **Shane Berry**
Title: **Owner**
Phone Number: **601-228-1800**
Fax Number:
Email address: **shane.berry@memphiscommunications.net**
Web address (if applicable):
Geographic area of coverage in each state for each dealer: **HARRISON**

State: **Oregon**
Dealer Name: **Neopost Northwest**
Dealer Address: **180 West 2950 South, Salt Lake City, UT 84115**
Single Point of Contact: **Austin Maddox**
Title: **General Manager**
Phone Number: **(801) 487-8508**
Fax Number: **(801) 466-3187**
Email address: **a.maddox@neopost.com**
Web address (if applicable): **neopostusa.com**
Geographic area of coverage in each state for each dealer: **BENTON, COOS, CROOK, CURRY, DESCHUTES, DOUGLAS, JACKSON, JEFFERSON, JOSEPHINE, KLAMATH, LAKE, LANE, LINCOLN, LINN**



**Offeror Response Form – Authorized
Dealers/Partners/Sales and Service
Provider List**

STATE OF ARIZONA

Agency: **Arizona Department of Administration
State Procurement Office**

Customer: **WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)**

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **Oregon**

Dealer Name: **Neopost Northwest**

Dealer Address: **180 West 2950 South, Salt Lake City, UT 84115**

Single Point of Contact: **Austin Maddox**

Title: **General Manager**

Phone Number: **(801) 487-8508**

Fax Number: **(801) 466-3187**

Email address: **a.maddox@neopost.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **HARNEY**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

Contractor shall provide a list of Authorized Dealers/Partners/Sales and Service Provider (Dealer) authorized to represent them per the Terms and Conditions of this RFP by State. It is the manufacturer's responsibility to ensure complete coverage of service throughout all States they are proposing. Manufacturer may copy and paste, or delete the blank template below to add additional Authorized Dealers/Partners/Sales and Service Provider per State.

State: **ALABAMA**

Dealer Name: **A-1 Postage Meters & Shipping Systems**

Dealer Address: **2706 Second Ave, Columbus, GA 31904**

Single Point of Contact: **Skip Seda**

Title: **Owner**

Phone Number: **(706) 327-0732**

Fax Number: **(706) 327-0675**

Email address: **sseda@a-1postagemeters.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **BARBOUR, CHAMBERS, LEE, MACON, RUSSELL**

State: **ALABAMA**

Dealer Name: **Accurate Control Equipment**

Dealer Address: **PO Box 533, Fairhope, AL 36533**

Single Point of Contact: **Randall Staab**

Title: **Owner**

Phone Number: **251-928-4976**

Fax Number: **251-928-4935**

Email address: **staabr@bellsouth.net**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **BALDWIN, CHOCTAW, CLARKE, COFFEE, CONECH, COVINGTON, DALE, ESCAMBIA, GENEVA, HENRY, HOUSTON, MOBILE, MONROE, SUMTER, WASHINGTON, WILCOX**

State: **ALABAMA**

Dealer Name: **Neopost Southeast**

Dealer Address: **3435 Breckenridge Blvd Ste 100, Duluth, GA 30096-4932**

Single Point of Contact: **Joe Salkin**

Title: Owner: **General Manager**

Phone Number: **(770) 717-8999**

Fax Number: **(770) 717-9951**

Email address: **joe.salkin@haslerneopost.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **AUTAUGA, BARBOUR, BIBB, BLOUNT, BULLOCK, BUTLER, CALHOUN, CHEROKEE, CHILTON, CHOCTAW, CLARKE, CLAY, CLEBURNE, COLBERT, COOSA, CRENSHAW, CULLMAN, DALLAS, DE KALB, DEKALB, ELMORE, ETOWAH, FAYETTE, FRANKLIN, GREENE, HALE, JACKSON, JEFFERSON, LAMAR, LAUDERDALE, LAWRENCE, LEE, LIMESTONE, LOWNDES, MACON, MADISON, MARENGO, MARION, MONROE, MONTGOMERY, MORGAN, PERRY, PICKENS, PIKE, RANDOLPH, SAINT CLAIR, SHELBY, ST CLAIR, SUMTER, TALLADEGA, TALLAPOOSA, TUSCALOOSA, WALKER, WILCOX, WINSTON**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: ALASKA

Dealer Name: OfficeTECH, Inc.

Dealer Address: 6310 E Sprague Ave., Spokane, WA 99212

Single Point of Contact: BK Powell

Title: Owner

Phone Number: 907-522-5850

Fax Number: 907-522-5852

Email address: mike@xofficetech.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: ALEUTIANS EAST, ALEUTIANS WEST, ANCHORAGE, ANCHORAGE BOROU, ANCHORAGE BOROUGH, BETHEL, BRISTOL BAY, BRISTOL BAY BOR, DENALI, DENALI BOROUGH, DILLINGHAM, FAIRBANKS NORTH, FAIRBANKS NORTH STAR, HAINES, HAINES BOROUGH, HOONAH ANGOON, JUNEAU, JUNEAU BOROUGH, KENAI PENINSULA, KETCHIKAN GATEW, KETCHIKAN GATEWAY, KODIAK ISLAND, KODIAK ISLAND B, LAKE AND PENINS, LAKE AND PENINSULA, MATANUSKA SUSITNA, MATANUSKA-SUSIT, NOME, NORTH SLOPE, NORTH SLOPE BOR, NORTHWEST ARCTI, NORTHWEST ARCTIC, PETERSBURG, PRINCE OF WALES, PRINCE OF WALES HYDER, SITKA, SITKA BOROUGH, SKAGWAY, SOUTHEAST FAIRB, SOUTHEAST FAIRBANKS, VALDEZ CORDOVA, VALDEZ-CORDOVA, WADE HAMPTON, WRANGELL, WRANGELL-PETERS, YAKUTAT, YAKUTAT BOROUGH, YUKON KOYUKUK, YUKON-KOYUKUK

State: ARIZONA

Dealer Name: Apache Business Systems Inc.

Dealer Address: 3865 E. 34th Street, # 105, Tucson, AZ 85713

Single Point of Contact: Jon Love

Title: Owner

Phone Number: 520-519-5000

Fax Number: 520-519-5101

Email address: jon@apachebusiness.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: COCHISE, GRAHAM, PIMA, SANTA CRUZ

State: ARIZONA

Dealer Name: General Mailing & Shipping Systems, Inc. II

Dealer Address: 8532 Paseo Alameda NE, Albuquerque, NM 87113

Single Point of Contact: Kristen Briggs

Title: Owner

Phone Number: (505) 474-4990

Fax Number: (505) 875-0417

Email address: kbriggs@generalmailingnm.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: APACHE, COCONINO, NAVAJO

State: ARIZONA

Dealer Name: Mailmax Mailing Solutions LLC

Dealer Address: 5966 Topaz Street, Las Vegas, NV 89120

Single Point of Contact: Francisco Soto

Title: Owner

Phone Number: 702-970-2700

Fax Number: 702-970-2727

Email address: fsoto@mailmaxsolutions.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: COCONINO, LA PAZ, MARICOPA, MOHAVE



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **ARIZONA**

Dealer Name: **Neopost Southwest**

Dealer Address: **1843 Western Way, Torrance, CA 90501-**

Single Point of Contact: **Jonathan Garcia**

Title: **General Manager**

Phone Number: **(310) 533-9933**

Fax Number: **(310) 533-8767**

Email address: **Johnny.Garcia@neopost.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **APACHE, COCHISE, COCONINO, GILA, GRAHAM, GREENLEE, LA PAZ, MARICOPA, MOHAVE, NAVAJO, PINAL, YAVAPAI, YUMA**

State: **ARKANSAS**

Dealer Name: **Jett Business Systems**

Dealer Address: **PO Box 78501, Shreveport, LA 71137-8501**

Single Point of Contact: **Tim Jett**

Title: **Owner**

Phone Number: **(318) 424-9542**

Fax Number: **(318) 424-0008**

Email address: **tjett2359@aol.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **COLUMBIA, LAFAYETTE, MILLER**

State: **ARKANSAS**

Dealer Name: **Lineage - Little Rock**

Dealer Address: **5001 Northshore Lane, North Little Rock, AR 72118**

Single Point of Contact: **Jody Keene**

Title: **Owner**

Phone Number: **(501) 663-6110**

Fax Number: **(501) 663-6559**

Email address: **jkeene@trustlineage.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ARKANSAS, ASHLEY, BAXTER, BENTON, BOONE, BRADLEY, CALHOUN, CARROLL, CHICOT, CLARK, CLEBURNE, CLEVELAND, COLUMBIA, CONWAY, CRAWFORD, CROSS, DALLAS, DESHA, DREW, FAULKNER, FRANKLIN, FULTON, GARLAND, GRANT, GREENE, HEMPSTEAD, HOT SPRING, HOWARD, INDEPENDENCE, IZARD, JACKSON, JEFFERSON, JOHNSON, LAFAYETTE, LAWRENCE, LINCOLN, LITTLE RIVER, LOGAN, MADISON, MARION, MILLER, MONROE, MONTGOMERY, NEVADA, NEWTON, OUACHITA, PERRY, PIKE, POLK, POPE, PRAIRIE, PULASKI, RANDOLPH, SALINE, SCOTT, SEARCY, SEBASTIAN, SEVIER, SHARP, STONE, UNION, VAN BUREN, WASHINGTON, WHITE, WOODRUFF, YELL**

State: **ARKANSAS**

Dealer Name: **Mailing and Shipping Systems of AR**

Dealer Address: **91 W. Colt Square, Ste. 4, Fayetteville, AR 72703**

Single Point of Contact: **Sam Ratliff**

Title: **Owner**

Phone Number: **479-443-7204**

Fax Number: **479-443-2036**

Email address: **massfav@cs.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **BENTON, CARROLL, CRAWFORD, FRANKLIN, JOHNSON, LOGAN, MADISON, NEWTON, POLK, POPE, SCOTT, SEBASTIAN, WASHINGTON, YELL**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **ARKANSAS**
Dealer Name: **Memphis Communications Corporation**
Dealer Address: **4771 Summer Avenue, Memphis, TN 38122**
Single Point of Contact: **Shane Berry**
Title: **Owner**
Phone Number: **(901) 725-9271**
Fax Number: **(901) 272-3577**
Email address: **shane.berry@memphiscommunications.net**
Web address (if applicable):
Geographic area of coverage in each state for each dealer: **CLAY, CRAIGHEAD, CRITTENDEN, CROSS, GREENE, JACKSON, LAWRENCE, LEE, MISSISSIPPI, PHILLIPS, POINSETT, RANDOLPH, SAINT FRANCIS, SHARP, ST FRANCIS, WOODRUFF**

State: **ARKANSAS**
Dealer Name: **Oklahoma Mailing Equipment (OME)**
Dealer Address: **PO Box 471587, Tulsa, OK 74147**
Single Point of Contact: **David Riesen**
Title: **Owner**
Phone Number: **(918) 664-2588**
Fax Number: **(918) 664-2603**
Email address: **david@omecorp.com**
Web address (if applicable):
Geographic area of coverage in each state for each dealer: **BENTON, BOONE, CARROLL, MARION, WASHINGTON**

State: **ARKANSAS**
Dealer Name: **Summit Mailing & Shipping Systems, Inc.**
Dealer Address: **PO Box 5758, Edmond, OK 73083-5758**
Single Point of Contact: **Tony Pezeshkian**
Title: **Owner**
Phone Number: **405-947-2200**
Fax Number: **405-946-7187**
Email address: **tp@summitokc.com**
Web address (if applicable):
Geographic area of coverage in each state for each dealer: **BOONE, CARROLL, MARION**

State: **CALIFORNIA**
Dealer Name: **CCI Central Inc**
Dealer Address: **5777 Olivias Park Dr Suite K, Ventura, CA 93003-**
Single Point of Contact: **Stacy Giles**
Title: **Owner**
Phone Number: **(805) 658-9123**
Fax Number: **(805) 658-9261**
Email address: **sgilescci@gmail.com;**
Web address (if applicable):
Geographic area of coverage in each state for each dealer: **INYO, KERN, LOS ANGELES, MONO, MONTEREY, SAN BERNARDINO, SAN LUIS OBISPO, SANTA BARBARA, VENTURA**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: **Arizona Department of Administration
State Procurement Office**

Customer: **WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)**

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **CALIFORNIA**
Dealer Name: **International Mailing Equipment**
Dealer Address: **336 North 12th St, Sacramento, CA 95811**
Single Point of Contact: **Robert Biedenweg**
Title: **Owner**
Phone Number: **(916) 448-1000**
Fax Number: **(916) 448-7015**
Email address: **rachael@postagemeter.com**
Web address (if applicable):
Geographic area of coverage in each state for each dealer: **ALPINE, AMADOR, BUTTE, CALAVERAS, COLUSA, EL DORADO, GLENN, HUMBOLDT, INYO, LAKE, LASSEN, LOS ANGELES, MARIN, MENDOCINO, MONO, NAPA, NEVADA, PLACER, PLUMAS, SACRAMENTO, SAN JOAQUIN, SHASTA, SIERRA, SOLANO, SONOMA, STANISLAUS, SUTTER, TEHAMA, TRINITY, TUOLUMNE, YOLO, YUBA**

State: **CALIFORNIA**
Dealer Name: **JMP Business Systems Inc.**
Dealer Address: **1450 Tollhouse Road., Ste. 103, Clovis, CA 93611-0503**
Single Point of Contact: **Robert Harlan**
Title: **Owner**
Phone Number: **559-298-6580**
Fax Number: **559-298-7640**
Email address: **robertharlan@impbiz.com**
Web address (if applicable):
Geographic area of coverage in each state for each dealer: **ALAMEDA, ALPINE, AMADOR, CALAVERAS, EL DORADO, FRESNO, INYO, KERN, KINGS, LOS ANGELES, MADERA, MARIN, MARIPOSA, MERCED, MONO, NAPA, NEVADA, PLACER, SACRAMENTO, SAN BERNARDINO, SAN JOAQUIN, SOLANO, SONOMA, STANISLAUS, TULARE, TUOLUMNE, YOLO**

State: **CALIFORNIA**
Dealer Name: **MMS West**
Dealer Address: **1380 Greg St #219, Sparks, NV 89431-**
Single Point of Contact: **Matt Balzer**
Title: **Owner**
Phone Number: **(775) 331-5554**
Fax Number: **(775) 331-5556**
Email address: **matt@mmswest.com**
Web address (if applicable):
Geographic area of coverage in each state for each dealer: **ALPINE, AMADOR, BUTTE, EL DORADO, INYO, LASSEN, MONO, NEVADA, PLACER, PLUMAS, SAN BERNARDINO, SIERRA**

State: **CALIFORNIA**
Dealer Name: **Neopost Northwest**
Dealer Address: **5200 Southcenter Blvd STE 140, Tukwila, WA 98188**
Single Point of Contact: **Austin Maddox**
Title: **General Manager**
Phone Number: **(206) 764-9000**
Fax Number: **(206) 764-9006**
Email address: **a.maddox@neopost.com;**
Web address (if applicable): **neopostusa.com**
Geographic area of coverage in each state for each dealer: **ALAMEDA, ALPINE, AMADOR, CALAVERAS, COLUSA, CONTRA COSTA, DEL NORTE, EL DORADO, FRESNO, HUMBOLDT, LAKE, LOS ANGELES, MARIN, MENDOCINO, MODOC, MONTEREY, NAPA, NEVADA, PLACER, PLUMAS, SACRAMENTO, SAN BENITO, SAN FRANCISCO, SAN JOAQUIN, SAN LUIS OBISPO, SAN MATEO, SANTA CLARA, SANTA CRUZ, SISKIYOU, SOLANO, SONOMA, STANISLAUS, SUTTER, TRINITY, TUOLUMNE, YOLO, YUBA**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: CALIFORNIA
Dealer Name: Neopost Southwest
Dealer Address: 1843 Western Way, Torrance, CA 90501-
Single Point of Contact: Jonathan Garcia
Title: General Manager
Phone Number: (310) 533-9933
Fax Number: (310) 533-8767
Email address: Johnny.Garcia@neopost.com
Web address (if applicable): neopostusa.com
Geographic area of coverage in each state for each dealer: HUMBOLDT, IMPERIAL, INYO, KERN, LAKE, LOS ANGELES, ORANGE, RIVERSIDE, SAN BERNARDINO, SAN DIEGO, VENTURA

State: CALIFORNIA
Dealer Name: North Valley Business Systems Inc.
Dealer Address: 3295 Veda Street, Redding, CA 96001
Single Point of Contact: Paul Taslim
Title: Owner
Phone Number: 530-242-1000
Fax Number: 530-242-2009
Email address: ptaslim@nvbsinc.com
Web address (if applicable):
Geographic area of coverage in each state for each dealer: BUTTE, DEL NORTE, GLENN, HUMBOLDT, LASSEN, MODOC, SHASTA, SISKIYOU, TEHAMA, TRINITY

State: COLORADO
Dealer Name: Business Machines Inc.
Dealer Address: 4815 List Drive, Ste. 101, Colorado Springs, CO 80919
Single Point of Contact: David Friedman
Title: Owner
Phone Number: 719-528-7070
Fax Number: 719-528-6644
Email address: neopostdealer@bmi-net.com
Web address (if applicable):
Geographic area of coverage in each state for each dealer: ADAMS, ALAMOSA, BACA, BENT, CHAFFEE, CHEYENNE, CONEJOS, COSTILLA, CROWLEY, CUSTER, EL PASO, ELBERT, FREMONT, GUNNISON, HUERFANO, KIOWA, LAKE, LAS ANIMAS, LINCOLN, MINERAL, OTERO, OURAY, PROWERS, PUEBLO, RIO GRANDE, SAGUACHE, SAN MIGUEL, TELLER

State: COLORADO
Dealer Name: Complete Mailing Solutions, Inc
Dealer Address: 3001 South Tejon Street, Englewood, CO 80110-1316
Single Point of Contact: Paul Johnson
Title: Owner
Phone Number: 303-761-8848
Fax Number: 303-761-7837
Email address: pj@comp-mail.com
Web address (if applicable):
Geographic area of coverage in each state for each dealer: ADAMS, ARAPAHOE, BOULDER, BROOMFIELD, CHAFFEE, CLEAR CREEK, DELTA, DENVER, DOUGLAS, EAGLE, GARFIELD, GILPIN, GRAND, GUNNISON, JACKSON, JEFFERSON, KIT CARSON, LAKE, LARIMER, LOGAN, MESA, MOFFAT, MONTROSE, MORGAN, PARK, PHILLIPS, PITKIN, RIO BLANCO, ROUTT, SEDGWICK, SUMMIT, WASHINGTON, WELD, YUMA



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: COLORADO
Dealer Name: General Mailing & Shipping Systems, Inc.
Dealer Address: 8532 Paseo Alameda NE, Albuquerque, NM 87113
Single Point of Contact: Kristen Briggs
Title: Owner
Phone Number: (505) 474-4990
Fax Number: (505) 875-0417
Email address: kbriggs@generalmailingnm.com
Web address (if applicable):
Geographic area of coverage in each state for each dealer: ARCHULETA, DOLORES, HINSDALE, LA PLATA, MINERAL, MONTEZUMA, OURAY, RIO GRANDE, SAN JUAN, SAN MIGUEL

State: COLORADO
Dealer Name: Midwest Connect
Dealer Address: PO Box 2183, Kearney, NE 68848-
Single Point of Contact: Brian Cochran
Title: Owner
Phone Number: (308) 238-5070
Fax Number: (308) 234-8617
Email address: brian@midwestconnect.com
Web address (if applicable):
Geographic area of coverage in each state for each dealer: PHILLIPS, SEDGWICK, YUMA

State: COLORADO
Dealer Name: Neopost Great Plains
Dealer Address: 616 Roosevelt Road, Suite 101, St Cloud, MN 56301
Single Point of Contact: Andrew Armstrong
Title: General Manager
Phone Number: 763-452-3520
Fax Number: 763-452-3740
Email address: a.armstrong@neopost.com
Web address (if applicable): neopostusa.com
Geographic area of coverage in each state for each dealer: ADAMS, ARAPAHOE, BOULDER, BROOMFIELD, CHAFFEE, CLEAR CREEK, DENVER, DOUGLAS, EL PASO, ELBERT, GILPIN, JEFFERSON, KIT CARSON, LAKE, LINCOLN, MESA, PARK, WELD

State: CONNECTICUT
Dealer Name: Neopost Northeast
Dealer Address: 30 Batterson Park Road, Ste 100, Farmington, CT 6032
Single Point of Contact: Mike Cintolo
Title: General Manager
Phone Number: 860-276-0276
Fax Number: 860-276-0690
Email address: m.cintolo@neopost.com
Web address (if applicable): neopostusa.com
Geographic area of coverage in each state for each dealer: FAIRFIELD, HARTFORD, LITCHFIELD, MIDDLESEX, NEW HAVEN, NEW LONDON, TOLLAND, WINDHAM



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **CONNECTICUT**

Dealer Name: **New England Mailing Systems, Inc.**

Dealer Address: **400 Chapel Rd Ste 3-D, South Windsor, CT 06074-**

Single Point of Contact: **George Ludlow**

Title: **Owner**

Phone Number: **(860) 289-4416**

Fax Number: **(860) 289-3326**

Email address: **george@nems.net**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **FAIRFIELD, HARTFORD, LITCHFIELD, MIDDLESEX, NEW HAVEN, NEW LONDON, TOLLAND, WINDHAM**

State: **DELAWARE**

Dealer Name: **Mail Movers**

Dealer Address: **PO Box 2494, Salisbury, MD 21802**

Single Point of Contact: **Greg Dykes**

Title: **Owner**

Phone Number: **410-749-1885**

Fax Number: **410-749-9054**

Email address: **greg@mailmovers.net**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **KENT, NEW CASTLE, SUSSEX**

State: **DELAWARE**

Dealer Name: **Neopost Mid-Atlantic**

Dealer Address: **1749 Old Meadow Rd Ste 200, McLean, VA 22102-**

Single Point of Contact: **Mike Harris**

Title: **General Manager**

Phone Number: **(703) 848-9494**

Fax Number: **(703) 556-0025**

Email address: **M.Harris@neopost.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **KENT, NEW CASTLE, SUSSEX**

State: **FLORIDA**

Dealer Name: **Accurate Control Equipment**

Dealer Address: **PO Box 533, Fairhope, AL 36533**

Single Point of Contact: **Randall Staab**

Title: **Owner**

Phone Number: **251-928-4976**

Fax Number: **251-928-4935**

Email address: **staabr@bellsouth.net**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **BAY, ESCAMBIA, HOLMES, OKALOOSA, SANTA ROSA, WALTON, WASHINGTON**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **FLORIDA**

Dealer Name: **American Business Systems**

Dealer Address: **9637 Hood Road, Jacksonville, FL 32257-1127**

Single Point of Contact: **Dave Klusmeier**

Title: **Owner**

Phone Number: **904-880-2176**

Fax Number: **904-880-2177**

Email address: **david.k@absjacksonville.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ALACHUA, BAKER, BRADFORD, CALHOUN, CLAY, COLUMBIA, DIXIE, DUVAL, FLAGLER, FRANKLIN, GADSDEN, GILCHRIST, GULF, HAMILTON, JACKSON, JEFFERSON, LAFAYETTE, LEON, LEVY, LIBERTY, MADISON, NASSAU, PUTNAM, ST JOHNS, SUWANNEE, TAYLOR, UNION, WAKULLA**

State: **FLORIDA**

Dealer Name: **Neopost Florida**

Dealer Address: **4913 W Laurel St, Tampa, FL 33607-**

Single Point of Contact: **Tom Burt**

Title: **General Manager**

Phone Number: **(813) 876-6245**

Fax Number: **813-348-0017**

Email address: **tburt@neopostflorida.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **BREVARD, BROWARD, CHARLOTTE, CITRUS, COLLIER, DADE, DE SOTO, GLADES, HARDEE, HENDRY, HERNANDO, HIGHLANDS, HILLSBOROUGH, INDIAN RIVER, LAKE, LEE, MANATEE, MARION, MARTIN, MIAMI-DADE, MONROE, OKEECHOBEE, ORANGE, OSCEOLA, PALM BEACH, PASCO, PINELLAS, POLK, SAINT JOHNS, SAINT LUCIE, SARASOTA, SEMINOLE, ST LUCIE, SUMTER, VOLUSIA**

State: **GEORGIA**

Dealer Name: **A-1 Postage Meters & Shipping Systems**

Dealer Address: **2706 Second Ave, Columbus, GA 31904**

Single Point of Contact: **Skip Seda**

Title: **Owner**

Phone Number: **(706) 327-0732**

Fax Number: **(706) 327-0675**

Email address: **sseda@a-1postagemeters.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **BALDWIN, BIBB, BLECKLEY, BUTTS, CARROLL, CHATTAHOOCHEE, COWETA, CRAWFORD, CRISP, DODGE, DOOLY, EMANUEL, HANCOCK, HARALSON, HARRIS, HEARD, HOUSTON, JASPER, JOHNSON, JONES, LAMAR, LAURENS, LEE, MACON, MARION, MERIWETHER, MONROE, MUSCOGEE, NEWTON, PEACH, PIKE, PULASKI, PUTNAM, RANDOLPH, SCHLEY, SPALDING, STEWART, SUMTER, TAYLOR, TELFAIR, TERRELL, TROUP, TWIGGS, UPSON, WASHINGTON, WEBSTER, WHEELER, WILCOX, WILKINSON**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: GEORGIA
Dealer Name: American Business Systems
Dealer Address: 9637 Hood Road, Jacksonville, FL 32257-1127
Single Point of Contact: Dave Klusmeier
Title: Owner
Phone Number: 904-880-2176
Fax Number: 904-880-2177
Email address: david.k@absjacksonville.com
Web address (if applicable):
Geographic area of coverage in each state for each dealer: CAMDEN, GLYNN

State: GEORGIA
Dealer Name: Ashley's Office World
Dealer Address: PO Box 26, Tifton, GA 31793
Single Point of Contact: Ashley Johnson
Title: Owner
Phone Number: 229-386-4345
Fax Number: 229-382-0224
Email address: ajohnson@ashleys.info
Web address (if applicable):
Geographic area of coverage in each state for each dealer: APPLING, ATKINSON, BACON, BAKER, BEN HILL, BERRIEN, BRANTLEY, BROOKS, BRYAN, BULLOCH, CALHOUN, CANDLER, CHARLTON, CHATHAM, CLAY, CLINCH, COFFEE, COLQUITT, COOK, CRISP, DECATUR, DODGE, DOOLY, DOUGHERTY, EARLY, ECHOLS, EFFINGHAM, EMANUEL, EVANS, GRADY, HOUSTON, IRWIN, JEFF DAVIS, JOHNSON, LANIER, LEE, LIBERTY, LONG, MCINTOSH, MILLER, MITCHELL, MONTGOMERY, PIERCE, PULASKI, QUITMAN, RANDOLPH, SCREVEN, SEMINOLE, STEWART, SUMTER, TATTNALL, TELFAIR, TERRELL, THOMAS, TIFT, TOOMBS, TURNER, WARE, WAYNE, WEBSTER, WHEELER, WILCOX, WORTH,

State: GEORGIA
Dealer Name: Major Business Machines
Dealer Address: 354A Feaster Rd, Greenville, SC 29615-
Single Point of Contact: Don Major
Title: Owner
Phone Number: (864) 288-7388
Fax Number: (864) 288-9841
Email address: dmajor@mbmachines.com
Web address (if applicable):
Geographic area of coverage in each state for each dealer: BURKE, COLUMBIA, FRANKLIN, GLASCOCK, JEFFERSON, JENKINS, LINCOLN, MCDUFFIE, OGLETHORPE, RICHMOND, TALIAFERRO, WARREN, WILKES

State: GEORGIA
Dealer Name: Neopost Florida
Dealer Address: 4913 W Laurel St, Tampa, FL 33607-
Single Point of Contact: Tom Burt
Title: General Manager
Phone Number: (813) 876-6245
Fax Number: 813-348-0017
Email address: tburt@neopostflorida.com;
Web address (if applicable): neopostusa.com
Geographic area of coverage in each state for each dealer: BURKE, JENKINS, MONTGOMERY, TELFAIR, TOOMBS, TREUTLEN, WHEELER



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: GEORGIA

Dealer Name: Neopost Southeast

Dealer Address: 3435 Breckenridge Blvd Ste 100, Duluth, GA 30096-4932

Single Point of Contact: Joe Salkin

Title: General Manager

Phone Number: (770) 717-8999

Fax Number: (770) 717-9951

Email address: joe.salkin@haslerneopost.com

Web address (if applicable): neopostusa.com

Geographic area of coverage in each state for each dealer: BANKS, BARROW, BARTOW, CARROLL, CATOOSA, CHATTOOGA, CHEROKEE, CLARKE, CLAYTON, COBB, COWETA, DADE, DAWSON, DEKALB, DOUGLAS, ELBERT, FANNIN, FAYETTE, FLOYD, FORSYTH, FRANKLIN, FULTON, GILMER, GORDON, GREENE, GWINNETT, HABERSHAM, HALL, HARALSON, HART, HEARD, HENRY, JACKSON, JASPER, LUMPKIN, MADISON, MERIWETHER, MONTGOMERY, MURRAY, NEWTON, OCONEE, OGLETHORPE, PAULDING, PICKENS, POLK, RABUN, ROCKDALE, STEPHENS, TALIAFERRO, TOWNS, TREUTLEN, UNION, WALKER, WALTON, WHEELER, WHITE, WHITFIELD, WILKES

State: GEORGIA

Dealer Name: Total Office Solutions Inc

Dealer Address: PO Box 90615, Columbia, SC 29290

Single Point of Contact: Larry Frierson

Title: Owner

Phone Number: (803) 776-1009

Fax Number: (803) 776-8660

Email address: larryf@tos-sc.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: BURKE, COLUMBIA, GLASCOCK, JEFFERSON, JENKINS, LINCOLN, MCDUFFIE, OGLETHORPE, RICHMOND, WARREN, WILKES

State: GUAM

Dealer Name: Business Works of Hawaii, Inc

Dealer Address: 99-1046 Iwaena Street, Aiea, HI 96701

Single Point of Contact: Mike Murray

Title: Owner

Phone Number: 808-545-5540

Fax Number: 808-853-3101

Email address: mike@businessworkshawaii.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: GUAM

State: HAWAII

Dealer Name: Business Works of Hawaii, Inc

Dealer Address: 99-1046 Iwaena Street, Aiea, HI 96701

Single Point of Contact: Mike Murray

Title: Owner

Phone Number: 808-545-5540

Fax Number: 808-853-3101

Email address: mike@businessworkshawaii.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: HAWAII, HONOLULU, KAUAI, MAUI



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: IDAHO

Dealer Name: Neopost Northwest

Dealer Address: 180 West 2950 South, Salt Lake City, UT 84115-

Single Point of Contact: Austin Maddox

Title: General Manager

Phone Number: (801) 487-8508

Fax Number: (801) 466-3187

Email address: a.maddox@neopost.com;

Web address (if applicable): neopostusa.com

Geographic area of coverage in each state for each dealer: ADA, ADAMS, BANNOCK, BEAR LAKE, BINGHAM, BLAINE, BOISE, BONNEVILLE, BUTTE, CAMAS, CANYON, CARIBOU, CASSIA, CLARK, CUSTER, ELMORE, FRANKLIN, FREMONT, GEM, GOODING, IDAHO, JEFFERSON, JEROME, LEMHI, LINCOLN, MADISON, MINIDOKA, ONEIDA, OWYHEE, PAYETTE, POWER, TETON, TWIN FALLS, VALLEY, WASHINGTON

State: IDAHO

Dealer Name: Northwest Mailing, Inc.

Dealer Address: 3016 E Queen Ave, Spokane, WA 99217

Single Point of Contact: Dwayne Alexander

Title: Owner

Phone Number: (509) 466-7575

Fax Number: (509) 466-2601

Email address: dwayne@nwmailing.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: BENEWAH, BONNER, BOUNDARY, CLEARWATER, IDAHO, KOOTENAI, LATAH, LEWIS, NEZ PERCE, SHOSHONE

State: ILLINOIS

Dealer Name: Advanced Business Systems, Inc.

Dealer Address: PO Box 2895, LaCrosse, WI 54602-2895

Single Point of Contact: Anne Schmal

Title: Owner

Phone Number: (608) 781-5440

Fax Number: (414) 377-3347

Email address: anneschmal@hotmail.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: CARROLL, JO DAVIESS

State: ILLINOIS

Dealer Name: Brent's Mailing Equipment Co.

Dealer Address: PO Box 6031, Rockford, IL 61125-6031

Single Point of Contact: John Brent

Title: Owner

Phone Number: 815-226-8111

Fax Number: 815-226-8140

Email address: brentsmailing@aol.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: BOONE, COOK, DEKALB, KANE, KENDALL, LA SALLE, LAKE, LEE, MCHENRY, OGLE, STEPHENSON, WINNEBAGO



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **ILLINOIS**

Dealer Name: **Mailing Methods Inc.**

Dealer Address: **8850 Sterling Place, Caseyville, IL 62232**

Single Point of Contact: **Joe Rule**

Title: **Owner**

Phone Number: **(618) 397-7776**

Fax Number: **(618) 397-1016**

Email address: **jrule@mailingmethods.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **CALHOUN, CLINTON, FRANKLIN, GREENE, MADISON, MONROE, PERRY, RANDOLPH, SAINT CLAIR, ST CLAIR**

State: **ILLINOIS**

Dealer Name: **Midwest Mailing & Shipping Systems Inc.**

Dealer Address: **3006 Gill Street, Ste. A, Bloomington, IL 61704-2509**

Single Point of Contact: **Dave Rappa**

Title: **Owner**

Phone Number: **309-661-1144**

Fax Number: **309-661-1148**

Email address: **dave@midwestmailing.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **BOND, CHAMPAIGN, CHRISTIAN, CLAY, COLES, CUMBERLAND, DEWITT, DOUGLAS, DUPAGE, EDGAR, EFFINGHAM, FAYETTE, FORD, FULTON, GALLATIN, GRUNDY, IROQUOIS, JASPER, JERSEY, KANKAKEE, KNOX, LA SALLE, LIVINGSTON, LOGAN, MACON, MACOUPIN, MADISON, MARION, MARSHALL, MASON, MCLEAN, MENARD, MONTGOMERY, MORGAN, MOULTRIE, PEORIA, PIATT, PUTNAM, SANGAMON, SHELBY, STARK, TAZEVELL, VERMILION, WOODFORD**

State: **ILLINOIS**

Dealer Name: **Neopost Great Lakes**

Dealer Address: **N27 W23713 Paul Road, Unit B, Pewaukee, WI 53072**

Single Point of Contact: **Jim Owens**

Title: **General Manager**

Phone Number: **(262) 409-4700**

Fax Number: **(262) 409-4735**

Email address: **j.owens@neopost.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **BOONE, COOK, DEKALB, FRANKLIN, KANE, KENDALL, LA SALLE, LAKE, LEE, MCHENRY, OGLE, ROCK ISLAND, STEPHENSON, WHITESIDE, WINNEBAGO**

State: **ILLINOIS**

Dealer Name: **Neopost Great Lakes**

Dealer Address: **1200 N. Arlington Heights Road Suite 130, Itasca, IL 60143**

Single Point of Contact: **Jim Owens**

Title: **General Manager**

Phone Number: **630-238-7800**

Fax Number: **630-467-0605**

Email address: **j.owens@neopost.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **ALEXANDER, COOK, DEKALB, DUPAGE, FORD, GRUNDY, IROQUOIS, KANE, KANKAKEE, KENDALL, LA SALLE, LAKE, LIVINGSTON, MCHENRY, MCLEAN, WILL**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: ILLINOIS

Dealer Name: Neopost Great Lakes

Dealer Address: 1850 Craigshire Dr Suite 102, St. Louis, MO 63146

Single Point of Contact: Jim Owens

Title: General Manager

Phone Number: 314-317-8859

Fax Number: 314-317-9016

Email address: j.owens@neopost.com

Web address (if applicable): neopostusa.com

Geographic area of coverage in each state for each dealer: BOND, CALHOUN, CLARK, CLINTON, CUMBERLAND, EDGAR, FRANKLIN, GREENE, HAMILTON, JACKSON, JERSEY, MACOUPIN, MADISON, MONROE, PERRY, RANDOLPH, SAINT CLAIR, ST CLAIR, WASHINGTON

State: ILLINOIS

Dealer Name: Postal Source - Quad Cities

Dealer Address: 21130 Holden Drive, Davenport, IA 52806

Single Point of Contact: Francis Costello

Title: Owner

Phone Number: 563-445-3470

Fax Number: 563-445-3471

Email address: fcostello@postalsource.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: ADAMS, BROWN, BUREAU, CARROLL, CASS, GREENE, HANCOCK, HENDERSON, HENRY, JO DAVIESS, KNOX, LA SALLE, MCDONOUGH, MERCER, MORGAN, PIKE, ROCK ISLAND, SCHUYLER, SCOTT, WARREN, WHITESIDE

State: ILLINOIS

Dealer Name: Postal Source Chicago

Dealer Address: 21130 Holden Drive, Davenport, IA 52806

Single Point of Contact: Francis Costello

Title: Owner

Phone Number: 847-259-0701

Fax Number: 847-259-4156

Email address: fcostello@postalsource.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: ALEXANDER, COOK, DEKALB, DUPAGE, GRUNDY, KANE, KENDALL, LA SALLE, LAKE, MCHENRY, MCLEAN, WILL

State: ILLINOIS

Dealer Name: Sawyer Mailing Systems

Dealer Address: PO Box 4134, Ballwin, MO 63022-4134

Single Point of Contact: Dick Sawyer

Title: Owner

Phone Number: (636) 227-1090

Fax Number: (636) 227-7368

Email address: dsawyer@sawyermailingsystems.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: CALHOUN



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: *Arizona Department of Administration
State Procurement Office*

Customer: *WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)*

Description: **Mailing room Equipment, Supplies and Maintenance**

State: ILLINOIS

Dealer Name: Scot Mailing and Shipping Systems, Inc.

Dealer Address: 11461 Blankenbaker Access, Ste. 103, Louisville, KY 40299

Single Point of Contact: Leonard Altier

Title: Owner

Phone Number: 502-267-4080

Fax Number: 502-267-0307

Email address: lenaltier@scotmailing.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: ALEXANDER, FRANKLIN, JOHNSON, LAKE, MASSAC, POPE, PULASKI, UNION, WINNEBAGO

State: ILLINOIS

Dealer Name: Southern Business Machines, Inc.

Dealer Address: 2040 Division St, Evansville, IN 47711-

Single Point of Contact: Dawn Stevens

Title: Owner

Phone Number: (812) 475-8895

Fax Number: (812) 475-9598

Email address: dawn@sbm-inc.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: ALEXANDER, CLAY, CLINTON, CRAWFORD, CUMBERLAND, EDWARDS, EFFINGHAM, FAYETTE, FRANKLIN, GALLATIN, HAMILTON, HARDIN, JACKSON, JASPER, JEFFERSON, JOHNSON, LAKE, LAWRENCE, MARION, MASSAC, PERRY, POPE, PULASKI, RANDOLPH, RICHLAND, SALINE, UNION, WABASH, WASHINGTON, WAYNE, WHITE, WILLIAMSON, WINNEBAGO

State: ILLINOIS

Dealer Name: Walz Label and Mailing Systems

Dealer Address: 624 High Point Lane, East Peoria, IL 61611

Single Point of Contact: Tom Walz

Title: Owner

Phone Number: (309) 698-1500

Fax Number: (309) 698-9863

Email address: walz@walzeg.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: ADAMS, BOND, BROWN, BUREAU, CALHOUN, CASS, CHAMPAIGN, CHRISTIAN, CLARK, CLINTON, COLES, CUMBERLAND, DEKALB, DEWITT, DOUGLAS, DUPAGE, EDGAR, EFFINGHAM, FAYETTE, FORD, FULTON, GALLATIN, GREENE, GRUNDY, HANCOCK, HENDERSON, HENRY, IROQUOIS, JACKSON, JASPER, JEFFERSON, JERSEY, KANKAKEE, KENDALL, KNOX, LA SALLE, LIVINGSTON, LOGAN, MACON, MACOUPIN, MADISON, MARION, MARSHALL, MASON, MCDONOUGH, MCLEAN, MENARD, MERCER, MONROE, MONTGOMERY, MORGAN, MOULTRIE, PEORIA, PERRY, PIATT, PIKE, PUTNAM, RANDOLPH, ROCK ISLAND, SAINT CLAIR, SANGAMON, SCHUYLER, SCOTT, SHELBY, ST CLAIR, STARK, TAZEWELL, VERMILION, WARREN, WASHINGTON, WHITESIDE, WILL, WOODFORD



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: INDIANA
Dealer Name: Central Business Systems, Inc.
Dealer Address: PO Box 4450, Lexington, KY 40544-4450
Single Point of Contact: Frank Shoaf
Title: Owner
Phone Number: (859) 276-1690
Fax Number: (859) 276-1699
Email address: fshoaf@cbsedge.com
Web address (if applicable):
Geographic area of coverage in each state for each dealer: BARTHOLOMEW, CLARK, CRAWFORD, DE KALB, FLOYD, HARRISON, SCOTT

State: INDIANA
Dealer Name: Impac
Dealer Address: 1516 Directors Row, Fort Wayne, IN 46808-
Single Point of Contact: Jamie Ellison
Title: Owner
Phone Number: (260) 483-1695
Fax Number: (260) 483-8606
Email address: je@impacpaper.com
Web address (if applicable):
Geographic area of coverage in each state for each dealer: ADAMS, ALLEN, BLACKFORD, CLARK, DE KALB, ELKHART, FULTON, GRANT, HUNTINGTON, JAY, KOSCIUSKO, LAGRANGE, MIAMI, NOBLE, ST JOSEPH, STEUBEN, WABASH, WELLS, WHITLEY

State: INDIANA
Dealer Name: Mail Management Inc.
Dealer Address: PO Box 1123, Elkhart, IN 46515-1123
Single Point of Contact: Jon Walker
Title: Owner
Phone Number: 574-266-6245
Fax Number: 574-522-7447
Email address: sales@mailmanagement.com
Web address (if applicable):
Geographic area of coverage in each state for each dealer: ADAMS, ALLEN, BLACKFORD, CASS, DE KALB, ELKHART, FULTON, GRANT, HUNTINGTON, JASPER, JAY, KOSCIUSKO, LA PORTE, LAGRANGE, MARSHALL, MIAMI, NEWTON, NOBLE, PORTER, PULASKI, ST JOSEPH, STARKE, STEUBEN, WABASH, WELLS, WHITLEY

State: INDIANA
Dealer Name: McShane's Business Products & Solutions
Dealer Address: 1844 45th Street, Munster, IN 46321
Single Point of Contact: Brian McShane
Title: Owner
Phone Number: 219-924-1400 x311
Fax Number: 219-922-5684
Email address: bmcshane@mcshanes.com
Web address (if applicable):
Geographic area of coverage in each state for each dealer: BENTON, ELKHART, FULTON, JASPER, KOSCIUSKO, LA PORTE, LAKE, MARSHALL, NEWTON, NOBLE, PORTER, PULASKI, ST JOSEPH, STARKE, TIPPECANOE, WHITE



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: INDIANA

Dealer Name: Neopost Great Lakes

Dealer Address: 10300 Alliance Road, Suite 107, Cincinnati, OH 45242

Single Point of Contact: Jim Owens

Title: General Manager

Phone Number: 513-891-7888

Fax Number: 513-792-7434

Email address: j.owens@neopost.com

Web address (if applicable): neopostusa.com

Geographic area of coverage in each state for each dealer: DEARBORN, FRANKLIN, OHIO, RIPLEY, SWITZERLAND, UNION, WAYNE

State: INDIANA

Dealer Name: Neopost Great Lakes

Dealer Address: 8365 Keystone Crossing #103, Indianapolis, IN 46240

Single Point of Contact: Jim Owens

Title: General Manager

Phone Number: 317-252-2717

Fax Number: 317-252-5589

Email address: j.owens@neopost.com

Web address (if applicable): neopostusa.com

Geographic area of coverage in each state for each dealer: BARTHOLOMEW, BENTON, BOONE, BROWN, CARROLL, CASS, CLARK, CLAY, CLINTON, CRAWFORD, DAVIESS, DECATUR, DELAWARE, FAYETTE, FOUNTAIN, GRANT, GREENE, HAMILTON, HANCOCK, HARRISON, HENDRICKS, HENRY, HOWARD, JACKSON, JEFFERSON, JENNINGS, JOHNSON, KNOX, LAWRENCE, MADISON, MARION, MARTIN, MIAMI, MONROE, MONTGOMERY, MORGAN, ORANGE, OWEN, PARKE, PUTNAM, RANDOLPH, RUSH, SCOTT, SHELBY, ST JOSEPH, SULLIVAN, TIPPECANOE, TIPTON, UNION, VERMILLION, VIGO, WARREN, WASHINGTON, WAYNE, WHITE

State: INDIANA

Dealer Name: Scot Mailing and Shipping Systems, Inc.

Dealer Address: 11461 Blankenbaker Access, Ste. 103, Louisville, KY 40299

Single Point of Contact: Leonard Altier

Title: Owner

Phone Number: 502-267-4080

Fax Number: 502-267-0307

Email address: lenaltier@scotmailing.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: BARTHOLOMEW, CLARK, CRAWFORD, DE KALB, FLOYD, HARRISON, JEFFERSON, JENNINGS, ORANGE, SCOTT, SWITZERLAND, WASHINGTON

State: INDIANA

Dealer Name: Southern Business Machines, Inc.

Dealer Address: 2040 Division St, Evansville, IN 47711-

Single Point of Contact: Dawn Stevens

Title: Owner

Phone Number: (812) 475-8895

Fax Number: (812) 475-9598

Email address: dawn@sbm-inc.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: DAVIESS, DUBOIS, GIBSON, KNOX, MARTIN, ORANGE, PERRY, PIKE, POSEY, SPENCER, VANDERBURGH, WARRICK



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: IOWA

Dealer Name: Advanced Business Systems, Inc.

Dealer Address: PO Box 2895, LaCrosse, WI 54602-2895

Single Point of Contact: Anne Schmal

Title: Owner

Phone Number: (608) 781-5440

Fax Number: (414) 377-3347

Email address: anneschmal@hotmail.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: ALLAMAKEE, BLACK HAWK, BREMER, BUCHANAN, BUTLER, CLAYTON, CLINTON, DELAWARE, DUBUQUE, FAYETTE, GRUNDY, HOWARD, JACKSON, JONES, TAMA, WINNESHIEK

State: IOWA

Dealer Name: Claritus, Inc.

Dealer Address: 4201 Progressive Avenue, Lincoln, NE 68504-1324

Single Point of Contact: David Herbert

Title: Owner

Phone Number: (402) 421-2323

Fax Number: (402) 421-1455

Email address: daveh@claritus.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: ADAMS, BUENA VISTA, CALHOUN, CASS, CHEROKEE, CLAY, CRAWFORD, DICKINSON, FREMONT, HARRISON, IDA, LYON, MILLS, MONONA, MONTGOMERY, OBRIEN, O'BRIEN, OSCEOLA, PAGE, PLYMOUTH, POTTAWATTAMIE, RINGGOLD, SAC, SHELBY, SIOUX, TAYLOR, UNION, WOODBURY,

State: IOWA

Dealer Name: Copy Systems, Inc.

Dealer Address: 920 E 21st St, Des Moines, IA 50317-

Single Point of Contact: Troy Paterson

Title: Owner

Phone Number: (515) 262-2100

Fax Number: (515) 261-3669

Email address: troy.paterson@copysystemsinc.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: ADAIR, ADAMS, ALLAMAKEE, APPANOOSE, AUDUBON, BENTON, BLACK HAWK, BOONE, BREMER, BUCHANAN, BUTLER, CALHOUN, CARROLL, CASS, CEDAR, CLARKE, CLAYTON, DALLAS, DAVIS, DECATUR, DELAWARE, DES MOINES, DUBUQUE, FAYETTE, FRANKLIN, GREENE, GRUNDY, GUTHRIE, HAMILTON, HARDIN, HENRY, HUMBOLDT, IOWA, JASPER, JEFFERSON, JOHNSON, JONES, KEOKUK, KOSSUTH, LINN, LOUISA, LUCAS, MADISON, MAHASKA, MARION, MARSHALL, MONROE, MUSCATINE, POCAHONTAS, POLK, POWESHIEK, RINGGOLD, SAC, SCOTT, STORY, TAMA, TAYLOR, UNION, VAN BUREN, WAPELLO, WARREN, WASHINGTON, WAYNE, WEBSTER, WINNESHIEK, WRIGHT,



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: IOWA

Dealer Name: Mantronics Mailing Systems

Dealer Address: PO Box 1880, Mankato, MN 56002-1880

Single Point of Contact: Dan Hagen

Title: Owner

Phone Number: (507) 345-7048

Fax Number: (507) 345-7913

Email address: contact@mantronics.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: CERRO GORDO, CHICKASAW, EMMET, FLOYD, HANCOCK, HOWARD, HUMBOLDT, KOSSUTH, MITCHELL, PALO ALTO, WINNEBAGO, WINNESHIEK, WORTH

State: IOWA

Dealer Name: Postal Source - Quad Cities

Dealer Address: 21130 Holden Drive, Davenport, IA 52806

Single Point of Contact: Francis Costello

Title: Owner

Phone Number: 563-445-3470

Fax Number: 563-445-3471

Email address: fcostello@postalsource.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: BENTON, BLACK HAWK, BREMER, BUCHANAN, CEDAR, CLINTON, DELAWARE, DES MOINES, DUBUQUE, FAYETTE, HENRY, IOWA, JACKSON, JASPER, JOHNSON, JONES, LEE, LINN, LOUISA, MAHASKA, MARSHALL, MUSCATINE, POWESHIEK, SCOTT, TAMA

State: KANSAS

Dealer Name: Lineage - Kansas City

Dealer Address: 11555 West 83rd Terrace, Lenexa, KS 66214-

Single Point of Contact: Tony Kuchta

Title: Owner

Phone Number: (913) 888-0333

Fax Number: (913) 888-6957

Email address: tkuchta@trustlineage.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: ALLEN, ANDERSON, ATCHISON, BOURBON, BROWN, CHASE, CLAY, COFFEY, CRAWFORD, DICKINSON, DONIPHAN, DOUGLAS, FRANKLIN, GEARY, JACKSON, JEFFERSON, JOHNSON, LEAVENWORTH, LINN, LYON, MARSHALL, MIAMI, MORRIS, NEMAHA, OSAGE, POTTAWATOMIE, RILEY, SHAWNEE, WABAUNSEE, WASHINGTON, WILSON, WOODSON, WYANDOTTE

State: KANSAS

Dealer Name: Midwest Connect

Dealer Address: PO Box 2183, Kearney, NE 68848-

Single Point of Contact: Brian Cochran

Title: Owner

Phone Number: (308) 238-5070

Fax Number: (308) 234-8617

Email address: brian@midwestconnect.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: BARTON, CHEYENNE, CLARK, CLAY, CLOUD, COMANCHE, DECATUR, EDWARDS, ELLIS, FINNEY, FORD, GOVE, GRAHAM, GRANT, GRAY, GREELEY, HAMILTON, HASKELL, HODGEMAN, JEWELL, KEARNY, KIOWA, LANE, LOGAN, MEADE, MITCHELL, MORTON, NESS, NORTON, OSBORNE, PAWNEE, PHILLIPS, PRATT, RAWLINS, REPUBLIC, ROOKS, RUSH, RUSSELL, SCOTT, SEWARD, SHERIDAN, SHERMAN, SMITH, STAFFORD, STANTON, STEVENS, THOMAS, TREGO, WALLACE, WASHINGTON, WICHITA

NO VOLUME OR TERM DISCOUNTS INCLUDED

Envelope Mail Labeler - High Volume	Offeror's Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	NO BID
Percentage (%) Discount off MSRP/Catalog	%
Percentage (%) Discount off Accessories	%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	%
Percentage (%) Discount off Mailing Furniture	%
Maintenance	
Maintenance - Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	per hr.
Time and Materials - outside business hours, weekends, and holidays	per hr.
Percentage discounts of Parts for Time and Materials	%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Envelope Mail Labeler Production	Offeror's Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	NO BID
Percentage (%) Discount off MSRP/Catalog	%
Percentage (%) Discount off Accessories	%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	%
Percentage (%) Discount off Mailing Furniture	%
Maintenance	
Maintenance- Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	per hr.
Time and Materials - outside business hours, weekends, and holidays	per hr.
Percentage discounts of Parts for Time and Materials	%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Envelope Addressing System, Ink Jet, Low Volume	Offerors Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	20%
Percentage (%) Discount off Accessories	20%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	11%
Percentage (%) Discount off Mailing Furniture	10%
Maintenance	
Maintenance - Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$ 240.00/per hr.
Time and Materials - outside business hours, weekends, and holidays	\$360.00/per hr. after hours \$480.00/per hr. Sun and Holidays
Percentage discounts of Parts for Time and Materials	0%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Envelope Addressing System, Ink Jet, Medium Volume	Offeror's Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	20%
Percentage (%) Discount off Accessories	20%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	11%
Percentage (%) Discount off Mailing Furniture	10%
Maintenance	
Maintenance - Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$ 240.00/per hr.
Time and Materials - outside business hours, weekends, and holidays	\$360.00/per hr. after hours \$480.00/per hr. Sun and Holidays
Percentage discounts of Parts for Time and Materials	0%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Envelope Addressing System, Ink Jet, High Volume	Discount Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	20%
Percentage (%) Discount off Accessories	20%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	11%
Percentage (%) Discount off Mailing Furniture	10%
Maintenance	
Maintenance - Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$ 240.00/per hr.
Time and Materials - outside business hours, weekends, and holidays	\$360.00/per hr. after hours \$480.00/per hr. Sun and Holidays
Percentage discounts of Parts for Time and Materials	0%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Envelope Addressing System, Ink Jet Production	Orders Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	20%
Percentage (%) Discount off Accessories	20%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	11%
Percentage (%) Discount off Mailing Furniture	6%
Maintenance	
Maintenance - Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$ 240.00/per hr.
Time and Materials - outside business hours, weekends, and holidays	\$360.00/per hr. after hours \$480.00/per hr. Sun and Holidays
Percentage discounts of Parts for Time and Materials	0%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Tabbers - Low Volume	Offeror Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	10%
Percentage (%) Discount off Accessories	10%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	11%
Percentage (%) Discount off Mailing Furniture	6%
Maintenance	
Maintenance - Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$ 240.00/per hr.
Time and Materials - outside business hours, weekends, and holidays	\$360.00/per hr. after hours \$480.00/per hr. Sun and Holidays
Percentage discounts of Parts for Time and Materials	0%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Category - Medium Volume	Offeror Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	10%
Percentage (%) Discount off Accessories	10%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	11%
Percentage (%) Discount off Mailing Furniture	6%
Maintenance	
Maintenance - Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$ 240.00/per hr.
Time and Materials - outside business hours, weekends, and holidays	\$360.00/per hr. after hours \$480.00/per hr. Sun and Holidays
Percentage discounts of Parts for Time and Materials	0%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Tabbers, High Volume	Offerors Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	10%
Percentage (%) Discount off Accessories	10%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	11%
Percentage (%) Discount off Mailing Furniture	6%
Maintenance	
Maintenance - Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$ 240.00/per hr.
Time and Materials - outside business hours, weekends, and holidays	\$360.00/per hr. after hours \$480.00/per hr. Sun and Holidays
Percentage discounts of Parts for Time and Materials	0%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Factory Production	Offeror Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	NO BID
Percentage (%) Discount off MSRP/Catalog	%
Percentage (%) Discount off Accessories	%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	%
Percentage (%) Discount off Mailing Furniture	%
Maintenance	
Maintenance - Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	per hr.
Time and Materials - outside business hours, weekends, and holidays	per hr.
Percentage discounts of Parts for Time and Materials	%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Check/Imp/Blank/Endorsing	Offeror's Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	NO BID
Percentage (%) Discount off MSRP/Catalog	%
Percentage (%) Discount off Accessories	%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	%
Percentage (%) Discount off Mailing Furniture	%
Maintenance	
Maintenance - Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	per hr.
Time and Materials - outside business hours, weekends, and holidays	per hr.
Percentage discounts of Parts for Time and Materials	%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Pressure Sealing Production	Offeror Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	NO BID
Percentage (%) Discount off MSRP/Catalog	%
Percentage (%) Discount off Accessories	%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	%
Percentage (%) Discount off Mailing Furniture	%
Maintenance	
Maintenance - Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	per hr.
Time and Materials - outside business hours, weekends, and holidays	per hr.
Percentage discounts of Parts for Time and Materials	%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Buying Equipment - Production	Offer Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	NO BID
Percentage (%) Discount off MSRP/Catalog	%
Percentage (%) Discount off Accessories	%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	%
Percentage (%) Discount off Mailing Furniture	%
Maintenance	
Maintenance - Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	per hr.
Time and Materials - outside business hours, weekends, and holidays	per hr.
Percentage discounts of Parts for Time and Materials	%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Processing Equipment Production	Offeror Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	NO BID
Percentage (%) Discount off MSRP/Catalog	%
Percentage (%) Discount off Accessories	%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	%
Percentage (%) Discount off Mailing Furniture	%
Maintenance	
Maintenance - Fixed for years 2-5	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	per hr.
Time and Materials - outside business hours, weekends, and holidays	per hr.
Percentage discounts of Parts for Time and Materials	%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Extractors	Offeror Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	10%
Percentage (%) Discount off Accessories	10%
Percentage (%) Discount off Supplies and Consumables (does not include paper)	11%
Percentage (%) Discount off Mailing Furniture	10%
Maintenance	
<i>Maintenance - Fixed for years 2-5</i>	pricing formula
If end user is utilizing Time and Materials maintenance	
Time and Materials - regular business hours	\$ 240.00/per hr.
Time and Materials - outside business hours, weekends, and holidays	\$360.00/per hr. after hours \$480.00/per hr. Sun and Holidays
Percentage discounts of Parts for Time and Materials	0%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Mail Room Furniture (general)	CR Bid Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	0%
Percentage (%) Discount off Accessories	0%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Software License and Subscription	Officer's Response
All products offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	5%
Maintenance	
Maintenance for years 2-5	pricing formula

NO VOLUME OR TERM DISCOUNTS INCLUDED

Software Consulting Services	Offered Response
All services offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Hourly or Daily Rate For Software Consulting Services	\$ 249.00 /hr or \$ /day

NO VOLUME OR TERM DISCOUNTS INCLUDED

Training	Quantity/Items/Response
All services offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Percentage (%) Discount off MSRP/Catalog	5%

NO VOLUME OR TERM DISCOUNTS INCLUDED

Design / For Production Equipment Only	Offerors Response
All Design Services offered for this category shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Hourly or Daily Rate For Design Services	\$ 200.00 /hr or \$1600.00 /day

NO VOLUME OR TERM DISCOUNTS INCLUDED

Assembly/Installation/Software Integration For Production Equipment Only
The service offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.
Hourly or Daily Rate For Services

\$ 200.00 /hr or \$1600.00 /day

NO VOLUME OR TERM DISCOUNTS INCLUDED

Relocation Services	Bidders Response
All services offered for this category of equipment shall meet or exceed the listed specifications with this Solicitation Scope of Work.	
Zone 1 (100 yards or less; or within the same building)	No Charge Allowed
Zone 2 (under 50 miles)	Flat Fee
Zone 3 (over 50 miles)	Per Mile Fee
<p>*Relocation of installed Neopost equipment shall be handled by the local authorized service location. Relocation costs (for a certain category, i.e. DS, etc), due to oversize and excessive weight will be charged to the customer at the prevailing local rates</p>	



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **KANSAS**

Dealer Name: **Midwest Single Source**

Dealer Address: **1501 E 1st Street, Wichita, KS 67214**

Single Point of Contact: **John Osborne**

Title: **Owner**

Phone Number: **(316) 267-6333**

Fax Number: **(316) 267-8061**

Email address: **jho@midwestsinglesource.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **BARBER, BARTON, BUTLER, CHASE, CHAUTAUQUA, CLAY, COMANCHE, COWLEY, DICKINSON, EDWARDS, ELK, ELLSWORTH, GREENWOOD, HARPER, HARVEY, KINGMAN, KIOWA, LINCOLN, MARION, MCPHERSON, MONTGOMERY, MORRIS, OTTAWA, PAWNEE, PRATT, RENO, RICE, RUSH, RUSSELL, SALINE, SEDGWICK, STAFFORD, SUMNER**

State: **KANSAS**

Dealer Name: **Oklahoma Mailing Equipment (OME)**

Dealer Address: **PO Box 471587, Tulsa, OK 74147**

Single Point of Contact: **David Riesen**

Title: **Owner**

Phone Number: **(918) 664-2588**

Fax Number: **(918) 664-2603**

Email address: **david@omecorp.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ALLEN, BOURBON, CHEROKEE, COFFEY, CRAWFORD, LABETTE, MONTGOMERY, NEOSHO, WILSON, WOODSON**

State: **KANSAS**

Dealer Name: **Summit Mailing & Shipping Systems, Inc.**

Dealer Address: **PO Box 5758, Edmond, OK 73083-5758**

Single Point of Contact: **Tony Pezeshkian**

Title: **Owner**

Phone Number: **405-947-2200**

Fax Number: **405-946-7187**

Email address: **tp@summitokc.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **CHEROKEE, CRAWFORD, LABETTE, MONTGOMERY, NEOSHO**

State: **KENTUCKY**

Dealer Name: **Campbell Business Machines**

Dealer Address: **PO Box 6187, Charleston, WV 25362**

Single Point of Contact: **Darrell Campbell**

Title: **Owner**

Phone Number: **304-949-3866**

Fax Number: **304-949-2847**

Email address: **dcampbell@campbellbusmach.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **BOYD, CARTER, ELLIOTT, FLOYD, GREENUP, JEFFERSON, JOHNSON, KNOTT, LAWRENCE, LEWIS, MAGOFFIN, MARTIN, MORGAN, PIKE, ROWAN**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **KENTUCKY**

Dealer Name: **Central Business Systems, Inc.**

Dealer Address: **PO Box 4450, Lexington, KY 40544-4450**

Single Point of Contact: **Frank Shoaf**

Title: **Owner**

Phone Number: **(859) 276-1690**

Fax Number: **(859) 276-1699**

Email address: **fshoaf@cbsedge.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ADAIR, ANDERSON, BATH, BELL, BOURBON, BOYD, BOYLE, BREATHITT, BULLITT, CARROLL, CARTER, CASEY, CLARK, CLAY, ELLIOTT, ESTILL, FAYETTE, FLEMING, FLOYD, FRANKLIN, GALLATIN, GARRARD, GRANT, GREENUP, HARDIN, HARLAN, HARRISON, HENRY, JACKSON, JEFFERSON, JESSAMINE, JOHNSON, KNOTT, KNOX, LAUREL, LAWRENCE, LEE, LESLIE, LETCHER, LEWIS, LINCOLN, MADISON, MAGOFFIN, MARION, MARTIN, MASON, MCCREARY, MEADE, MENIFEE, MERCER, MONTGOMERY, MORGAN, NICHOLAS, OLDHAM, OWEN, OWSLEY, PERRY, PIKE, POWELL, PULASKI, ROBERTSON, ROCKCASTLE, ROWAN, RUSSELL, SCOTT, SHELBY, SPENCER, TRIMBLE, WASHINGTON, WAYNE, WHITLEY, WOLFE, WOODFORD**

State: **KENTUCKY**

Dealer Name: **Dex Imaging & Mailing, Inc**

Dealer Address: **50 Rachel Dr, Nashville, TN 37214**

Single Point of Contact: **Mark Blaze**

Title: **Owner**

Phone Number: **615-366-6007**

Fax Number: **615-366-6652**

Email address: **Mblaze@deximaging.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **CHRISTIAN, HOPKINS, MUHLENBERG, TODD, TRIGG**

State: **KENTUCKY**

Dealer Name: **Neopost Great Lakes**

Dealer Address: **10300 Alliance Road, Suite 107, Cincinnati, OH 45242**

Single Point of Contact: **Jim Owens**

Title: **General Manager**

Phone Number: **513-891-7888**

Fax Number: **513-792-7434**

Email address: **j.owens@neopost.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **BOONE, BRACKEN, CAMPBELL, GALLATIN, GRANT, HARRISON, KENTON, MASON, OWEN, PENDLETON, ROBERTSON, SCOTT**

State: **KENTUCKY**

Dealer Name: **Neopost Great Lakes**

Dealer Address: **5700 Perimeter Dr Suite C, Dublin, OH 43017**

Single Point of Contact: **Jim Owens**

Title: **General Manager**

Phone Number: **614-761-4242**

Fax Number: **614-760-8308**

Email address: **j.owens@neopost.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **BRACKEN, GALLATIN, MASON, OWEN, PENDLETON**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **KENTUCKY**

Dealer Name: **Neopost Southeast**

Dealer Address: **3435 Breckenridge Blvd Ste 100, Duluth, GA 30096-4932**

Single Point of Contact: **Joe Salkin**

Title: **General Manager**

Phone Number: **(770) 717-8999**

Fax Number: **(770) 717-9951**

Email address: **jo.salkin@haslerneopost.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **ADAIR, ALLEN, BALLARD, BARREN, BRECKINRIDGE, BULLITT, BUTLER, CALDWELL, CALLOWAY, CARLISLE, CHRISTIAN, CLINTON, CUMBERLAND, EDMONSON, FULTON, GRAVES, GRAYSON, GREEN, HARDIN, HART, HICKMAN, HOPKINS, LARUE, LIVINGSTON, LOGAN, LYON, MARSHALL, MCCRACKEN, MCLEAN, MEADE, METCALFE, MONROE, MUHLENBERG, NELSON, OHIO, PULASKI, RUSSELL, SIMPSON, TAYLOR, TODD, TRIGG, WARREN**

State: **KENTUCKY**

Dealer Name: **Scot Mailing and Shipping Systems, Inc.**

Dealer Address: **11461 Blankenbaker Access, Ste. 103, Louisville, KY 40299**

Single Point of Contact: **Leonard Altier**

Title: **Owner**

Phone Number: **502-267-4080**

Fax Number: **502-267-0307**

Email address: **lenaltier@scotmailing.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ALLEN, BALLARD, BARREN, BOYLE, BRECKINRIDGE, BULLITT, BUTLER, CALDWELL, CALLOWAY, CARLISLE, CARROLL, CLINTON, CRITTENDEN, CUMBERLAND, EDMONSON, FRANKLIN, FULTON, GRAVES, GRAYSON, GREEN, HARDIN, HART, HENRY, HICKMAN, JEFFERSON, LARUE, LIVINGSTON, LOGAN, LYON, MARION, MARSHALL, MCCRACKEN, MEADE, METCALFE, MONROE, NELSON, OLDHAM, OWEN, SHELBY, SIMPSON, SPENCER, TAYLOR, TRIMBLE, WARREN, WASHINGTON**

State: **KENTUCKY**

Dealer Name: **Southern Business Machines, Inc.**

Dealer Address: **2040 Division St, Evansville, IN 47711-**

Single Point of Contact: **Dawn Stevens**

Title: **Owner**

Phone Number: **(812) 475-8895**

Fax Number: **(812) 475-9598**

Email address: **dawn@sbm-inc.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **BRECKINRIDGE, BULLITT, CRITTENDEN, DAVIESS, GRAYSON, HANCOCK, HARDIN, HENDERSON, MCLEAN, MEADE, OHIO, UNION, WEBSTER**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: LOUISIANA

Dealer Name: Cunningham Business Systems, LLC.

Dealer Address: 1215 Texas Avenue, Alexandria, LA 71301

Single Point of Contact: Patrick Cunningham

Title: Owner

Phone Number: (318) 442-2679

Fax Number: (318) 442-7679

Email address: patrick@cbsales.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: AVOYELLES, BEAUREGARD, BIENVILLE, CATAHOULA, CONCORDIA, GRANT, IBERVILLE, LA SALLE, LASALLE, NATCHITOCHEs, RAPIDES, SABINE, ST LANDRY, VERNON, WINN

State: LOUISIANA

Dealer Name: DMS Mail Management Inc.

Dealer Address: 8282 Siegen Lane, Baton Rouge, LA 70810

Single Point of Contact: Gary Simmons

Title: Owner

Phone Number: (225) 763-6245

Fax Number: (225) 763-6284

Email address: garysimmons@dmsmail.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: ACADIA, ASCENSION, AVOYELLES, EAST BATON ROUG, EAST BATON ROUGE, EAST FELICIANA, IBERIA, IBERVILLE, LAFAYETTE, LASALLE, LIVINGSTON, POINTE COUPEE, SAINT HELENA, SAINT LANDRY, SAINT MARTIN, SAINT MARY, SAINT TAMMANY, ST HELENA, ST LANDRY, ST MARTIN, ST MARY, ST TAMMANY, TANGIPAHOA, VERMILION, WASHINGTON, WEST BATON ROUG, WEST BATON ROUGE, WEST FELICIANA

State: LOUISIANA

Dealer Name: Jett Business Systems

Dealer Address: PO Box 78501, Shreveport, LA 71137-8501

Single Point of Contact: Tim Jett

Title: Owner

Phone Number: (318) 424-9542

Fax Number: (318) 424-0008

Email address: tjett2359@aol.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: AVOYELLES, BIENVILLE, BOSSIER, CADDO, CALDWELL, CATAHOULA, CLAIBORNE, CONCORDIA, DE SOTO, EAST CARROLL, FRANKLIN, GRANT, IBERVILLE, JACKSON, LA SALLE, LASALLE, LINCOLN, MADISON, MOREHOUSE, NATCHITOCHEs, OUACHITA, RAPIDES, RED RIVER, RICHLAND, ST LANDRY, TENSAS, UNION, VERNON, WEBSTER, WEST CARROLL, WINN

State: LOUISIANA

Dealer Name: Mailing Systems Inc /Louisiana

Dealer Address: P O Box 93055, Lafayette, LA 70509

Single Point of Contact: Melissa Robichaux

Title: Owner

Phone Number: (337) 234-8292

Fax Number: (337) 234-6478

Email address: melissamsi@bellsouth.net

Web address (if applicable):

Geographic area of coverage in each state for each dealer: ACADIA, ALLEN, AVOYELLES, BEAUREGARD, CALCASIEU, CAMERON, EAST BATON ROUG, EAST BATON ROUGE, EVANGELINE, IBERIA, JEFFERSON, DAVIS, LAFAYETTE, LASALLE, POINTE COUPEE, SAINT LANDRY, SAINT MARTIN, ST LANDRY, ST MARTIN, VERMILION, VERNON



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: LOUISIANA

Dealer Name: Neopost Texas

Dealer Address: 3030 LBJ Freeway, Suite 1250, Dallas, TX 75234

Single Point of Contact: Steve Miller

Title: General Manager

Phone Number: (713) 690-3602

Fax Number: 972-277-6700

Email address: s.miller@neopost.com

Web address (if applicable): neopostusa.com

Geographic area of coverage in each state for each dealer: ACADIA, ALLEN, ASCENSION, ASSUMPTION, AVOYELLES, BEAUREGARD, CALCASIEU, CAMERON, EAST BATON ROUGE, EAST BATON ROUGE, EAST FELICIANA, EVANGELINE, IBERIA, IBERVILLE, JEFFERSON, JEFFERSON DAVIS, LAFAYETTE, LAFOURCHE, LIVINGSTON, ORLEANS, PLAQUEMINES, POINTE COUPEE, SABINE, SAINT BERNARD, SAINT CHARLES, SAINT HELENA, SAINT JAMES, SAINT LANDRY, SAINT MARTIN, SAINT MARY, SAINT TAMMANY, ST BERNARD, ST CHARLES, ST HELENA, ST JAMES, ST JOHN THE BAP, ST JOHN THE BAPTIST, ST LANDRY, ST MARTIN, ST MARY, ST TAMMANY, TANGIPAHOA, TERREBONNE, VERMILION, VERNON, WASHINGTON, WEST BATON ROUG, WEST BATON ROUGE, WEST FELICIANA

State: MAINE

Dealer Name: Formax

Dealer Address: 1 Education Way, Dover, NH 3820

Single Point of Contact: Ryan Lindsay

Title: Owner

Phone Number: (800) 232-5535

Fax Number: (603) 743-6366

Email address: ryanlindsay@formax.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: ANDROSCOGGIN, AROOSTOOK, CUMBERLAND, FRANKLIN, HANCOCK, KENNEBEC, KNOX, LINCOLN, OXFORD, PENOBSCOT, PISCATAQUIS, SAGADAHOC, SOMERSET, WALDO, WASHINGTON, YORK,

State: MAINE

Dealer Name: Northern Business Products, Inc.

Dealer Address: 96 State Street, Presque Isle, ME 4769

Single Point of Contact: Steve Charmichael

Title: Owner

Phone Number: 207-540-1490

Fax Number: 207-540-1493

Email address: steve@northernbusinessproducts.biz

Web address (if applicable):

Geographic area of coverage in each state for each dealer: AROOSTOOK

State: MARYLAND

Dealer Name: Mail Movers

Dealer Address: PO Box 2494, Salisbury, MD 21802

Single Point of Contact: Greg Dykes

Title: Owner

Phone Number: 410-749-1885

Fax Number: 410-749-9054

Email address: greg@mailmovers.net

Web address (if applicable):

Geographic area of coverage in each state for each dealer: CAROLINE, CECIL, DORCHESTER, FREDERICK, KENT, QUEEN ANNES, SOMERSET, TALBOT, WICOMICO, WORCESTER



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **MARYLAND**

Dealer Name: **Neopost Mid-Atlantic**

Dealer Address: **1749 Old Meadow Rd Ste 200, McLean, VA 22102-**

Single Point of Contact: **Mike Harris**

Title: **General Manager**

Phone Number: **(703) 848-9494**

Fax Number: **(703) 556-0025**

Email address: **M.Harris@neopost.com**

Web address (if applicable) **neopostusa.com**

Geographic area of coverage in each state for each dealer: **ANNE ARUNDEL, BALTIMORE, BALTIMORE (IND), BALTIMORE CITY, CALVERT, CAROLINE, CARROLL, CECIL, CHARLES, DORCHESTER, FREDERICK, HARFORD, HOWARD, KENT, MONTGOMERY, PRINCE GEORGES, QUEEN ANNES, SAINT MARYS, SOMERSET, ST MARYS, TALBOT, WASHINGTON, WICOMICO, WORCESTER**

State: **MASSACHUSETTS**

Dealer Name: **Neopost Northeast**

Dealer Address: **30 Batterson Park Road, Ste 100, Farmington, CT 6032**

Single Point of Contact: **Mike Cintolo**

Title: **General Manager**

Phone Number: **860-276-0276**

Fax Number: **860-276-0690**

Email address: **m.cintolo@neopost.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **BARNSTABLE, BERKSHIRE, BRISTOL, DUKES, ESSEX, FRANKLIN, HAMPDEN, HAMPSHIRE, MIDDLESEX, NANTUCKET, NORFOLK, PLYMOUTH, SUFFOLK, WORCESTER**

State: **MASSACHUSETTS**

Dealer Name: **New England Mailing Systems, Inc.**

Dealer Address: **400 Chapel Rd Ste 3-D, South Windsor, CT 06074-**

Single Point of Contact: **George Ludlow**

Title: **Owner**

Phone Number: **(860) 289-4416**

Fax Number: **(860) 289-3326**

Email address: **george@nems.net**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **BERKSHIRE, FRANKLIN, HAMPDEN, HAMPSHIRE, WORCESTER**

State: **MICHIGAN**

Dealer Name: **Badger Mailing & Shipping Systems**

Dealer Address: **3011 E Capital Dr, Suite A, Appleton, WI 54911**

Single Point of Contact: **Steve Retzlaff**

Title: **Owner**

Phone Number: **(920) 235-5528**

Fax Number: **(920) 235-5602**

Email address: **steve@badgermailing.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ALGER, BARAGA, CHIPPEWA, DELTA, DICKINSON, GOGEBIC, HOUGHTON, IRON, KEWEENAW, LUCE, MACKINAC, MARQUETTE, MENOMINEE, ONTONAGON, OTTAWA, SCHOOLCRAFT**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: Mailing room Equipment, Supplies and Maintenance

State: MICHIGAN

Dealer Name: Mail Management Inc.

Dealer Address: PO Box 1123, Elkhart, IN 46515-1123

Single Point of Contact: Jon Walker

Title: Owner

Phone Number: 574-266-6245

Fax Number: 574-522-7447

Email address: sales@mailmanagement.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: ALLEGAN, BERRIEN, BRANCH, CALHOUN, CASS, HILLSDALE, KALAMAZOO, SAINT JOSEPH, ST JOSEPH, VAN BUREN

State: MICHIGAN

Dealer Name: McShane's Business Products & Solutions

Dealer Address: 1844 45th Street, Munster, IN 46321

Single Point of Contact: Brian McShane

Title: Owner

Phone Number: 219-924-1400 x311

Fax Number: 219-922-5684

Email address: bmcshane@mcshanes.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: BERRIEN, CASS, KALAMAZOO

State: MICHIGAN

Dealer Name: Michigan Officeways

Dealer Address: 135 M-66 Highway, Charlevoix, MI 49720-

Single Point of Contact: Dave Kurchinski

Title: Owner

Phone Number: (231) 547-6891

Fax Number: (231) 547-0200

Email address: dave@michiganofficeways.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: ALCONA, ALPENA, ANTRIM, ARENAC, BENZIE, CHARLEVOIX, CHEBOYGAN, CLARE, CRAWFORD, EMMET, GLADWIN, GRAND TRAVERSE, IOSCO, ISABELLA, JACKSON, KALKASKA, LAKE, LEELANAU, LENAWEE, MANISTEE, MASON, MISSAUKEE, MONTMORENCY, OGEMAW, OSCEOLA, OSCODA, OTSEGO, PRESQUE ISLE, ROSCOMMON, WEXFORD

State: MICHIGAN

Dealer Name: National Office Products and Printing, Inc.

Dealer Address: PO Box 610, Sault Ste. Marie, MI 49783

Single Point of Contact: Shannon Veum

Title: Owner

Phone Number: 906-632-3095

Fax Number: 906-632-6836

Email address: shannon@noppp.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: ALGER, CHIPPEWA, DELTA, DICKINSON, LUCE, MACKINAC, MARQUETTE, SCHOOLCRAFT



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: Mailing room Equipment, Supplies and Maintenance

State: MICHIGAN
Dealer Name: Neopost Great Lakes
Dealer Address: 6670 W Snowville Road Suite 2 , Brecksville, OH 44141
Single Point of Contact: Jim Owens
Title: General Manager
Phone Number: 440-526-3196
Fax Number: 440-526-3703
Email address: jowens@neopost.com
Web address (if applicable) neopostusa.com
Geographic area of coverage in each state for each dealer: HILLSDALE

State: MICHIGAN
Dealer Name: Neopost Great Lakes
Dealer Address: 29200 Northwestern Highway Suite 170 , Southfield, MI 48034
Single Point of Contact: Jim Owens
Title: General Manager
Phone Number: 248-356-2200
Fax Number: 248-356-8200
Email address: jowens@neopost.com
Web address (if applicable) neopostusa.com
Geographic area of coverage in each state for each dealer: ALCONA, ALLEGAN, ARENAC, BARAGA, BARRY, BAY, BENZIE, BERRIEN, BRANCH, CALHOUN, CASS, CLARE, CLINTON, CRAWFORD, DICKINSON, EATON, GENESEE, GLADWIN, GOGEBIC, GRAND TRAVERSE, GRATIOT, HOUGHTON, HURON, INGHAM, IONIA, IOSCO, IRON, ISABELLA, JACKSON, KALAMAZOO, KALKASKA, KENT, KEWEENAW, LAKE, LAPEER, LEELANAU, LENAWEE, LIVINGSTON, MACOMB, MANISTEE, MARQUETTE, MASON, MECOSTA, MIDLAND, MISSAUKEE, MONROE, MONTCALM, MUSKOGON, NEWAYGO, OAKLAND, OCEANA, OGEMAW, ONTONAGON, OSCEOLA, OSCODA, OTTAWA, ROSCOMMON, SAGINAW, SAINT CLAIR, SAINT JOSEPH, SANILAC, SHIAWASSEE, ST CLAIR, ST JOSEPH, TUSCOLA, VAN BUREN, WASHTENAW, WAYNE, WEXFORD

State: MICHIGAN
Dealer Name: Office Enterprises, Inc.
Dealer Address: 6002 Municipal Street, Weston, WI 54476-
Single Point of Contact: Bob Lamovec
Title: Owner
Phone Number: (715) 359-8737
Fax Number: (715) 359-8893
Email address: Bob@theOEIgroup.com
Web address (if applicable):
Geographic area of coverage in each state for each dealer: MENOMINEE

State: MINNESOTA
Dealer Name: Advanced Business Systems, Inc.
Dealer Address: PO Box 2895, LaCrosse, WI 54602-2895
Single Point of Contact: Anne Schmal
Title: Owner
Phone Number: (608) 781-5440
Fax Number: (414) 377-3347
Email address: anneschmal@hotmail.com
Web address (if applicable):
Geographic area of coverage in each state for each dealer: DAKOTA, FILLMORE, GOODHUE, HOUSTON, MOWER, OLMSTED, WABASHA, WINONA



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: MINNESOTA

Dealer Name: Claritus, Inc.

Dealer Address: 4201 Progressive Avenue, Lincoln, NE 68504-1324

Single Point of Contact: David Herbert

Title: Owner

Phone Number: (402) 421-2323

Fax Number: (402) 421-1455

Email address: daveh@claritus.com

Web address (if applicable):

Web address (if applicable):

Geographic area of coverage in each state for each dealer: BIG STONE, CHIPPEWA, COTTONWOOD, LAC QUI PARLE, LINCOLN, LYON, MURRAY, NOBLES, PIPESTONE, ROCK, YELLOW MEDICINE

State: MINNESOTA

Dealer Name: Mantronics Mailing Systems

Dealer Address: PO Box 1880, Mankato, MN 56002-1880

Single Point of Contact: Dan Hagen

Title: Owner

Phone Number: (507) 345-7048

Fax Number: (507) 345-7913

Email address: contact@mantronics.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: BLUE EARTH, BROWN, COTTONWOOD, DAKOTA, DODGE, FARIBAULT, FREEBORN, JACKSON, LE SUEUR, MARTIN, MOWER, MURRAY, NICOLLET, REDWOOD, RENVILLE, RICE, SCOTT, SIBLEY, STEELE, WASECA, WATONWAN

State: MINNESOTA

Dealer Name: Neopost Great Plains

Dealer Address: 616 Roosevelt Road, Suite 101, St Cloud, MN 56301

Single Point of Contact: Andrew Armstrong

Title: General Manager

Phone Number: 763-452-3520

Fax Number: 763-452-3740

Email address: a.armstrong@neopost.com

Web address (if applicable): neopostusa.com

Geographic area of coverage in each state for each dealer: AITKIN, ANOKA, BECKER, BELTRAMI, BENTON, BIG STONE, BROWN, CARVER, CASS, CHIPPEWA, CHISAGO, CLAY, CLEARWATER, CROW WING, DAKOTA, DOUGLAS, GOODHUE, GRANT, HENNEPIN, HUBBARD, ISANTI, ITASCA, KANABEC, KANDIYOH, KITSON, LAC QUI PARLE, LAKE OF THE WOODS, LAKE OF THE WOODS, LE SUEUR, MAHNOMEN, MARSHALL, MCLEOD, MEEKER, MILLE LACS, MORRISON, NORMAN, OTTER TAIL, PENNINGTON, PINE, POLK, POPE, RAMSEY, RED LAKE, REDWOOD, RENVILLE, RICE, ROSEAU, SCOTT, SHERBURNE, STEARNS, STEVENS, SWIFT, TODD, TRAVERSE, WADENA, WASHINGTON, WILKIN, WRIGHT, YELLOW MEDICINE

State: MINNESOTA

Dealer Name: Office Enterprises, Inc.

Dealer Address: 6002 Municipal Street, Weston, WI 54476-

Single Point of Contact: Bob Lamovec

Title: Owner

Phone Number: (715) 359-8737

Fax Number: (715) 359-8893

Email address: Bob@theOEIgroup.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: AITKIN, BELTRAMI, CARLTON, CASS, COOK, CROW WING, ITASCA, KANABEC, KOCHICHING, LAKE, MILLE LACS, PINE, SAINT LOUIS, SHERBURNE, ST LOUIS



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **MISSISSIPPI**

Dealer Name: **Accurate Control Equipment**

Dealer Address: **PO Box 533, Fairhope, AL 36533**

Single Point of Contact: **Randall Staab**

Title: **Owner**

Phone Number: **251-928-4976**

Fax Number: **251-928-4935**

Email address: **staabr@bellsouth.net**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **GEORGE, HANCOCK, HARRISON, JACKSON, STONE**

State: **MISSISSIPPI**

Dealer Name: **Copy Products Mailing Systems**

Dealer Address: **910 E Cervantes Street, Pensacola, FL 32501**

Single Point of Contact: **Roger Wallace**

Title: **Owner**

Phone Number: **(850)432-1580**

Fax Number: **(850)432-8666**

Email address: **Stheriault@copyproductscompany.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **CLARKE, COVINGTON, FORREST, GEORGE, GREENE, JONES, LAMAR, NESHOPA, PEARL RIVER, PERRY, WAYNE**

State: **MISSISSIPPI**

Dealer Name: **MCC Mississippi**

Dealer Address: **114 W. Jackson Street, Ridgeland, MS 39157**

Single Point of Contact: **Shane Berry**

Title: **Owner**

Phone Number: **601-228-1800**

Fax Number:

Email address: **shane.berry@memphiscommunications.net**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ADAMS, AMITE, ATTALA, BOLIVAR, CARROLL, CHOCTAW, CLAIBORNE, CLARKE, CLAY, COPIAH, COVINGTON, FORREST, FRANKLIN, GEORGE, GREENE, HINDS, HOLMES, HUMPHREYS, ISSAQUENA, JASPER, JEFFERSON, JEFFERSON DAVIS, JONES, KEMPER, LAMAR, LAUDERDALE, LAWRENCE, LEAKE, LEFLORE, LINCOLN, LOWNDES, MADISON, MARION, MONTGOMERY, NESHOPA, NEWTON, NOXUBEE, OKTIBBEHA, PEARL RIVER, PERRY, PIKE, PONTOTOC, RANKIN, SCOTT, SHARKEY, SIMPSON, SMITH, SUNFLOWER, WALTHALL, WARREN, WASHINGTON, WAYNE, WEBSTER, WILKINSON, WINSTON, YAZOO**

State: **MISSISSIPPI**

Dealer Name: **Memphis Communications Corporation**

Dealer Address: **4771 Summer Avenue, Memphis, TN 38122**

Single Point of Contact: **Shane Berry**

Title: **Owner**

Phone Number: **(901) 725-9271**

Fax Number: **(901) 272-3577**

Email address: **shane.berry@memphiscommunications.net**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ALCORN, BENTON, BOLIVAR, CALHOUN, CARROLL, CHICKASAW, COAHOMA, DESOTO, GRENADA, ITAWAMBA, LAFAYETTE, LEE, LEFLORE, MADISON, MARSHALL, MONROE, PANOLA, PONTOTOC, PRENTISS, QUITMAN, SUNFLOWER, TALLAHATCHIE, TATE, TIPPAAH, TISHOMINGO, TUNICA, UNION, WASHINGTON, YALOBUSHA**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **MISSISSIPPI**
Dealer Name: **Neopost Southeast**
Dealer Address: **3435 Breckenridge Blvd Ste 100, Duluth, GA 30096-4932**
Single Point of Contact: **Joe Salkin**
Title: **General Manager**
Phone Number: **(770) 717-8999**
Fax Number: **(770) 717-9951**
Email address: **joe.salkin@haslerneopost.com**
Web address (if applicable): **neopostusa.com**
Geographic area of coverage in each state for each dealer: **LOWNDES, MONROE, TISHOMINGO, UNION**

State: **MISSISSIPPI**
Dealer Name: **Neopost Texas**
Dealer Address: **3030 LBJ Freeway, Suite 1250, Dallas, TX 75234**
Single Point of Contact: **Steve Miller**
Title: **General Manager**
Phone Number: **(713) 690-3602**
Fax Number: **972-277-6700**
Email address: **s.miller@neopost.com**
Web address (if applicable): **neopostusa.com**
Geographic area of coverage in each state for each dealer: **LEE, PEARL RIVER**

State: **MISSOURI**
Dealer Name: **Lineage - Kansas City**
Dealer Address: **11555 West 83rd Terrace, Lenexa, KS 66214-**
Single Point of Contact: **Tony Kuchta**
Title: **Owner**
Phone Number: **(913) 888-0333**
Fax Number: **(913) 888-6957**
Email address: **tkuchta@trustlineage.com**
Web address (if applicable):
Geographic area of coverage in each state for each dealer: **ANDREW, ATCHISON, BATES, BENTON, BOONE, BUCHANAN, CALDWELL, CARROLL, CASS, CHARITON, CLAY, CLINTON, DAVIESS, DEKALB, GENTRY, GRUNDY, HARRISON, HENRY, HOLT, JACKSON, JOHNSON, LAFAYETTE, LINN, LIVINGSTON, MERCER, NODAWAY, PETTIS, PLATTE, PUTNAM, RAY, SAINT CLAIR, SALINE, SCHUYLER, ST CLAIR, SULLIVAN, VERNON, WORTH**

State: **MISSOURI**
Dealer Name: **Mailing Methods Inc.**
Dealer Address: **8850 Sterling Place, Caseyville, IL 62232**
Single Point of Contact: **Joe Rule**
Title: **Owner**
Phone Number: **(618) 397-7776**
Fax Number: **(618) 397-1016**
Email address: **jrule@mailingmethods.com**
Web address (if applicable):
Geographic area of coverage in each state for each dealer: **BOLLINGER, BUTLER, CAPE GIRARDEAU, CARTER, CRAWFORD, DENT, FRANKLIN, GASCONADE, HOWELL, IRON, JEFFERSON, LINCOLN, MADISON, MISSISSIPPI, MONTGOMERY, NEW MADRID, OREGON, OSAGE, PERRY, PIKE, REYNOLDS, RIPLEY, SAINT CHARLES, SAINT FRANCOIS, SAINT LOUIS, SAINT LOUIS (IN, SAINT LOUIS CITY, SAINTE GENEVIEVE, SCOTT, SHANNON, ST CHARLES, ST FRANCOIS, ST LOUIS, STE GENEVIEVE, STODDARD, WARREN, WASHINGTON, WAYNE**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **MISSOURI**

Dealer Name: **Memphis Communications Corporation**

Dealer Address: **4771 Summer Avenue, Memphis, TN 38122**

Single Point of Contact: **Shane Berry**

Title: **Owner**

Phone Number: **(901) 725-9271**

Fax Number: **(901) 272-3577**

Email address: **shane.berry@memphiscommunications.net**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **DUNKLIN, NEW MADRID, PEMISCOT, SCOTT, STODDARD**

State: **MISSOURI**

Dealer Name: **Neopost Great Lakes**

Dealer Address: **1850 Craigshire Dr Suite 102 , St. Louis, MO 63146**

Single Point of Contact: **Jim Owens**

Title: **General Manager**

Phone Number: **314-317-8859**

Fax Number: **314-317-9016**

Email address: **jowens@neopost.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **BOLLINGER, BUTLER, CARTER, CRAWFORD, DUNKLIN, FRANKLIN, GASCONADE, JEFFERSON, LINCOLN, LIVINGSTON, MADISON, NEW MADRID, PEMISCOT, PERRY, REYNOLDS, RIPLEY, SAINT CHARLES, SAINT CLAIR, SAINT FRANCOIS, SAINT LOUIS, SAINT LOUIS (IN, SAINT LOUIS CITY, SAINTE GENEVIEVE, ST CHARLES, ST CLAIR, ST FRANCOIS, ST LOUIS, STE GENEVIEVE, WARREN, WASHINGTON, WAYNE**

State: **MISSOURI**

Dealer Name: **Oklahoma Mailing Equipment (OME)**

Dealer Address: **PO Box 471587, Tulsa, OK 74147**

Single Point of Contact: **David Riesen**

Title: **Owner**

Phone Number: **(918) 664-2588**

Fax Number: **(918) 664-2603**

Email address: **david@omecorp.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **BARRY, BARTON, BATES, CAMDEN, CEDAR, CHRISTIAN, DADE, DALLAS, DOUGLAS, GREENE, HICKORY, HOWELL, JASPER, LACLEDE, LAWRENCE, MCDONALD, NEWTON, OZARK, POLK, PULASKI, STONE, TANEY, TEXAS, VERNON, WEBSTER, WRIGHT**

State: **MISSOURI**

Dealer Name: **Postal Source - Quad Cities**

Dealer Address: **21130 Holden Drive, Davenport, IA 52806**

Single Point of Contact: **Francis Costello**

Title: **Owner**

Phone Number: **563-445-3470**

Fax Number: **563-445-3471**

Email address: **fcostello@postalsource.com**

Web address (if applicable):

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ADAIR, CLARK, KNOX, LEWIS, MACON, MARION, MONROE, PIKE, PUTNAM, RALLS, RANDOLPH, SCHUYLER, SCOTLAND, SHELBY**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **MISSOURI**

Dealer Name: **Sawyer Mailing Systems**

Dealer Address: **PO Box 4134, Ballwin, MO 63022-4134**

Single Point of Contact: **Dick Sawyer**

Title: **Owner**

Phone Number: **(636) 227-1090**

Fax Number: **(636) 227-7368**

Email address: **dsawyer@sawyermailingsystems.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **BOLLINGER, BUTLER, CAPE GIRARDEAU, CARTER, CRAWFORD, DENT, FRANKLIN, GASCONADE, HOWELL, IRON, JEFFERSON, LINCOLN, MADISON, MARIES, MISSISSIPPI, MONTGOMERY, NEW MADRID, OREGON, OSAGE, PERRY, PHELPS, PIKE, PULASKI, REYNOLDS, RIPLEY, SAINT CHARLES, SAINT FRANCOIS, SAINT LOUIS, SAINT LOUIS (IN, SAINT LOUIS CITY, SAINTE GENEVIEVE, SCOTT, SHANNON, ST CHARLES, ST FRANCOIS, ST LOUIS, STE GENEVIEVE, STODDARD, TEXAS, WARREN, WASHINGTON, WAYNE, WRIGHT**

State: **MISSOURI**

Dealer Name: **Sawyer Mailing Systems - Columbia**

Dealer Address: **PO Box 4134, Ballwin, MO 63022-4134**

Single Point of Contact: **Dick Sawyer**

Title: **Owner**

Phone Number: **(573) 303-3450**

Fax Number: **(636) 227-7368**

Email address: **dsawyer@sawyermailingsystems.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ADAIR, AUDRAIN, BENTON, BOONE, CALLAWAY, CAMDEN, CHARITON, CLAY, COLE, COOPER, CRAWFORD, DENT, FRANKLIN, GASCONADE, HENRY, HICKORY, HOWARD, IRON, KNOX, LACLEDE, LAFAYETTE, LINN, MACON, MARIES, MARION, MILLER, MONITEAU, MONROE, MONTGOMERY, MORGAN, OREGON, OSAGE, PETTIS, PHELPS, PIKE, PULASKI, PUTNAM, RALLS, RANDOLPH, REYNOLDS, SALINE, SCHUYLER, SCOTLAND, SHANNON, SHELBY, ST FRANCOIS, SULLIVAN, TEXAS, WASHINGTON, WRIGHT**

State: **MISSOURI**

Dealer Name: **Scot Mailing and Shipping Systems, Inc.**

Dealer Address: **11461 Blankenbaker Access, Ste. 103, Louisville, KY 40299**

Single Point of Contact: **Leonard Altier**

Title: **Owner**

Phone Number: **502-267-4080**

Fax Number: **502-267-0307**

Email address: **lenaltier@scotmailing.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **NEW MADRID, SCOTT**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **MISSOURI**

Dealer Name: **Summit Mailing & Shipping Systems, Inc.**

Dealer Address: **PO Box 5758, Edmond, OK 73083-5758**

Single Point of Contact: **Tony Pezeshkian**

Title: **Owner**

Phone Number: **405-947-2200**

Fax Number: **405-946-7187**

Email address: **tp@summitokc.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **BARRY, BARTON, CAMDEN, CEDAR, CHRISTIAN, DADE, DALLAS, DENT, DOUGLAS, GREENE, HICKORY, HOWELL, JASPER, LACLEDE, LAWRENCE, MARIES, MCDONALD, MILLER, MORGAN, NEWTON, OREGON, OZARK, PHELPS, POLK, PULASKI, SHANNON, STONE, TANEY, TEXAS, VERNON, WEBSTER, WRIGHT**

State: **MISSOURI**

Dealer Name: **Walz Label and Mailing Systems**

Dealer Address: **624 High Point Lane, East Peoria, IL 61611**

Single Point of Contact: **Tom Walz**

Title: **Owner**

Phone Number: **(309) 698-1500**

Fax Number: **(309) 698-9863**

Email address: **walz@walzeg.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **CLARK, LEWIS, MARION, MONROE, MONTGOMERY, PIKE, RALLS**

State: **MONTANA**

Dealer Name: **Addco Office Systems, Inc.**

Dealer Address: **PO BOX 80823, Billings, MT 59108**

Single Point of Contact: **Kent Nauman**

Title: **Owner**

Phone Number: **(406) 651-9454**

Fax Number: **(406) 651-0026**

Email address: **kent@addcomt.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **BEAVERHEAD, BIG HORN, BLAINE, BROADWATER, CARBON, CARTER, CASCADE, CHOUTEAU, CUSTER, DANIELS, DAWSON, DEER LODGE, FALLON, FERGUS, FLATHEAD, GALLATIN, GARFIELD, GLACIER, GOLDEN VALLEY, GRANITE, HILL, JEFFERSON, JUDITH BASIN, LAKE, LEWIS AND CLARK, LIBERTY, LINCOLN, MADISON, MCCONE, MEAGHER, MINERAL, MISSOULA, MUSSELSHELL, PARK, PETROLEUM, PHILLIPS, PONDERA, POWDER RIVER, POWELL, PRAIRIE, RAVALLI, RICHLAND, ROOSEVELT, ROSEBUD, SANDERS, SHERIDAN, SILVER BOW, STILLWATER, SWEET GRASS, TETON, TOOLE, TREASURE, VALLEY, WHEATLAND, WIBAUX, YELLOWSTONE**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **MONTANA**

Dealer Name: **Mailing Systems Plus More**

Dealer Address: **204 South Beattie Street, Helena, MT 59601**

Single Point of Contact: **Bill Kearney**

Title: **Owner**

Phone Number: **406-442-6222**

Fax Number: **866-866-8751**

Email address: **mshpmbk@aol.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **BEAVERHEAD, BIG HORN, BROADWATER, CARBON, CARTER, DEER LODGE, FERGUS, FLATHEAD, GALLATIN, GOLDEN VALLEY, GRANITE, JEFFERSON, LAKE, LEWIS AND CLARK, LINCOLN, MADISON, MEAGHER, MINERAL, MISSOULA, MUSSELSHELL, PARK, POWDER RIVER, POWELL, RAVALLI, ROSEBUD, SANDERS, SILVER BOW, STILLWATER, SWEET GRASS, TREASURE, WHEATLAND, YELLOWSTONE**

State: **MONTANA**

Dealer Name: **Western Business Equipment, Inc.**

Dealer Address: **1245 W. Broadway, Missoula, MT 59802-**

Single Point of Contact: **Aric Manion**

Title: **Owner**

Phone Number: **(406) 549-6488**

Fax Number: **(406) 721-5557**

Email address: **aric.manion@kelleyimaging.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **BEAVERHEAD, BROADWATER, CASCADE, CHOUTEAU, DEER LODGE, FLATHEAD, GLACIER, GRANITE, HILL, JEFFERSON, JUDITH BASIN, LAKE, LEWIS AND CLARK, LIBERTY, LINCOLN, MADISON, MEAGHER, MINERAL, MISSOULA, PONDERA, POWELL, RAVALLI, SANDERS, SILVER BOW, TETON, TOOLE**

State: **NEBRASKA**

Dealer Name: **Claritus, Inc.**

Dealer Address: **4201 Progressive Avenue, Lincoln, NE 68504-1324**

Single Point of Contact: **David Herbert**

Title: **Owner**

Phone Number: **(402) 421-2323**

Fax Number: **(402) 421-1455**

Email address: **daveh@claritus.com**

Web address (if applicable):

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ANTELOPE, BURT, BUTLER, CASS, CEDAR, COLFAX, CUMING, DAKOTA, DIXON, DODGE, DOUGLAS, GAGE, JEFFERSON, JOHNSON, KNOX, LANCASTER, MADISON, NEMAHA, OTOE, PAWNEE, PIERCE, PLATTE, RICHARDSON, SALINE, SARPY, SAUNDERS, SEWARD, STANTON, THAYER, THURSTON, WASHINGTON, WAYNE**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **NEBRASKA**

Dealer Name: **Midwest Connect**

Dealer Address: **PO Box 2183, Kearney, NE 68848-**

Single Point of Contact: **Brian Cochran**

Title: **Owner**

Phone Number: **(308) 238-5070**

Fax Number: **(308) 234-8617**

Email address: **brian@midwestconnect.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ADAMS, ARTHUR, BANNER, BLAINE, BOONE, BOX BUTTE, BOYD, BROWN, BUFFALO, CHASE, CHERRY, CHEYENNE, CLAY, CUSTER, DAWES, DAWSON, DEUEL, DUNDY, FILLMORE, FRANKLIN, FRONTIER, FURNAS, GARDEN, GARFIELD, GOSPER, GRANT, GREELEY, HALL, HAMILTON, HARLAN, HAYES, HITCHCOCK, HOLT, HOOKER, HOWARD, JEFFERSON, KEARNEY, KEITH, KEYA PAHA, KIMBALL, LINCOLN, LOGAN, LOUP, MCPHERSON, MERRICK, MORRILL, NANCE, NUCKOLLS, PERKINS, PHELPS, POLK, RED WILLOW, ROCK, SCOTTS BLUFF, SHERIDAN, SHERMAN, SIOUX, THAYER, THOMAS, VALLEY, WEBSTER, WHEELER**

State: **NEVADA**

Dealer Name: **Mailmax Mailing Solutions LLC**

Dealer Address: **5966 Topaz Street, Las Vegas, NV 89120**

Single Point of Contact: **Francisco Soto**

Title: **Owner**

Phone Number: **702-970-2700**

Fax Number: **702-970-2727**

Email address: **fsoto@mailmaxsolutions.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **CLARK, ESMERALDA, LINCOLN, NYE, WHITE PINE**

State: **NEVADA**

Dealer Name: **MMS West**

Dealer Address: **1380 Greg St #219, Sparks, NV 89431-**

Single Point of Contact: **Matt Balzer**

Title: **Owner**

Phone Number: **(775) 331-5554**

Fax Number: **(775) 331-5556**

Email address: **matt@mmswest.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **CARSON CITY, CARSON CITY (IN, CHURCHILL, DOUGLAS, ELKO, ESMERALDA, EUREKA, HUMBOLDT, LANDER, LYON, MINERAL, NYE, PERSHING, STOREY, WASHOE, WHITE PINE**

State: **NEVADA**

Dealer Name: **Neopost Northwest**

Dealer Address: **180 West 2950 South, Salt Lake City, UT 84115-**

Single Point of Contact: **Austin Maddox**

Title: **General Manager**

Phone Number: **(801) 487-8508**

Fax Number: **(801) 466-3187**

Email address: **a.maddox@neopost.com;**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **ELKO, WHITE PINE**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **NEW HAMPSHIRE**

Dealer Name: **Formax**

Dealer Address: **1 Education Way, Dover, NH 3820**

Single Point of Contact: **Ryan Lindsay**

Title: **Owner**

Phone Number: **(800) 232-5535**

Fax Number: **(603) 743-6366**

Email address: **ryanlindsay@formax.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **BELKNAP, CARROLL, CHESHIRE, COOS, GRAFTON, HILLSBOROUGH, MERRIMACK, ROCKINGHAM, STRAFFORD, SULLIVAN**

State: **NEW JERSEY**

Dealer Name: **Document Systems Ltd.**

Dealer Address: **5930 Hamilton Blvd., Ste. 105, Allentown, PA 18106-9654**

Single Point of Contact: **Tom Stofanak**

Title: **Owner**

Phone Number: **610-366-9888**

Fax Number: **610-366-9889**

Email address: **tstofanak@ptd.net**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **WARREN**

State: **NEW JERSEY**

Dealer Name: **Neopost Northeast**

Dealer Address: **416 Oser Ave Ste K, Hauppauge (L.I.), NY 11788-**

Single Point of Contact: **Mike Cintolo**

Title: **General Manager**

Phone Number: **(631) 435-9100**

Fax Number: **(631) 435-1478**

Email address: **m.cintolo@neopost.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **BERGEN, BURLINGTON, ESSEX, HUDSON, HUNTERDON, MERCER, MIDDLESEX, MONMOUTH, MORRIS, OCEAN, PASSAIC, SOMERSET, SUSSEX, UNION, WARREN**

State: **NEW JERSEY**

Dealer Name: **Neopost Northeast**

Dealer Address: **3100 Horizon Drive, King of Prussia, PA 19406**

Single Point of Contact: **Mike Cintolo**

Title: **General Manager**

Phone Number: **(610) 278-0300**

Fax Number: **(610) 272-9911**

Email address: **m.cintolo@neopost.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **ATLANTIC, BURLINGTON, CAMDEN, CAPE MAY, CUMBERLAND, GLOUCESTER, HUNTERDON, MERCER, OCEAN, SALEM, SOMERSET, WARREN**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: NEW MEXICO
Dealer Name: Advanced Business Solutions
Dealer Address: 7302 82nd St., Ste. 13, Lubbock, TX 79424
Single Point of Contact: Walter Buyea
Title: Owner
Phone Number: 806-866-2266
Fax Number: 806-866-2267
Email address: walt@advanced-businessinc.com;
Web address (if applicable):
Geographic area of coverage in each state for each dealer: LEA

State: NEW MEXICO
Dealer Name: General Mailing & Shipping Systems, Inc. II
Dealer Address: 8532 Paseo Alameda NE, Albuquerque, NM 87113
Single Point of Contact: Kristen Briggs
Title: Owner
Phone Number: (505) 474-4990
Fax Number: (505) 875-0417
Email address: kbriggs@generalmailingnm.com
Geographic area of coverage in each state for each dealer: BERNALILLO, CATRON, CHAVES, CIBOLA, COLFAX, CURRY, DE BACA, DEBACA, DONA ANA, EDDY, GRANT, GUADALUPE, HARDING, HIDALGO, LEA, LINCOLN, LOS ALAMOS, LUNA, MCKINLEY, MORA, OTERO, QUAY, RIO ARRIBA, ROOSEVELT, SAN JUAN, SAN MIGUEL, SANDOVAL, SANTA FE, SIERRA, SOCORRO, TAOS, TORRANCE, UNION, VALENCIA

State: NEW YORK
Dealer Name: Absolute Office Equipment, Inc.
Dealer Address: 948 Hercules Dr Ste 09, Colchester, VT 5446
Single Point of Contact: Robert M. Stevens
Title: Owner
Phone Number: (802) 655-5560
Fax Number: (802) 655-5561
Email address: bob@aoevt.com
Web address (if applicable):
Geographic area of coverage in each state for each dealer: CLINTON, ESSEX, FRANKLIN

State: NEW YORK
Dealer Name: Acme Business Machines
Dealer Address: PO Box 284, Olean, NY 14760
Single Point of Contact: Ralph Fox
Title: Owner
Phone Number: (716) 372-1325
Fax Number: (716) 372-1335
Email address: ralph@acmebusiness.net
Web address (if applicable):
Geographic area of coverage in each state for each dealer: ALLEGANY, CATTARAUGUS, CHAUTAUQUA, ERIE, STEUBEN, WYOMING



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Malling room Equipment, Supplies and Maintenance**

State: **NEW YORK**

Dealer Name: **ED & ED Business Technology, Inc.**

Dealer Address: **4919 State Route 233, Westmoreland, NY 13490-1309**

Single Point of Contact: **Edward Potrzeba, Jr.**

Title: **Owner**

Phone Number: **(315) 853-4111**

Fax Number: **(315) 853-6731**

Email address: **ed@edanded.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ALBANY, BROOME, CAYUGA, CHENANGO, COLUMBIA, CORTLAND, DELAWARE, ESSEX, FRANKLIN, FULTON, GREENE, HAMILTON, HERKIMER, JEFFERSON, LEWIS, MADISON, MONTGOMERY, ONEIDA, ONONDAGA, OSWEGO, OTSEGO, RENSSELAER, SAINT LAWRENCE, SARATOGA, SCHENECTADY, SCHOHARIE, ST LAWRENCE, TIOGA, TOMPKINS, ULSTER, WARREN, WASHINGTON**

State: **NEW YORK**

Dealer Name: **Hagan Business Machines Inc. - #654**

Dealer Address: **PO Box 1247, Erie, PA 16512**

Single Point of Contact: **Julie Greaves**

Title: **Owner**

Phone Number: **814-456-7521**

Fax Number: **814-456-7470**

Email address: **julieg@haganerie.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **CATTARAUGUS, CHAUTAUQUA, ERIE**

State: **NEW YORK**

Dealer Name: **Lineage - Buffalo**

Dealer Address: **150 Lawrence Bell Dr. Ste 100, Williamsville, NY 14221-8403**

Single Point of Contact: **Paul Klein**

Title: **Owner**

Phone Number: **(716) 631-3345**

Fax Number: **(716) 631-3238**

Email address: **pklein@trustlineage.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ALLEGANY, CATTARAUGUS, CHAUTAUQUA, CHEMUNG, ERIE, GENESEE, HERKIMER, LIVINGSTON, MONROE, NIAGARA, ONTARIO, ORLEANS, SCHUYLER, SENECA, STEUBEN, WAYNE, WYOMING, YATES**

State: **NEW YORK**

Dealer Name: **Metroland Business Machines Inc.**

Dealer Address: **25 Kraft Ave, Albany, NY 12205**

Single Point of Contact: **Edward Neary**

Title: **Owner**

Phone Number: **518-452-2600**

Fax Number: **518-452-2603**

Email address: **ed@metrobusma.com; dneary@metrobusma.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ALBANY, COLUMBIA, FULTON, GREENE, MONTGOMERY, ORANGE, RENSSELAER, SARATOGA, SCHENECTADY, SCHOHARIE, SULLIVAN, ULSTER, WARREN, WASHINGTON**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **NEW YORK**
Dealer Address: **415 Oser Ave Ste K, Hauppauge (L.I.), NY 11788-**
Single Point of Contact: **Mike Cintolo**
Title: **General Manager**
Phone Number: **(631) 435-9100**
Fax Number: **(631) 435-1478**
Email address: **m.cintolo@neopost.com**
Web address (if applicable): **neopostusa.com**
Geographic area of coverage in each state for each dealer: **BRONX, KINGS, NASSAU, NEW YORK, ORANGE, QUEENS, RICHMOND, ROCKLAND, SARATOGA, SUFFOLK, SULLIVAN, ULSTER**

State: **NEW YORK**
Dealer Name: **Neopost Northeast**
Dealer Address: **30 Batterson Park Road, Ste 100, Farmington, CT 6032**
Single Point of Contact: **Mike Cintolo**
Title: **General Manager**
Phone Number: **860-276-0276**
Fax Number: **860-276-0690**
Email address: **m.cintolo@neopost.com**
Web address (if applicable): **neopostusa.com**
Geographic area of coverage in each state for each dealer: **DUTCHESS, PUTNAM, WESTCHESTER**

State: **NEW YORK**
Dealer Name: **Postage Pros Plus, Inc.**
Dealer Address: **106 S. Lehigh Street, Suite 101, Shavertown, PA 18708**
Single Point of Contact: **Mike Clonan**
Title: **Owner**
Phone Number: **570-696-6500**
Fax Number: **570-696-6879**
Email address: **mclonan@postageprosplus.com**
Web address (if applicable):
Geographic area of coverage in each state for each dealer: **BROOME, CHEMUNG, DELAWARE, SCHUYLER, STEUBEN, TIOGA, TOMPKINS, YATES**

State: **NORTH CAROLINA**
Dealer Name: **Advanced Mailing Systems**
Dealer Address: **63 Bradley Branch Rd., Arden, NC 28704**
Single Point of Contact: **Don Govette**
Title: **Owner**
Phone Number: **(865) 558-3001**
Fax Number: **(865) 558-0063**
Email address: **dgovette2@advancedmailingsystems.com**
Web address (if applicable):
Geographic area of coverage in each state for each dealer: **ALAMANCE, ALEXANDER, ALLEGHANY, ASHE, AVERY, BUNCOMBE, BURKE, CALDWELL, CATAWBA, CHEROKEE, CLAY, GASTON, GRAHAM, HAYWOOD, HENDERSON, IREDELL, JACKSON, LINCOLN, MACON, MADISON, MCDOWELL, MECKLENBURG, MITCHELL, POLK, RUTHERFORD, SURRY, SWAIN, TRANSYLVANIA, UNION, WATAUGA, WILKES, YADKIN, YANCEY**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: NORTH CAROLINA

Dealer Name: Anza Mailing & Shipping Systems Inc.
Dealer Address: 111 New Edition Court, Cary, NC 27511-4450
Single Point of Contact: Robert Williams
Title: Owner
Phone Number: 919-461-1752
Fax Number: 919-461-1753
Email address: r.williams@anzamail.com
Web address (if applicable):

Geographic area of coverage in each state for each dealer: ALAMANCE, BLADEN, BRUNSWICK, CARTERET, CASWELL, CHATHAM, COLUMBUS, CRAVEN, CUMBERLAND, DUPLIN, DURHAM, EDGECOMBE, FRANKLIN, GRANVILLE, GREENE, GUILFORD, HALIFAX, HARNETT, HOKE, JOHNSTON, JONES, LEE, LENOIR, MOORE, NASH, NEW HANOVER, ONSLOW, ORANGE, PAMLICO, PENDER, PERSON, PITT, ROBESON, SAMPSON, SCOTLAND, VANCE, WAKE, WARREN, WAYNE, WILSON

State: NORTH CAROLINA

Dealer Name: Electronic Systems Inc.
Dealer Address: 369 Edwin Dr, Virginia Beach, VA 23462
Single Point of Contact: Mark Phillips
Title: Owner
Phone Number: (757) 497-8000
Fax Number: (757) 451-2095
Email address: Mark.Phillips@esi.net
Web address (if applicable):

Geographic area of coverage in each state for each dealer: BEAUFORT, BERTIE, CAMDEN, CHOWAN, CURRITUCK, DARE, GATES, HERTFORD, HYDE, MARTIN, NORTHAMPTON, PASQUOTANK, PERQUIMANS, TYRRELL, WASHINGTON

State: NORTH CAROLINA

Dealer Name: Lineage - Charlotte
Dealer Address: 9801-C Southern Pines Blvd, Charlotte, NC 28273-
Single Point of Contact: Richard Williams
Title: Owner
Phone Number: (704) 559-6569
Fax Number: (704) 559-7453
Email address: rwilliams@trustlineage.com
Web address (if applicable):

Geographic area of coverage in each state for each dealer: ALAMANCE, ANSON, BUNCOMBE, CABARRUS, CASWELL, CLEVELAND, CUMBERLAND, DAVIDSON, DAVIE, FORSYTH, GASTON, GUILFORD, HARNETT, HOKE, IREDELL, LINCOLN, MECKLENBURG, MONTGOMERY, MOORE, ORANGE, PERSON, RANDOLPH, RICHMOND, ROCKINGHAM, ROWAN, STANLY, STOKES, SURRY, UNION, WILKES, YADKIN

State: NORTH CAROLINA

Dealer Name: Mail Solutions of Virginia, LLC
Dealer Address: 2005 Old Greenbrier Road, Ste 103, Chesapeake, VA 23320
Single Point of Contact: Tonya Saxby
Title: Owner
Phone Number: 757-499-2345
Fax Number: 757-499-3752
Email address: tsaxby@msofva.com
Web address (if applicable):

Geographic area of coverage in each state for each dealer: BEAUFORT, BERTIE, CAMDEN, CHOWAN, CURRITUCK, DARE, GATES, HERTFORD, HYDE, MARTIN, NORTHAMPTON, PASQUOTANK, PERQUIMANS, TYRRELL, WASHINGTON



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: **Arizona Department of Administration
State Procurement Office**

Customer: **WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)**

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **NORTH CAROLINA**

Dealer Name: **The Alternative Mailing & Shipping Solutions, Inc.**

Dealer Address: **335 Sherwee Dr Ste 111, Raleigh, NC 27603-3510**

Single Point of Contact: **Andy Jones**

Title: **Owner**

Phone Number: **(919) 779-8828**

Fax Number: **(919) 779-0353**

Email address: **andy@the-alternative.net**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ALAMANCE, BURKE, CALDWELL, CATAWBA, CHATHAM, CUMBERLAND, DURHAM, FRANKLIN, GRANVILLE, HARNETT, JOHNSTON, LEE, ORANGE, PERSON, WAKE, WILSON**

State: **NORTH DAKOTA**

Dealer Name: **Addco Office Systems, Inc.**

Dealer Address: **PO BOX 80823, Billings, MT 59108**

Single Point of Contact: **Kent Nauman**

Title: **Owner**

Phone Number: **(406) 651-9454**

Fax Number: **(406) 651-0026**

Email address: **kent@addcomt.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ADAMS, BENSON, BILLINGS, BOTTINEAU, BOWMAN, BURKE, BURLEIGH, CAVALIER, DIVIDE, DUNN, EDDY, EMMONS, FOSTER, GOLDEN VALLEY, GRANT, HETTINGER, KIDDER, LOGAN, MCHENRY, MCINTOSH, MCKENZIE, MCLEAN, MERCER, MORTON, MOUNTRAIL, NELSON, OLIVER, PIERCE, RENVILLE, ROLETTE, SHERIDAN, SIOUX, SLOPE, STARK, STUTSMAN, TOWNER, WARD, WELLS, WILLIAMS**

State: **NORTH DAKOTA**

Dealer Name: **Dakota Business Solutions Inc.**

Dealer Address: **4912 Harbor Trail SE, Mandan, ND 58554**

Single Point of Contact: **Stephant Heiner**

Title: **Owner**

Phone Number: **701-391-4373**

Fax Number: **701-256-1750**

Email address: **steph@dbs.business**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ADAMS, BENSON, BILLINGS, BOTTINEAU, BOWMAN, BURKE, BURLEIGH, CAVALIER, DIVIDE, DUNN, EDDY, EMMONS, FOSTER, GOLDEN VALLEY, GRANT, HETTINGER, KIDDER, LOGAN, MCHENRY, MCINTOSH, MCKENZIE, MCLEAN, MERCER, MORTON, MOUNTRAIL, NELSON, OLIVER, PIERCE, RENVILLE, ROLETTE, SHERIDAN, SIOUX, SLOPE, STARK, STUTSMAN, TOWNER, WARD, WELLS, WILLIAMS**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **NORTH DAKOTA**

Dealer Name: **Neopost Great Plains**

Dealer Address: **616 Roosevelt Road, Suite 101, St Cloud, MN 56301**

Single Point of Contact: **Andrew Armstrong**

Title: **General Manager**

Phone Number: **763-452-3520**

Fax Number: **763-452-3740**

Email address: **a.armstrong@neopost.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **BARNES, CASS, CAVALIER, DICKEY, EDDY, GRAND FORKS, GRIGGS, KIDDER, LAMOURE, NELSON, PEMBINA, RAMSEY, RANSOM, RICHLAND, SARGENT, STEELE, STUTSMAN, TOWNER, TRAILL, WALSH**

State: **OHIO**

Dealer Name: **Borden Office Equipment**

Dealer Address: **141 North 5th St, Steubenville, OH 43952-**

Single Point of Contact: **Jerry Simpson**

Title: **Owner**

Phone Number: **(740) 283-3321**

Fax Number: **(740) 283-2970**

Email address: **jsimpson@bordenofficeequipment.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **BELMONT, CARROLL, COLUMBIANA, GUERNSEY, HARRISON, JEFFERSON, MAHONING, STARK**

State: **OHIO**

Dealer Name: **Campbell Business Machines**

Dealer Address: **PO Box 6187, Charleston, WV 25362**

Single Point of Contact: **Darrell Campbell**

Title: **Owner**

Phone Number: **304-949-3866**

Fax Number: **304-949-2847**

Email address: **dcampbell@campbellbusmach.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ATHENS, GALLIA, LAWRENCE, MEIGS, MONROE, SCIOTO, WASHINGTON**

State: **OHIO**

Dealer Name: **Central Business Systems, Inc.**

Dealer Address: **PO Box 4450, Lexington, KY 40544-4450**

Single Point of Contact: **Frank Shoaf**

Title: **Owner**

Phone Number: **(859) 276-1690**

Fax Number: **(859) 276-1699**

Email address: **fshoaf@cbsedge.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **GALLIA, GREENE, JACKSON, LAWRENCE, MONTGOMERY, PIKE, ROSS, SCIOTO, VINTON**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: OHIO
Dealer Name: Impac
Dealer Address: 1516 Directors Row, Fort Wayne, IN 46808-
Single Point of Contact: Jamie Ellison
Title: Owner
Phone Number: (260) 483-1695
Fax Number: (260) 483-8606
Email address: je@impacpaper.com
Web address (if applicable):
Geographic area of coverage in each state for each dealer: ALLEN, DEFIANCE, FULTON, PAULDING, VAN WERT, WILLIAMS

State: OHIO
Dealer Name: International Mailing Systems of Dayton
Dealer Address: 77 West Elmwood Dr Ste 203, Dayton, OH 45459-
Single Point of Contact: Rodney Higgins
Title: Owner
Phone Number: (937) 438-8900
Fax Number: (937) 438-8775
Email address: rhiggins@imsofdayton.com
Web address (if applicable):
Geographic area of coverage in each state for each dealer: ALLEN, AUGLAIZE, BUTLER, CHAMPAIGN, CLARK, DARKE, GALLIA, GREENE, HANCOCK, HARDIN, LOGAN, MARION, MERCER, MIAMI, MONTGOMERY, PAULDING, PREBLE, PUTNAM, SANDUSKY, SENECA, SHELBY, VAN WERT, WARREN, WOOD, WYANDOT

State: OHIO
Dealer Name: Neopost Great Lakes
Dealer Address: 10300 Alliance Road, Suite 107 , Cincinnati, OH 45242
Single Point of Contact: Jim Owens
Title: General Manager
Phone Number: 513-891-7888
Fax Number: 513-792-7434
Email address: j.owens@neopost.com
Web address (if applicable): neopostusa.com
Geographic area of coverage in each state for each dealer: ADAMS, BROWN, BUTLER, CLERMONT, CLINTON, DARKE, HAMILTON, HIGHLAND, MERCER, MONTGOMERY, PREBLE, WARREN

State: OHIO
Dealer Name: Neopost Great Lakes
Dealer Address: 6670 W Snowville Road Suite 2 , Brecksville, OH 44141
Single Point of Contact: Jim Owens
Title: General Manager
Phone Number: 440-526-3196
Fax Number: 440-526-3703
Web address (if applicable): neopostusa.com
Geographic area of coverage in each state for each dealer: ASHLAND, ASHTABULA, CARROLL, COLUMBIANA, COSHOCTON, CRAWFORD, CUYAHOGA, ERIE, GEauga, HOLMES, HURON, JEFFERSON, KNOX, LAKE, LICKING, LORAIN, LUCAS, MAHONING, MEDINA, MORROW, OTTAWA, PORTAGE, RICHLAND, SANDUSKY, SENECA, STARK, SUMMIT, TRUMBULL, TUSCARAWAS, WAYNE



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **OHIO**

Dealer Name: **Neopost Great Lakes**

Dealer Address: **5700 Perimeter Dr Suite C, Dublin, OH 43017**

Single Point of Contact: **Jim Owens**

Title: **General Manager**

Phone Number: **614-761-4242**

Fax Number: **614-760-8308**

Email address: **j.owens@neopost.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **ATHENS, BELMONT, COSHOCTON, CRAWFORD, DELAWARE, FAIRFIELD, FAYETTE, FRANKLIN, GUERNSEY, HOCKING, JACKSON, KNOX, LICKING, MADISON, MARION, MEIGS, MONROE, MORGAN, MORROW, MUSKINGUM, NOBLE, PERRY, PICKAWAY, PIKE, RICHLAND, ROSS, TRUMBULL, TUSCARAWAS, UNION, VINTON, WASHINGTON**

State: **OHIO**

Dealer Name: **Neopost Great Lakes**

Dealer Address: **29200 Northwestern Highway Suite 170, Southfield, MI 48034**

Single Point of Contact: **Jim Owens**

Title: **General Manager**

Phone Number: **248-356-2200**

Fax Number: **248-356-8200**

Email address: **j.owens@neopost.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **DEFIANCE, FULTON, HANCOCK, HENRY, LUCAS, OTTAWA, RICHLAND, SANDUSKY, SENECA, WILLIAMS, WOOD**

State: **OHIO**

Dealer Name: **Neopost Great Lakes**

Dealer Address: **300 Oxford Drive, Ste. 50, Monroeville, PA 15146**

Single Point of Contact: **Jim Owens**

Title: **General Manager**

Phone Number: **412-373-4633**

Fax Number: **412-373-2044**

Email address: **j.owens@neopost.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **BELMONT, CARROLL, HARRISON, JEFFERSON**

State: **OKLAHOMA**

Dealer Name: **Advanced Business Solutions**

Dealer Address: **7302 82nd St., Ste. 13, Lubbock, TX 79424**

Single Point of Contact: **Walter Buyea**

Title: **Owner**

Phone Number: **806-866-2266**

Fax Number: **806-866-2267**

Email address: **walt@advanced-businessinc.com;**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **BEAVER, CIMARRON, HARPER, TEXAS**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **OKLAHOMA**

Dealer Name: **Oklahoma Mailing Equipment (OME)**

Dealer Address: **PO Box 471587, Tulsa, OK 74147**

Single Point of Contact: **David Riesen**

Title: **Owner**

Phone Number: **(918) 664-2588**

Fax Number: **(918) 664-2603**

Email address: **david@omecorp.com**

Geographic area of coverage in each state for each dealer: **ADAIR, ALFALFA, ATOKA, BEAVER, BECKHAM, BLAINE, BRYAN, CADDO, CANADIAN, CARTER, CHEROKEE, CHOCTAW, CIMARRON, CLEVELAND, COAL, COMANCHE, COMANCHI, COTTON, CRAIG, CREEK, CUSTER, DELAWARE, DEWEY, ELLIS, GARFIELD, GARVIN, GRADY, GRANT, GREER, HARMON, HARPER, HASKELL, HUGHES, JACKSON, JEFFERSON, JOHNSTON, KAY, KINGFISHER, KIOWA, LATIMER, LE FLORE, LINCOLN, LOGAN, LOVE, MAJOR, MARSHALL, MAYES, MCCLAIN, MCCURTAIN, MCINTOSH, MURRAY, MUSKOGEE, NOBLE, NOWATA, OKFUSKEE, OKLAHOMA, OKMULGEE, OSAGE, OTTAWA, PAWNEE, PAYNE, PITTSBURG, PONTOTOC, POTTAWATOMIE, PUSHMATAHA, ROGER MILLS, ROGERS, SEMINOLE, SEQUOYAH, STEPHENS, TEXAS, TILLMAN, TULSA, WAGONER, WASHINGTON, WASHITA, WOODS, WOODWARD**

State: **OKLAHOMA**

Dealer Name: **Summit Mailing & Shipping Systems, Inc.**

Dealer Address: **PO Box 5758, Edmond, OK 73083-5758**

Single Point of Contact: **Tony Pezeshkian**

Title: **Owner**

Phone Number: **405-947-2200**

Fax Number: **405-946-7187**

Email address: **tp@summitokc.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ADAIR, ALFALFA, ATOKA, BEAVER, BECKHAM, BLAINE, BRYAN, CADDO, CANADIAN, CARTER, CHEROKEE, CHOCTAW, CIMARRON, CLEVELAND, COAL, COMANCHE, COMANCHI, COTTON, CRAIG, CREEK, CUSTER, DELAWARE, DEWEY, ELLIS, GARFIELD, GARVIN, GRADY, GRANT, GREER, HARMON, HARPER, HASKELL, HUGHES, JACKSON, JEFFERSON, JOHNSTON, KAY, KINGFISHER, KIOWA, LATIMER, LE FLORE, LINCOLN, LOGAN, LOVE, MAJOR, MARSHALL, MAYES, MCCLAIN, MCCURTAIN, MCINTOSH, MURRAY, MUSKOGEE, NOBLE, NOWATA, OKFUSKEE, OKLAHOMA, OKMULGEE, OSAGE, OTTAWA, PAWNEE, PAYNE, PITTSBURG, PONTOTOC, POTTAWATOMIE, PUSHMATAHA, ROGER MILLS, ROGERS, SEMINOLE, SEQUOYAH, STEPHENS, TEXAS, TILLMAN, TULSA, WAGONER, WASHINGTON, WASHITA, WOODS, WOODWARD**

State: **OREGON**

Dealer Name: **Bullfrog Enterprises**

Dealer Address: **1681 South A Street, Springfield, OR 97477**

Single Point of Contact: **Terry Matthews**

Title: **Owner**

Phone Number: **541-726-6800**

Fax Number: **541-726-0123**

Email address: **admin@bullfrogenterprises.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **BENTON, COOS, CROOK, CURRY, DESCHUTES, DOUGLAS, HARNEY, JACKSON, JEFFERSON, JOSEPHINE, KLAMATH, LAKE, LANE, LINCOLN, LINN, MARION**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **OREGON**
Dealer Name: **Neopost Northwest**
Dealer Address: **5200 Southcenter Blvd STE 140, Tukwila, WA 98188**
Single Point of Contact: **Austin Maddox**
Title: **General Manager**
Phone Number: **(206) 764-9000**
Fax Number: **(206) 764-9006**
Email address: **a.maddox@neopost.com;**
Web address (if applicable): **neopostusa.com**
Geographic area of coverage in each state for each dealer: **CLACKAMAS, CLATSOP, COLUMBIA, HOOD RIVER, LINN, MARION, MULTNOMAH, POLK, TILLAMOOK, WASCO, WASHINGTON, YAMHILL**

State: **OREGON**
Dealer Name: **Neopost Northwest**
Dealer Address: **180 West 2950 South, Salt Lake City, UT 84115-**
Single Point of Contact: **Austin Maddox**
Title: **O General Manager**
Phone Number: **(801) 487-8508**
Fax Number: **(801) 466-3187**
Email address: **a.maddox@neopost.com;**
Web address (if applicable): **neopostusa.com**
Geographic area of coverage in each state for each dealer: **BAKER, GILLIAM, GRANT, MALHEUR, UMATILLA, UNION, WALLOWA, WHEELER**

State: **OREGON**
Dealer Name: **Northwest Mailing, Inc.**
Dealer Address: **3016 E Queen Ave, Spokane, WA 99217**
Single Point of Contact: **Dwayne Alexander**
Title: **Owner**
Phone Number: **(509) 466-7575**
Fax Number: **(509) 466-2601**
Email address: **dwayne@nwmailing.com**
Web address (if applicable):
Geographic area of coverage in each state for each dealer: **BAKER, GILLIAM, GRANT, MORROW, SHERMAN, UMATILLA, UNION, WALLOWA, WHEELER**

State: **PENNSYLVANIA**
Dealer Name: **Acme Business Machines**
Dealer Address: **PO Box 284, Olean, NY 14760**
Single Point of Contact: **Ralph Fox**
Title: **Owner**
Phone Number: **(716) 372-1325**
Fax Number: **(716) 372-1335**
Email address: **ralph@acmebusiness.net**
Web address (if applicable):
Geographic area of coverage in each state for each dealer: **CLARION, FOREST, JEFFERSON, MCKEAN, POTTER, TIOGA**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **PENNSYLVANIA**

Dealer Name: **Document Systems Ltd.**

Dealer Address: **5930 Hamilton Blvd., Ste. 105, Allentown, PA 18106-9654**

Single Point of Contact: **Tom Stofanak**

Title: **Owner**

Phone Number: **610-366-9888**

Fax Number: **610-366-9889**

Email address: **tstofanak@ptd.net**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **BERKS, BUCKS, CHESTER, LEBANON, LEHIGH, MONTGOMERY, NORTHAMPTON**

State: **PENNSYLVANIA**

Dealer Name: **ED & ED Business Technology, Inc.**

Dealer Address: **4919 State Route 233, Westmoreland, NY 13490-1309**

Single Point of Contact: **Edward Potrzeba, Jr.**

Title: **Owner**

Phone Number: **(315) 853-4111**

Fax Number: **(315) 853-6731**

Email address: **ed@edanded.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **LYCOMING, POTTER, TIOGA**

State: **PENNSYLVANIA**

Dealer Name: **Hagan Business Machines Inc. - #654**

Dealer Address: **PO Box 1247, Erie, PA 16512**

Single Point of Contact: **Julie Greaves**

Title: **Owner**

Phone Number: **814-456-7521**

Fax Number: **814-456-7470**

Email address: **julieg@haganerie.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **CLARION, CRAWFORD, ERIE, LUZERNE, MCKEAN, VENANGO, WARREN**

State: **PENNSYLVANIA**

Dealer Name: **Neopost Great Lakes**

Dealer Name: **Neopost Great Lakes**

Dealer Address: **6670 W Snowville Road Suite 2, Brecksville, OH 44141**

Single Point of Contact: **Jim Owens**

Title: **General Manager**

Phone Number: **440-526-3196**

Fax Number: **440-526-3703**

Email address: **jowens@neopost.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **BUTLER, CLARION, CRAWFORD, ERIE, LUZERNE, MERCER, VENANGO, WARREN**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **PENNSYLVANIA**

Dealer Name: **Neopost Great Lakes**

Dealer Address: **300 Oxford Drive, Ste. 50, Monroeville, PA 15146**

Single Point of Contact: **Jim Owens**

Title: **General Manager**

Phone Number: **412-373-4633**

Fax Number: **412-373-2044**

Email address: **j.owens@neopost.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **ALLEGHENY, ARMSTRONG, BEAVER, BEDFORD, BERKS, BLAIR, BUTLER, CAMBRIA, CAMERON, CENTRE, CLARION, CLEARFIELD, CRAWFORD, ELK, FAYETTE, FOREST, FRANKLIN, FULTON, GREENE, HUNTINGDON, INDIANA, JEFFERSON, LANCASTER, LAWRENCE, MERCER, MIFFLIN, POTTER, SNYDER, SOMERSET, VENANGO, WARREN, WASHINGTON, WESTMORELAND**

State: **PENNSYLVANIA**

Dealer Name: **Neopost Mid-Atlantic**

Dealer Address: **1749 Old Meadow Rd Ste 200, McLean, VA 22102-**

Single Point of Contact: **Mike Harris**

Title: **General Manager**

Phone Number: **(703) 848-9494**

Fax Number: **(703) 556-0025**

Email address: **M.Harris@neopost.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **CUMBERLAND, FRANKLIN**

State: **PENNSYLVANIA**

Dealer Name: **Neopost Northeast**

Dealer Address: **3100 Horizon Drive, King of Prussia, PA 19406**

Single Point of Contact: **Mike Cintolo**

Title: **General Manager**

Phone Number: **(610) 278-0300**

Fax Number: **(610) 272-9911**

Email address: **m.cintolo@neopost.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **BERKS, BUCKS, CHESTER, DELAWARE, HUNTINGDON, LANCASTER, LEHIGH, MCKEAN, MIFFLIN, MONTGOMERY, NORTHAMPTON, PHILADELPHIA**

State: **PENNSYLVANIA**

Dealer Name: **Neopost Northeast**

Dealer Address: **2700 Turnpike Industrial Park, Middletown, PA 17057-**

Single Point of Contact: **Mike Cintolo**

Title: **General Manager**

Phone Number: **(717) 939-2700**

Fax Number: **(717) 939-6180**

Email address: **m.cintolo@neopost.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **ADAMS, BEDFORD, BERKS, CUMBERLAND, DAUPHIN, DELAWARE, FOREST, FRANKLIN, FULTON, HUNTINGDON, JEFFERSON, JUNIATA, LANCASTER, LEBANON, LYCOMING, MIFFLIN, PERRY, POTTER, TIoga, UNION, WASHINGTON, YORK**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: **Arizona Department of Administration
State Procurement Office**

Customer: **WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)**

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **PENNSYLVANIA**

Dealer Name: **Postage Pros Plus, Inc.**

Dealer Address: **106 S. Lehigh Street, Suite 101, Shavertown, PA 18708**

Single Point of Contact: **Mike Clonan**

Title: **Owner**

Phone Number: **570-696-6500**

Fax Number: **570-696-6879**

Email address: **mclonan@postageprosplus.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **BRADFORD, CARBON, CENTRE, CLEARFIELD, CLINTON, COLUMBIA, HUNTINGDON, INDIANA, JEFFERSON, LACKAWANNA, LUZERNE, LYCOMING, MIFFLIN, MONROE, MONTGOMERY, NORTHUMBERLAND, PIKE, SCHUYLKILL, SNYDER, SULLIVAN, SUSQUEHANNA, TIOGA, UNION, VENANGO, WAYNE, WYOMING**

State: **PUERTO RICO**

Dealer Name: **Document Control Systems Inc.**

Dealer Address: **PO Box 55156, Bayamon, PR 960**

Single Point of Contact: **Carlos Rios**

Title: **Owner**

Phone Number: **787-780-5582**

Fax Number: **787-786-5400**

Email address: **c.rios@documentcontrol.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ADJUNTAS, AGUADA, AGUADILLA, AGUAS BUENAS, AIBONITO, ANASCO, ARECIBO, ARROYO, BARCELONETA, BARRANQUITAS, BAYAMON, CABO ROJO, CAGUAS, CAMUY, CANOVANAS, CAROLINA, CATANO, CAYEY, CEIBA, CIALES, CIDRA, COAMO, COMERIO, COROZAL, CULEBRA, DORADO, FAJARDO, FLORIDA, GUANICA, GUAYAMA, GUAYANILLA, GUAYNABO, GURABO, HATILLO, HORMIGUEROS, HUMACAO, ISABELA, JAYUYA, JUANA DIAZ, JUNCOS, LAJAS, LARES, LAS MARIAS, LAS PIEDRAS, LOIZA, LUQUILLO, MANATI, MARICAO, MAUNABO, MAYAGUEZ, MOCA, MOROVIS, NAGUABO, NARANJITO, OROCOVIS, PATILLAS, PENUELAS, PONCE, QUEBRADILLAS, RINCON, RIO GRANDE, SABANA GRANDE, SALINAS, SAN GERMAN, SAN JUAN, SAN LORENZO, SAN SEBASTIAN, SANTA ISABEL, TOA ALTA, TOA BAJA, TRUJILLO ALTO, UTUADO, VEGA ALTA, VEGA BAJA, VIEQUES, VILLALBA, YABUCOA, YAUCO**

State: **RHODE ISLAND**

Dealer Name: **Neopost Northeast**

Dealer Address: **30 Batterson Park Road, Ste 100, Farmington, CT 6032**

Single Point of Contact: **Mike Cintolo**

Title: **General Manager**

Phone Number: **860-276-0276**

Fax Number: **860-276-0690**

Email address: **m.cintolo@neopost.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **BRISTOL, KENT, NEWPORT, PROVIDENCE, WASHINGTON**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: SOUTH CAROLINA
Dealer Name: Ashley's Office World
Dealer Address: PO Box 26, Tifton, GA 31793
Single Point of Contact: Ashley Johnson
Title: Owner
Phone Number: 229-386-4345
Fax Number: 229-382-0224
Email address: ajohnson@ashleys.info
Web address (if applicable):
Geographic area of coverage in each state for each dealer: ALLENDALE, BEAUFORT, CHARLESTON, COLLETON, HAMPTON, JASPER

State: SOUTH CAROLINA
Dealer Name: Lineage - Charlotte
Dealer Address: 9801-C Southern Pines Blvd, Charlotte, NC 28273-
Single Point of Contact: Richard Williams
Title: Owner
Phone Number: (704) 559-6569
Fax Number: (704) 559-7453
Email address: rwilliams@trustlineage.com
Web address (if applicable):
Geographic area of coverage in each state for each dealer: CHESTER, CHESTERFIELD, FAIRFIELD, LANCASTER, YORK

State: SOUTH CAROLINA
Dealer Name: Major Business Machines
Dealer Address: 354A Feaster Rd, Greenville, SC 29615-
Single Point of Contact: Don Major
Title: Owner
Phone Number: (864) 288-7388
Fax Number: (864) 288-9841
Email address: dmajor@mbmachines.com
Web address (if applicable):
Geographic area of coverage in each state for each dealer: ABBEVILLE, AIKEN, ALLENDALE, ANDERSON, BARNWELL, CALHOUN, CHEROKEE, CLARENDON, DARLINGTON, DILLON, EDGEFIELD, FAIRFIELD, GREENVILLE, GREENWOOD, HAMPTON, KERSHAW, LAURENS, LEE, LEXINGTON, MARLBORO, MCCORMICK, NEWBERRY, OCONEE, PICKENS, RICHLAND, SALUDA, SPARTANBURG, SUMTER, UNION

State: SOUTH CAROLINA
Dealer Name: Total Office Solutions Inc
Dealer Address: PO Box 90615, Columbia, SC 29290
Single Point of Contact: Larry Frierson
Title: Owner
Phone Number: (803) 776-1009
Fax Number: (803) 776-8660
Email address: larryf@tos-sc.com
Web address (if applicable):
Geographic area of coverage in each state for each dealer: ABBEVILLE, AIKEN, ALLENDALE, BAMBERG, BARNWELL, BERKELEY, CALHOUN, CHARLESTON, CHESTER, CLARENDON, COLLETON, DARLINGTON, DORCHESTER, EDGEFIELD, FAIRFIELD, FLORENCE, GEORGETOWN, GREENVILLE, GREENWOOD, HAMPTON, Horry, KERSHAW, LANCASTER, LAURENS, LEE, LEXINGTON, MARION, MCCORMICK, NEWBERRY, ORANGEBURG, RICHLAND, SALUDA, SUMTER, WILLIAMSBURG, YORK



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **SOUTH DAKOTA**

Dealer Name: **Addco Office Systems, Inc.**

Dealer Address: **PO BOX 80823, Billings, MT 59108**

Single Point of Contact: **Kent Nauman**

Title: **Owner**

Phone Number: **(406) 651-9454**

Fax Number: **(406) 651-0026**

Email address: **kent@addcomt.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **CAMPBELL, CORSON, DEWEY, HARDING, PERKINS, POTTER, WALWORTH, ZIEBACH**

State: **SOUTH DAKOTA**

Dealer Name: **Claritus, Inc.**

Dealer Address: **4201 Progressive Avenue, Lincoln, NE 68504-1324**

Single Point of Contact: **David Herbert**

Title: **Owner**

Phone Number: **(402) 421-2323**

Fax Number: **(402) 421-1455**

Email address: **daveh@claritus.com**

Web address (if applicable):

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **AURORA, BEADLE, BON HOMME, BROOKINGS, BROWN, BRULE, BUFFALO, CAMPBELL, CHARLES MIX, CLARK, CLAY, CODINGTON, DAVISON, DEUEL, DOUGLAS, EDMUNDS, FAULK, GREGORY, HAMLIN, HAND, HANSON, HUGHES, HUTCHINSON, HYDE, JERAULD, KINGSBURY, LAKE, LINCOLN, LYMAN, MARSHALL, MCCOOK, MCPHERSON, MINER, MINNEHAHA, MOODY, SANBORN, SPINK, STANLEY, SULLY, TRIPP, TURNER, UNION, YANKTON**

State: **SOUTH DAKOTA**

Dealer Name: **Dakota Business Solutions Inc.**

Dealer Address: **4912 Harbor Trail SE, Mandan, ND 58554**

Single Point of Contact: **Kelly Heinert**

Title: **Owner**

Phone Number: **701-391-4373**

Fax Number: **701-255-1750**

Email address: **steph@dbs.business**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **BROWN, CAMPBELL, CORSON, DAY, DEWEY, EDMUNDS, FAULK, HAND, HARDING, HYDE, MARSHALL, MCPHERSON, PERKINS, POTTER, ROBERTS, SPINK, SULLY, WALWORTH, ZIEBACH**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: SOUTH DAKOTA

Dealer Name: Midwest Connect

Dealer Address: PO Box 2183, Kearney, NE 68848-

Single Point of Contact: Brian Cochran

Title: Owner

Phone Number: (308) 238-5070

Fax Number: (308) 234-8617

Email address: brian@midwestconnect.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: BEADLE, BENNETT, BROWN, BUFFALO, BUTTE, CUSTER, FALL RIVER, GREGORY, HAAKON, HUGHES, JACKSON, JONES, LAWRENCE, LYMAN, MEADE, MELLETTE, PENNINGTON, SHANNON, STANLEY, TODD, TRIPP

State: SOUTH DAKOTA

Dealer Name: Neopost Great Plains

Dealer Address: 616 Roosevelt Road, Suite 101, St Cloud, MN 56301

Single Point of Contact: Andrew Armstrong

Title: General Manager

Phone Number: 763-452-3520

Fax Number: 763-452-3740

Email address: a.armstrong@neopost.com

Email address: a.armstrong@neopost.com

Web address (if applicable): neopostusa.com

Geographic area of coverage in each state for each dealer: DAY, GRANT, ROBERTS

State: TENNESSEE

Dealer Name: Advanced Mailing Systems

Dealer Address: 63 Bradley Branch Rd., Arden, NC 28704

Single Point of Contact: Don Goyette

Title: Owner

Phone Number: (865) 558-3001

Fax Number: (865) 558-0063

Email address: dgoyette2@advancedmailingsystems.com

Geographic area of coverage in each state for each dealer: ANDERSON, BLOUNT, CAMPBELL, CARTER, CLAIBORNE, COCKE, CUMBERLAND, GRAINGER, GREENE, HAMLEN, HANCOCK, HAWKINS, JEFFERSON, JOHNSON, KNOX, LOUDON, MCMINN, MONROE, MORGAN, ROANE, SCOTT, SEVIER, SULLIVAN, UNICOI, UNION, WASHINGTON

State: TENNESSEE

Dealer Name: Dex Imaging & Mailing, Inc

Dealer Address: 50 Rachel Dr, Nashville, TN 37214

Single Point of Contact: Mark Blaze

Title: Owner

Phone Number: 615-366-6007

Fax Number: 615-366-6652

Email address: Mblaze@deximaging.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: BEDFORD, BENTON, CANNON, CHEATHAM, CLAY, COFFEE, DAVIDSON, DECATUR, DEKALB, DICKSON, FENTRESS, FRANKLIN, GILES, HENDERSON, HICKMAN, HOUSTON, HUMPHREYS, LAWRENCE, LEWIS, LINCOLN, MACON, MARSHALL, MAURY, MONTGOMERY, MOORE, OVERTON, PERRY, PICKETT, PUTNAM, ROBERTSON, RUTHERFORD, SMITH, STEWART, SUMNER, TROUSDALE, WARREN, WAYNE, WHITE, WILLIAMSON, WILSON



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: TENNESSEE

Dealer Name: Memphis Communications Corporation

Dealer Address: 4771 Summer Avenue, Memphis, TN 38122

Single Point of Contact: Shane Berry

Title: Owner

Phone Number: (901) 725-9271

Fax Number: (901) 272-3577

Email address: shane.berry@memphiscommunications.net

Web address (if applicable):

Geographic area of coverage in each state for each dealer: BENTON, CARROLL, CHESTER, CROCKETT, DECATUR, DYER, FAYETTE, GIBSON, HARDEMAN, HARDIN, HAYWOOD, HENDERSON, HENRY, JACKSON, LAKE, LAUDERDALE, MADISON, MCNAIRY, OBION, SHELBY, TIPTON, WAYNE, WEAKLEY

State: TENNESSEE

Dealer Name: Neopost Southeast

Dealer Address: 3435 Breckenridge Blvd Ste 100, Duluth, GA 30096-4932

Single Point of Contact: Joe Salkin

Title: General Manager

Phone Number: (770) 717-8999

Fax Number: (770) 717-9951

Email address: joe.salkin@haslerneopost.com

Web address (if applicable): neopostusa.com

Geographic area of coverage in each state for each dealer: BEDFORD, BLEDSOE, BRADLEY, CANNON, CHEATHAM, CLAY, COFFEE, DAVIDSON, DEKALB, DICKSON, FENTRESS, FRANKLIN, GILES, GRUNDY, HAMILTON, HICKMAN, HOUSTON, HUMPHREYS, JACKSON, KNOX, LAWRENCE, LEWIS, LINCOLN, MACON, MARION, MARSHALL, MAURY, MCMINN, MEIGS, MONROE, MONTGOMERY, MOORE, OVERTON, PERRY, PICKETT, POLK, PUTNAM, RHEA, ROBERTSON, RUTHERFORD, SEQUATCHIE, SMITH, STEWART, SUMNER, TROUSDALE, VAN BUREN, WARREN, WAYNE, WHITE, WILLIAMSON, WILSON

State: TEXAS

Dealer Name: Accurate Business Machines

Dealer Address: 2102 West Avenue N, San Angelo, TX 76904

Single Point of Contact: David Sims

Title: Owner

Phone Number: (325) 944-8282

Fax Number: (325) 944-9238

Email address: sims@zipnet.us; abm@zipnet.us

Web address (if applicable):

Geographic area of coverage in each state for each dealer: BRAZOS, BROWN, CALLAHAN, COKE, COLEMAN, CONCHO, CORYELL, CROCKETT, EASTLAND, EDWARDS, FISHER, HARRIS, HASKELL, IRION, JONES, KIMBLE, KNOX, LAMPASAS, MARTIN, MASON, MCCULLOCH, MIDLAND, MILLS, MONTGOMERY, NOLAN, REAGAN, RUNNELS, SAN SABA, SCHLEICHER, SHACKELFORD, STEPHENS, STERLING, SUTTON, TAYLOR, THROCKMORTON, TOM GREEN, YOUNG



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **TEXAS**

Dealer Name: **Advanced Business Solutions**

Dealer Address: **7302 82nd St., Ste. 13, Lubbock, TX 79424**

Single Point of Contact: **Walter Buyea**

Title: **Owner**

Phone Number: **806-866-2266**

Fax Number: **806-866-2267**

Email address: **walt@advanced-businessinc.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ANDREWS, ARMSTRONG, BAILEY, BORDEN, BREWSTER, BRISCOE, CARSON, CASTRO, CHILDRESS, COCHRAN, COLLINGSWORTH, COTTLE, CRANE, CROCKETT, CROSBY, DALLAM, DAWSON, DEAF SMITH, DICKENS, DONLEY, ECTOR, FISHER, FLOYD, GAINES, GARZA, GLASSCOCK, GRAY, HALE, HALL, HANSFORD, HARTLEY, HEMPHILL, HOCKLEY, HOWARD, HUTCHINSON, IRION, JEFF DAVIS, JONES, KENT, KING, LAMB, LIPSCOMB, LOVING, LUBBOCK, LYNN, MARTIN, MIDLAND, MITCHELL, MOORE, MOTLEY, OCHILTREE, OLDHAM, PARMER, PECOS, POTTER, PRESIDIO, RANDALL, REAGAN, REEVES, ROBERTS, SCHLEICHER, SCURRY, SHERMAN, STERLING, STONEWALL, SUTTON, SWISHER, TERRELL, TERRY, UPTON, VAL VERDE, WALLER, WARD, WHEELER, WINKLER, YOAKUM**

State: **TEXAS**

Dealer Name: **Arista Business Equipment, Inc.**

Dealer Address: **PQ Box 8737, Tyler, TX 75711**

Single Point of Contact: **Dennis Wheat**

Title: **Owner**

Phone Number: **903-581-0460**

Fax Number: **903-581-1275**

Email address: **dwheat@aristaequip.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ANDERSON, CAMP, CHEROKEE, FRANKLIN, GREGG, HARRISON, HENDERSON, HOPKINS, HOUSTON, KAUFMAN, MORRIS, NACOGDOCHES, PANOLA, RAINS, RUSK, SMITH, TRINITY, UPSHUR, VAN ZANDT, WOOD**

State: **TEXAS**

Dealer Name: **General Mailing & Shipping Systems, Inc. II**

Dealer Address: **8532 Paseo Alameda NE, Albuquerque, NM 87113**

Single Point of Contact: **Kristen Briggs**

Title: **Owner**

Phone Number: **(505) 474-4990**

Fax Number: **(505) 875-0417**

Email address: **kbriggs@generalmailingnm.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **CULBERSON, EL PASO, HUDSPETH**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: TEXAS

Dealer Name: Jett Business Systems

Dealer Address: PO Box 78501, Shreveport, LA 71137-8501

Single Point of Contact: Tim Jett

Title: Owner

Phone Number: (318) 424-9542

Fax Number: (318) 424-0008

Email address: tjett2359@aol.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: ANDERSON, ANGELINA, BOWIE, CAMP, CASS, CHEROKEE, FANNIN, FRANKLIN, FREESTONE, GREGG, HARRISON, HENDERSON, HOPKINS, JASPER, KAUFMAN, LAMAR, MARION, MORRIS, NACOGDOCHES, NAVARRO, PANOLA, POLK, RAINS, RED RIVER, RUSK, SABINE, SAN AUGUSTINE, SHELBY, SMITH, TITUS, TRINITY, TYLER, UPSHUR, VAN ZANDT, WOOD

State: TEXAS

Dealer Name: Neopost Texas

Dealer Address: 3030 LBJ Freeway, Suite 1250, Dallas, TX 75234

Single Point of Contact: Steve Miller

Title: General Manager

Phone Number: (713) 690-3602

Fax Number: 972-277-6700

Email address: s.miller@neopost.com

Web address (if applicable): neopostusa.com

Geographic area of coverage in each state for each dealer: ANGELINA, ARANSAS, ARCHER, ATASCOSA, AUSTIN, BANDERA, BASTROP, BAYLOR, BEE, BELL, BEXAR, BLANCO, BOSQUE, BRAZORIA, BRAZOS, BROOKS, BROWN, BURLESON, BURNET, CALDWELL, CALHOUN, CAMERON, CASTRO, CHAMBERS, CLAY, COLEMAN, COLLIN, COLORADO, COMAL, COMANCHE, COOKE, CORYELL, DALLAS, DE WITT, DELTA, DENTON, DEWITT, DIMMIT, DUVAL, EASTLAND, EDWARDS, ELLIS, ERATH, FALLS, FANNIN, FAYETTE, FOARD, FORT BEND, FRANKLIN, FREESTONE, FRIO, GALVESTON, GILLESPIE, GOLIAD, GONZALES, GRAYSON, GRIMES, GUADALUPE, HAMILTON, HARDEMAN, HARDIN, HARRIS, HASKELL, HAYS, HENDERSON, HIDALGO, HILL, HOOD, HOPKINS, HOUSTON, HUNT, JACK, JACKSON, JASPER, JEFFERSON, JIM HOGG, JIM WELLS, JOHNSON, JONES, KARNES, KAUFMAN, KENDALL, KENEDY, KERR, KIMBLE, KINNEY, KLEBERG, LA SALLE, LAMAR, LAMPASAS, LAVACA, LEE, LEON, LIBERTY, LIMESTONE, LIVE OAK, LLANO, MADISON, MASON, MATAGORDA, MAVERICK, MCCULLOCH, MCLENNAN, MCMULLEN, MEDINA, MENARD, MILAM, MILLS, MONTAGUE, MONTGOMERY, NAVARRO, NEWTON, NUECES, ORANGE, PALO PINTO, PARKER, POLK, REAL, RED RIVER, REFUGIO, ROBERTSON, ROCKWALL, SABINE, SAN AUGUSTINE, SAN JACINTO, SAN PATRICIO, SAN SABA, SHELBY, SOMERVELL, STARR, STEPHENS, TARRANT, TAYLOR, TERRELL, THROCKMORTON, TITUS, TRAVIS, TRINITY, TYLER, UVALDE, VAL VERDE, VAN ZANDT, VICTORIA, WALKER, WALLER, WASHINGTON, WEBB, WHARTON, WICHITA, WILBARGER, WILLACY, WILLIAMSON, WILSON, WISE, YOUNG, ZAPATA, ZAVALA

State: TEXAS

Dealer Name: Summit Mailing & Shipping Systems, Inc.

Dealer Address: PO Box 5758, Edmond, OK 73083-5758

Single Point of Contact: Tony Pezeshkian

Title: Owner

Phone Number: 405-947-2200

Fax Number: 405-946-7187

Email address: tp@summitokc.com

Web address (if applicable):

Geographic area of coverage in each state for each dealer: ARCHER, BAYLOR, CLAY, COTTLE, FOARD, HARDEMAN, KING, KNOX, MONTAGUE, WICHITA, WILBARGER



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **UTAH**

Dealer Address: **180 West 2950 South, Salt Lake City, UT 84115-**

Single Point of Contact: **Austin Maddox**

Title: **General Manager**

Phone Number: **(801) 487-8508**

Fax Number: **(801) 466-3187**

Email address: **a.maddox@neopost.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **BEAVER, BOX ELDER, CACHE, CARBON, DAGGETT, DAVIS, DUCHESNE, EMERY, GARFIELD, GRAND, IRON, JUAB, KANE, MILLARD, MORGAN, PIUTE, RICH, SALT LAKE, SAN JUAN, SANPETE, SEVIER, SUMMIT, TOOELE, UINTAH, UTAH, WASATCH, WASHINGTON, WAYNE, WEBER**

State: **VERMONT**

Dealer Name: **Absolute Office Equipment, Inc.**

Dealer Address: **948 Hercules Dr Ste 09, Colchester, VT 5446**

Single Point of Contact: **Robert M. Stevens**

Title: **Owner**

Phone Number: **(802) 655-5560**

Fax Number: **(802) 655-5561**

Email address: **bob@aocvt.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ADDISON, BENNINGTON, CALEDONIA, CHITTENDEN, ESSEX, FRANKLIN, GRAND ISLE, LAMOILLE, ORANGE, ORLEANS, RUTLAND, WASHINGTON, WINDHAM, WINDSOR**

State: **VIRGIN ISLANDS**

Dealer Name: **Document Control Systems Inc.**

Dealer Address: **PO Box 55156, Bayamon, PR 960**

Single Point of Contact: **Carlos Rios**

Title: **Owner**

Phone Number: **787-780-5582**

Fax Number: **787-786-5400**

Email address: **c.rios@documentcontrol.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **SAINT CROIX, SAINT JOHN, SAINT THOMAS**

State: **VIRGINIA**

Dealer Name: **Advanced Mailing Systems**

Dealer Address: **63 Bradley Branch Rd., Arden, NC 28704**

Single Point of Contact: **Don Goyette**

Title: **Owner**

Phone Number: **(865) 558-3001**

Fax Number: **(865) 558-0063**

Email address: **dgoyette2@advancedmailingsystems.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **BLAND, BRISTOL (IND CI, BRISTOL CITY, BUCHANAN, DICKENSON, GRAYSON, LEE, NORTON (IND CIT, NORTON CITY, RUSSELL, SCOTT, SMYTH, TAZEWELL, WASHINGTON, WISE**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **VIRGINIA**

Dealer Name: **Electronic Systems Inc.**

Dealer Address: **369 Edwin Dr, Virginia Beach, VA 23462**

Single Point of Contact: **Mark Phillips**

Title: **Owner**

Phone Number: **(757) 497-8000**

Fax Number: **(757) 451-2095**

Email address: **Mark.Phillips@esi.net**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ALBEMARLE, ALLEGHANY, AMELIA, AMHERST, APPOMATTOX, AUGUSTA, BATH, BEDFORD, BEDFORD (IND CI, BLAND, BOTETOURT, BRUNSWICK, BUCHANAN, BUCKINGHAM, BUENA VISTA (IN, BUENA VISTA CITY, CAMPBELL, CAROLINE, CARROLL, CHARLES CITY, CHARLOTTE, CHARLOTTESVILLE, CHARLOTTESVILLE CITY, CHESAPEAKE (IND, CHESAPEAKE CITY, CHESTERFIELD, COLONIAL HEIGHT, COLONIAL HEIGHTS CITY, COVINGTON (IND, COVINGTON CITY, CRAIG, CULPEPER, CUMBERLAND, DANVILLE (IND C, DANVILLE CITY, DINWIDDIE, EMPORIA (IND CI, ESSEX, FAIRFAX, FLOYD, FLUVANNA, FRANKLIN, FRANKLIN (IND C, FRANKLIN CITY, GALAX (IND CITY, GALAX CITY, GILES, GLOUCESTER, GOOCHLAND, GRAYSON, GREENE, GREENSVILLE, HALIFAX, HAMPTON (IND CI, HAMPTON CITY, HANOVER, HARRISONBURG (I, HARRISONBURG CITY, HENRICO, HENRY, HIGHLAND, HOPEWELL (IND C, VA, HOPEWELL CITY, ISLE OF WIGHT, JAMES CITY, KING AND QUEEN, KING GEORGE, KING WILLIAM, LANCASTER, LEXINGTON (IND, LEXINGTON CITY, LOUISA, LUNENBURG, LYNCHBURG (IND, LYNCHBURG CITY, MADISON, MARTINSVILLE (I, MARTINSVILLE CITY, MATHEWS, MECKLENBURG, MIDDLESEX, MONTGOMERY, NELSON, NEW KENT, NEWPORT NEWS (I, NEWPORT NEWS CITY, NORFOLK (IND CI, NORFOLK CITY, NORTHUMBERLAND, NOTTOWAY, ORANGE, PAGE, PATRICK, PETERSBURG (IND, PETERSBURG CITY, PITTSYLVANIA, POQUOSON (IND C, POQUOSON CITY, PORTSMOUTH (IND, PORTSMOUTH CITY, POWHATAN, PRINCE EDWARD, PRINCE GEORGE, PULASKI, RADFORD, RADFORD (IND CI, RAPPAHANNOCK, RICHMOND, RICHMOND (IND C, RICHMOND CITY, ROANOKE, ROANOKE (IND CI, ROANOKE CITY, ROCKBRIDGE, ROCKINGHAM, SALEM, SALEM (IND CITY, SHENANDOAH, SMYTH, SOUTHAMPTON, SPOTSYLVANIA, STAUNTON (IND C, STAUNTON CITY, SUFFOLK (IND CI, SUFFOLK CITY, SURRY, SUSSEX, TAZEWELL, VIRGINIA BEACH, VIRGINIA BEACH CITY, WARREN, WASHINGTON, WAYNESBORO (IND, WAYNESBORO CITY, WESTMORELAND, WILLIAMSBURG (I, WILLIAMSBURG CITY, WYTHE, YORK**

State: **VIRGINIA**

Dealer Name: **LBM Office Solutions, Inc.**

Dealer Address: **PQ Box 954, Lynchburg, VA 24505**

Single Point of Contact: **Dave Stinnett**

Title: **Owner**

Phone Number: **434-846-8315**

Fax Number: **434-846-2257**

Email address: **dstinnett@lbmva.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **AMHERST, APPOMATTOX, BEDFORD, BEDFORD (IND CI, BLAND, BOTETOURT, BUCHANAN, CAMPBELL, CARROLL, CHARLOTTE, CRAIG, DANVILLE (IND C, DANVILLE CITY, FLOYD, FRANKLIN, GALAX (IND CITY, GALAX CITY, GILES, GRAYSON, HALIFAX, HENRY, LUNENBURG, LYNCHBURG (IND, LYNCHBURG CITY, MARTINSVILLE (I, MARTINSVILLE CITY, MECKLENBURG, MONTGOMERY, PATRICK, PITTSYLVANIA, PRINCE EDWARD, PULASKI, RADFORD, RADFORD (IND CI, ROANOKE, ROANOKE (IND CI, ROANOKE CITY, SALEM, SALEM (IND CITY, SMYTH, TAZEWELL, WASHINGTON, WYTHE**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: VIRGINIA
Dealer Name: Mail Movers
Dealer Address: PO Box 2494, Salisbury, MD 21802
Single Point of Contact: Greg Dykes
Title: Owner
Phone Number: 410-749-1885
Fax Number: 410-749-9054
Email address: greg@mailmovers.net
Web address (if applicable):
Geographic area of coverage in each state for each dealer: ACCOMACK, NORTHAMPTON

State: VIRGINIA
Dealer Name: Mail Solutions of Virginia, LLC
Dealer Address: 2005 Old Greenbrier Road, Ste 103, Chesapeake, VA 23320
Single Point of Contact: Tonya Saxby
Title: Owner
Phone Number: 757-499-2345
Fax Number: 757-499-3752
Email address: tsaxby@msofva.com
Web address (if applicable):
Geographic area of coverage in each state for each dealer: CHESAPEAKE (IND, CHESAPEAKE CITY, FAIRFAX, FRANKLIN (IND C, FRANKLIN CITY, HAMPTON (IND CI, HAMPTON CITY, ISLE OF WIGHT, JAMES CITY, NEWPORT NEWS (I, NEWPORT NEWS CITY, NORFOLK (IND CI, NORFOLK CITY, POQUOSON (IND C, POQUOSON CITY, PORTSMOUTH (IND, PORTSMOUTH CITY, SOUTHAMPTON, SUFFOLK (IND CI, SUFFOLK CITY, VIRGINIA BEACH, VIRGINIA BEACH CITY, WILLIAMSBURG (I, WILLIAMSBURG CITY, YORK

State: VIRGINIA
Dealer Name: Neopost Mid-Atlantic
Dealer Address: 1749 Old Meadow Rd Ste 200, McLean, VA 22102-
Single Point of Contact: Mike Harris
Title: General Manager
Phone Number: (703) 848-9494
Fax Number: (703) 556-0025
Email address: M.Harris@neopost.com
Geographic area of coverage in each state for each dealer: ACCOMACK, ALEXANDRIA (IND, ALEXANDRIA CITY, ARLINGTON, CLARKE, FAIRFAX, FAIRFAX (IND CI, FAIRFAX CITY, FALLS CHURCH (I, FALLS CHURCH CITY, FAUQUIER, FREDERICK, FREDERICKSBURG, FREDERICKSBURG CITY, HAMPTON (IND CI, LOUDOUN, MANASSAS (IND C, MANASSAS CITY, MANASSAS PARK (I, MANASSAS PARK CITY, NORTHAMPTON, PRINCE WILLIAM, RAPPAHANNOCK, RICHMOND (IND C, SPOTSYLVANIA, STAFFORD, WARREN, WINCHESTER (IND, WINCHESTER CITY, YORK



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **WASHINGTON**

Dealer Name: **Neopost Northwest**

Dealer Address: **5200 Southcenter Blvd STE 140, Tukwila, WA 98188**

Single Point of Contact: **Austin Maddox**

Title: **General Manager**

Phone Number: **(206) 764-9000**

Fax Number: **(206) 764-9006**

Email address: **a.maddox@neopost.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **ASOTIN, BENTON, CHELAN, CLALLAM, CLARK, COLUMBIA, COWLITZ, DOUGLAS, FRANKLIN, GARFIELD, GRANT, GRAYS HARBOR, ISLAND, JEFFERSON, KING, KITSAP, KITTITAS, KLUCKITAT, LEWIS, MASON, OKANOGAN, PACIFIC, PIERCE, SAN JUAN, SKAGIT, SKAMANIA, SNOHOMISH, THURSTON, WAHAKIACUM, WALLA WALLA, WHATCOM, YAKIMA**

State: **WASHINGTON**

Dealer Name: **Northwest Mailing, Inc.**

Dealer Address: **3016 E Queen Ave, Spokane, WA 99217**

Single Point of Contact: **Dwayne Alexander**

Title: **Owner**

Phone Number: **(509) 466-7575**

Fax Number: **(509) 466-2601**

Email address: **dwayne@nwmailing.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ADAMS, ASOTIN, BENTON, CHELAN, COLUMBIA, DOUGLAS, FERRY, FRANKLIN, GARFIELD, GRANT, KING, KITTITAS, KLUCKITAT, LINCOLN, OKANOGAN, PEND OREILLE, SKAMANIA, SPOKANE, STEVENS, WALLA WALLA, WHITMAN, YAKIMA**

State: **WASHINGTON DC**

Dealer Name: **Neopost Mid-Atlantic**

Dealer Address: **1749 Old Meadow Rd Ste 200, McLean, VA 22102**

Single Point of Contact: **Mike Harris**

Title: **General Manager**

Phone Number: **(703) 848-9494**

Fax Number: **(703) 556-0025**

Email address: **M.Harris@neopost.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **DISTRICT OF COLUMBIA**

State: **WEST VIRGINIA**

Dealer Name: **Borden Office Equipment**

Dealer Address: **141 North 5th St, Steubenville, OH 43952**

Single Point of Contact: **Jerry Simpson**

Title: **Owner**

Phone Number: **(740) 283-3321**

Fax Number: **(740) 283-2970**

Email address: **jsimpson@bordenofficeequipment.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **BROOKE, HANCOCK, MARION, MARSHALL, OHIO**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **WEST VIRGINIA**

Dealer Name: **Campbell Business Machines**

Dealer Address: **PO Box 6187, Charleston, WV 25362**

Single Point of Contact: **Darrell Campbell**

Title: **Owner**

Phone Number: **304-949-3866**

Fax Number: **304-949-2847**

Email address: **dcampbell@campbellbusmach.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **BARBOUR, BOONE, BRAXTON, CABELL, CALHOUN, CLAY, DODDRIDGE, FAYETTE, GILMER, GRANT, GREENBRIER, HAMPSHIRE, HARDY, HARRISON, JACKSON, KANAWHA, LEWIS, LINCOLN, LOGAN, MARION, MASON, MCDOWELL, MERCER, MINERAL, MINGO, MONONGALIA, MONROE, NICHOLAS, OHIO, PENDLETON, PLEASANTS, POCAHONTAS, PRESTON, PUTNAM, RALEIGH, RANDOLPH, RITCHIE, ROANE, SUMMERS, TAYLOR, TUCKER, TYLER, UPSHUR, WAYNE, WEBSTER, WETZEL, WIRT, WOOD, WYOMING**

State: **WEST VIRGINIA**

Dealer Name: **Central Business Systems, Inc.**

Dealer Address: **PO Box 4450, Lexington, KY 40544-4450**

Single Point of Contact: **Frank Shoaf**

Title: **Owner**

Phone Number: **(859) 276-1690**

Fax Number: **(859) 276-1699**

Email address: **fshoaf@cbsedge.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **BARBOUR, BOONE, BRAXTON, BROOKE, CABELL, CALHOUN, CLAY, DODDRIDGE, FAYETTE, GILMER, GRANT, GREENBRIER, HAMPSHIRE, HANCOCK, HARDY, HARRISON, JACKSON, KANAWHA, LEWIS, LINCOLN, LOGAN, MARION, MARSHALL, MASON, MCDOWELL, MERCER, MINERAL, MINGO, MONONGALIA, MONROE, NICHOLAS, OHIO, PENDLETON, PLEASANTS, POCAHONTAS, PRESTON, PUTNAM, RALEIGH, RANDOLPH, RITCHIE, ROANE, SUMMERS, TAYLOR, TUCKER, TYLER, UPSHUR, WAYNE, WEBSTER, WETZEL, WIRT, WOOD, WYOMING**

State: **WEST VIRGINIA**

Dealer Name: **Neopost Great Lakes**

Dealer Address: **300 Oxford Drive, Ste. 50, Monroeville, PA 15146**

Single Point of Contact: **Jim Owens**

Title: **General Manager**

Phone Number: **412-373-4633**

Fax Number: **412-373-2044**

Email address: **j.owens@neopost.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **BROOKE, HANCOCK, MARION, MARSHALL, OHIO, WETZEL**

State: **WEST VIRGINIA**

Dealer Name: **Neopost Mid-Atlantic**

Dealer Address: **1749 Old Meadow Rd Ste 200, McLean, VA 22102-**

Single Point of Contact: **Mike Harris**

Title: **General Manager**

Phone Number: **(703) 848-9494**

Fax Number: **(703) 556-0025**

Email address: **M.Harris@neopost.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **BERKELEY, JEFFERSON, MORGAN, WYOMING**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **WISCONSIN**

Dealer Name: **Advanced Business Systems, Inc.**

Dealer Address: **PO Box 2895, LaCrosse, WI 54602-2895**

Single Point of Contact: **Anne Schmal**

Title: **Owner**

Phone Number: **(608) 781-5440**

Fax Number: **(414) 377-3347**

Email address: **anneschmal@hotmail.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ADAMS, BUFFALO, COLUMBIA, CRAWFORD, DUNN, GRANT, IOWA, JACKSON, JUNEAU, LA CROSSE, LAFAYETTE, MONROE, RICHLAND, SAUK, TREMPLEAU, VERNON**

State: **WISCONSIN**

Dealer Name: **Badger Mailing & Shipping Systems**

Dealer Address: **3011 E Capital Dr, Suite A, Appleton, WI 54911**

Single Point of Contact: **Steve Retzlaff**

Title: **Owner**

Phone Number: **(920) 235-5528**

Fax Number: **(920) 235-5602**

Email address: **steve@badgermailing.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ADAMS, BROWN, CALUMET, CLARK, DOOR, FLORENCE, FOND DU LAC, FOREST, GREEN LAKE, IRON, KEWAUNEE, LANGLADE, MANITOWOC, MARATHON, MARINETTE, MARQUETTE, MENOMINEE, OCONTO, ONEIDA, OUTAGAMIE, SHAWANO, VILAS, WAUPACA, WAUSHARA, WINNEBAGO**

State: **WISCONSIN**

Dealer Name: **Brent's Mailing Equipment Co.**

Dealer Address: **PO Box 6031, Rockford, IL 61125-6031**

Single Point of Contact: **John Brent**

Title: **Owner**

Phone Number: **815-226-8111**

Fax Number: **815-226-8140**

Email address: **brentsmailing@aol.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **DANE, GREEN, ROCK**

State: **WISCONSIN**

Dealer Name: **Neopost Great Lakes**

Dealer Address: **N27 W23713 Paul Road, Unit B, Pewaukee, WI 53072**

Single Point of Contact: **Jim Owens**

Title: **General Manager**

Phone Number: **(262) 409-4700**

Fax Number: **(262) 409-4735**

Email address: **jowens@neopost.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **ADAMS, COLUMBIA, DANE, DODGE, FOND DU LAC, GREEN, JEFFERSON, KENOSHA, MARQUETTE, MILWAUKEE, OZAUKEE, RACINE, ROCK, SAUK, SHEBOYGAN, WALWORTH, WASHINGTON, WAUKESHA**



Offeror Response Form – Authorized Dealers/Partners/Sales and Service Provider List

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **WISCONSIN**

Dealer Name: **Office Enterprises, Inc.**

Dealer Address: **6002 Municipal Street, Weston, WI 54476-**

Single Point of Contact: **Bob Lamovec**

Title: **Owner**

Phone Number: **(715) 359-8737**

Fax Number: **(715) 359-8893**

Email address: **Bob@theOEIgroup.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ASHLAND, BARRON, BAYFIELD, BUFFALO, BURNETT, CHIPPEWA, CLARK, DOOR, DOUGLAS, DUNN, EAU CLAIRE, FLORENCE, FOREST, IRON, LANGLADE, LINCOLN, MARATHON, MENOMINEE, ONEIDA, OUTAGAMIE, PEPIN, PIERCE, POLK, PORTAGE, PRICE, RUSK, SAINT CROIX, SAWYER, SHAWANO, ST CROIX, TAYLOR, VILAS, WASHBURN, WAUPACA, WINNEBAGO, WOOD**

State: **WISCONSIN**

Dealer Name: **Postal Source – Madison, WI**

Dealer Address: **1955 W. Broadway, Ste. 101, Madison, WI 53713-3700**

Single Point of Contact: **Francis Costello**

Title: **Owner**

Phone Number: **608-221-2472**

Fax Number: **608-221-4604**

Email address: **fcostello@postalsource.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ADAMS, COLUMBIA, DANE, DODGE, GRANT, GREEN, IOWA, JEFFERSON, LAFAYETTE, SAUK**

State: **WYOMING**

Dealer Name: **Addco Office Systems, Inc.**

Dealer Address: **PO BOX 80823, Billings, MT 59108**

Single Point of Contact: **Kent Nauman**

Title: **Owner**

Phone Number: **(406) 651-9454**

Fax Number: **(406) 651-0026**

Email address: **kent@addcomt.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **BIG HORN, CAMPBELL, CARBON, CROOK, FREMONT, HOT SPRINGS, JOHNSON, NATRONA, PARK, SHERIDAN, TETON, WASHAKIE, WESTON**

State: **WYOMING**

Dealer Name: **Business Mailing Solutions, Inc.**

Dealer Address: **341 East 'E' St Ste 220, Casper, WY 82601-**

Single Point of Contact: **Chuck Banks**

Title: **Owner**

Phone Number: **(307) 473-8050**

Fax Number: **(307) 473-8131**

Email address: **chuckb@bmscasper.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ALBANY, BIG HORN, CAMPBELL, CARBON, CONVERSE, CROOK, FREMONT, GOSHEN, HOT SPRINGS, JOHNSON, LINCOLN, NATRONA, NIOBRARA, PARK, PLATTE, SHERIDAN, SUBLETTE, SWEETWATER, TETON, WASHAKIE, WESTON**



**Offeror Response Form – Authorized
Dealers/Partners/Sales and Service
Provider List**

STATE OF ARIZONA

Agency: Arizona Department of Administration
State Procurement Office

Customer: WSCA/NASPO participating states; AZ
Statewide (state agencies & cooperative partners)

Description: **Mailing room Equipment, Supplies and Maintenance**

State: **WYOMING**

Dealer Name: **Complete Mailing Solutions, Inc**

Dealer Address: **3001 South Tejon Street, Englewood, CO 80110-1316**

Single Point of Contact: **Paul Johnson**

Title: **Owner**

Phone Number: **303-761-8848**

Fax Number: **303-761-7837**

Email address: **pj@comp-mail.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **ALBANY, CARBON, LARAMIE**

State: **WYOMING**

Dealer Name: **Midwest Connect**

Dealer Address: **PO Box 2183, Kearney, NE 68848-**

Single Point of Contact: **Brian Cochran**

Title: **Owner**

Phone Number: **(308) 238-5070**

Fax Number: **(308) 234-8617**

Email address: **brian@midwestconnect.com**

Web address (if applicable):

Geographic area of coverage in each state for each dealer: **CROOK, GOSHEN, NIOBRARA, PLATTE, WESTON**

State: **WYOMING**

Dealer Name: **Neopost Northwest**

Dealer Address: **180 West 2950 South, Salt Lake City, UT 84115-**

Single Point of Contact: **Austin Maddox**

Title: **General Manager**

Phone Number: **(801) 487-8508**

Fax Number: **(801) 466-3187**

Email address: **a.maddox@neopost.com**

Web address (if applicable): **neopostusa.com**

Geographic area of coverage in each state for each dealer: **CARBON, FREMONT, HOT SPRINGS, LINCOLN, PARK, SUBLETTE, SWEETWATER, TETON, UINTA, WASHAKIE**

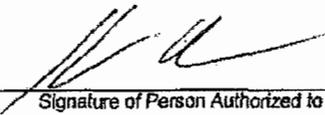
Attachment E

OFFER AND ACCEPTANCE

TO THE STATE OF ARIZONA:

The Undersigned hereby offers and agrees to furnish the material, service or construction in compliance with all terms, conditions, specifications and amendments in the Solicitation and any written exceptions in the offer. Signature also certifies Small Business status.

Neopost USA Inc.
Company Name
478 Wheelers Farms Rd.
Address
Milford CT 06461
City State Zip
government@neopost.com
Contact Email Address


Signature of Person Authorized to Sign Offer
Kevin O'Connor
Printed Name
Vice President Marketing
Title
Phone: 203-301-3400
Fax: 203-301-2600

By signature in the Offer section above, the Offeror certifies:

1. The submission of the Offer did not involve collusion or other anticompetitive practices.
2. The Offeror shall not discriminate against any employee or applicant for employment in violation of Federal Executive Order 11246, State Executive Order-2009-09 or A.R.S. §§ 41-1481 through 1465.
3. The Offeror has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a public servant in connection with the submitted offer. Failure to provide a valid signature affirming the stipulations required by this clause shall result in rejection of the offer. Signing the offer with a false statement shall void the offer, any resulting contract and may be subject to legal remedies provided by law.
4. The Offeror certifies that the above referenced organization IS/ IS NOT a small business with less than 100 employees or has gross revenues of \$4 million or less.

ACCEPTANCE OF OFFER

The Offer is hereby accepted.

The Contractor is now bound to sell the materials or services listed by the attached contract and based upon the solicitation, including all terms, conditions, specifications, amendments, etc., and the Contractor's Offer as accepted by the State.

This Contract shall henceforth be referred to as Contract No. _____

The effective date of the Contract shall be: _____

The Contractor has been cautioned not to commence any billable work or to provide any material or service under this contract until Contractor receives purchase order, contract release document or written notice to proceed.

State of Arizona
Awarded this _____ day of _____ 20____

Procurement Officer

Attachment F

DESIGNATION OF CONFIDENTIAL, TRADE SECRET & PROPRIETARY INFORMATION

All materials submitted as part of a response to a solicitation are subject to Arizona public records law and will be disclosed if there is an appropriate public records request at the time of or after the award of the contract. Recognizing there may be materials included in a solicitation response that is proprietary or a trade secret, a process is set out in A.A.C. R2-7-103 (attached) that will allow qualifying materials to be designated as confidential and excluded from disclosure. For purposes of this process the definition of "trade secret" will be the same as that set out in A.A.C. R2-7-101(52).

This form must be completed and returned with the response to the solicitation and any supporting information to assist the State in making its determination as to whether any of the materials submitted as part of the solicitation response should be designated confidential because the material is proprietary or a trade secret and therefore not subject to disclosure.

All offerors must select one of the following:

My response **does not** contain proprietary or trade secret information. I understand that my entire response will become public record in accordance with A.A.C. R2-7-C317.

My response **does** contain trade secret information because it contains information that:

1. Is a formula, pattern, compilation, program, device, method, technique or process, **AND**
2. Derives independent economic value, actual or potential, from not being generally known to, and not being readily ascertainable by proper means by, other persons who can obtain economic value from its disclosure or use; **AND**
3. Is the subject of efforts by myself or my organization that are reasonable under the circumstances to maintain its secrecy.

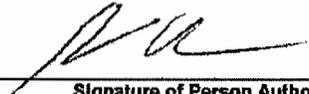
Please note that failure to attach an explanation may result in a determination that the information does not meet the statutory trade secret definition. All information that does not meet the definition of trade secret as defined by A.A.C. R2-7-101(52) will become public in accordance with A.A.C. R2-7-C317. The State reserves the right to make its own determination of Proposer's trade secret materials through a written determination in accordance with A.A.C. R2-7-103.

If the State agrees with the proposer's designation of trade secret or confidentiality and the determination is challenged, the undersigned hereby agrees to cooperate and support the defense of the determination with all interested parties, including legal counsel or other necessary assistance.

Attachment F

By submitting this response, proposer agrees that the entire offer, including confidential, trade secret and proprietary information may be shared with an evaluation committee and technical advisors during the evaluation process. Proposer agrees to indemnify and hold the State, its agents and employees, harmless from any claims or causes of action relating to the State's withholding of information based upon reliance on the above representations, including the payment of all costs and attorney fees incurred by the State in defending such an action.

Neopost USA Inc		
Company Name		
478 Wheelers Farms Rd		
Address		
Milford	CT	06461
City	State	Zip


Signature of Person Authorized to Sign
Kevin O'Connor
Printed Name
Vice President Marketing
Title

R2-7-103. Confidential Information

- A. If a person wants to assert that a person's offer, specification, or protest contains a trade secret or other proprietary information, a person shall include with the submission a statement supporting this assertion. A person shall clearly designate any trade secret and other proprietary information, using the term "confidential". Contract terms and conditions, pricing, and information generally available to the public are not considered confidential information under this Section.
- B. Until a final determination is made under subsection (C), an agency chief procurement officer shall not disclose information designated as confidential under subsection (A) except to those individuals deemed by an agency chief procurement officer to have a legitimate state interest.
- C. Upon receipt of a submission, an agency chief procurement officer shall make one of the following written determinations:
1. The designated information is confidential and the agency chief procurement officer shall not disclose the information except to those individuals deemed by the agency chief procurement officer to have a legitimate state interest;
 2. The designated information is not confidential; or
 3. Additional information is required before a final confidentiality determination can be made.
- D. If an agency chief procurement officer determines that information submitted is not confidential, a person who made the submission shall be notified in writing. The notice shall include a time period for requesting a review of the determination by the state procurement administrator.
- E. An agency chief procurement officer may release information designated as

Attachment F

confidential under subsection (A) if:

1. A request for review is not received by the state procurement administrator within the time period specified in the notice; or
2. The state procurement administrator, after review, makes a written determination that the designated information is not confidential.

Attachment G

ORGANIZATIONAL EXPERIENCE / REFERENCES

Three (3) References for which your firm provided services of similar size and scope as required by this solicitation within the past 3 years. All information shall be accurate and easily verifiable.

Client Company/Address	Contact	Begin Date	End Date
State of Kentucky Office of the Controller Office of Procurement Services Room 096 Capitol Annex Frankfort KY 40601	Don Robinson Phone Number 502-564-6525 Email Address Done.robinson@ky.gov	April 2013	Jan 2017
Services Provided Similar To Those Described In Solicitation Neopost has been providing the State of Kentucky equipment and related equipment since April 2013. The scope of work requires the same support as the NASPO contract. Kentucky is a NASPO participate.			

Client Company/Address	Contact	Begin Date	End Date
Internal Revenue Service 1045 NDAL, 9 th Floor 4050 Alpha Rd. Dallas, TX 75244-4230	Lori Wingrove Phone Number 469-801-0784 Email Address Lori.j.wingrove@irs.gov	Jan 1, 2012	Dec 31, 2016
Services Provided Similar To Those Described In Solicitation Neopost USA currently services over 500 locations throughout the US and Puerto Rico. The scope of work requires support similar to this RFP for Small, Medium and Large Machines. Our CPAR rating on this account is Excellent. We also had the previous contract from 2006-2012 for the mailing equipment.			

Client Company/Address	Contact	Begin Date	End Date
General Service Administration GSA FAS 3QSAC 20 N 8 th St, Room 1029 Philadelphia PA 19107	Anthony Docimo Phone Number 215-446-5018 Email Address Anthony.docimo@gsa.gov	Nov 2001	Nov 2016
Services Provided Similar To Those Described In Solicitation Neopost USA GSA contract is used for all Federal agencies throughout the United States. The Service and Support provided to the Federal Government is the same scope of work as the NASPO contract.			

CERTIFIED COPY OF ORDER

STATE OF MISSOURI

} ea.

January Session of the January Adjourned

Term. 20 18

County of Boone

In the County Commission of said county, on the

9th

day of

January

20

18

the following, among other proceedings, were had, viz:

Now on this day the County Commission of the County of Boone does hereby approve the utilization of the City of Columbia Cooperative Contract 148/2017 for Pagers and Paging Services with Joplin Beepers, Inc. d/b/a Midwest Paging, Inc.

The terms of the Cooperative Contract are stipulated in the attached Purchase Agreement. It is further ordered the Presiding Commissioner is hereby authorized to sign said Purchase Agreement.

Done this 9th day of January, 2018

ATTEST:

Taylor W. Burks
Taylor W. Burks
Clerk of the County Commission

Daniel K. Atwill
Daniel K. Atwill
Presiding Commissioner

Fred J. Parry
Fred J. Parry
District I Commissioner

Janet M. Thompson
Janet M. Thompson
District II Commissioner

14-2018

Boone County Purchasing

Robert Wilson
Buyer



613 E. Ash Street, Room 111
Columbia, MO 65201
Phone: (573) 886-4393
Fax: (573) 886-4390

MEMORANDUM

TO: Boone County Commission
FROM: Robert Wilson
DATE: November 22, 2017
RE: Cooperative Contract: 148/2017 – Pagers and Paging Services Term & Supply

Purchasing requests permission to utilize the City of Columbia cooperative contract *148/2017* for Pagers and Paging Services with Joplin Beepers, Inc. dba Midwest Paging, Inc.

This is a county-wide term and supply contract.

cc: Contract File

**PURCHASE AGREEMENT
FOR
PAGERS AND PAGING SERVICES
TERM & SUPPLY**

THIS AGREEMENT dated the 9th day of January 2018 is made between Boone County, Missouri, a political subdivision of the State of Missouri through the Boone County Commission, herein "County" and **Joplin Beepers, Inc. dba Midwest Paging, Inc.** herein "Contractor."

IN CONSIDERATION of the parties performance of the respective obligations contained herein, the parties agree as follows:

1. **Contract Documents** - This agreement shall consist of this Purchase Agreement for **Pagers and Paging Services Term & Supply** in compliance with all bid specifications and any addendum issued for the City of Columbia Request for Quote number **148/2017** and Standard Contract Terms and Conditions – Boone County, Missouri. All such documents shall constitute the contract documents which are incorporated herein by reference. Service or product data, specification and literature submitted with bid response may be permanently maintained in the County Purchasing Office bid file for this bid if not attached. In the event of conflict between any of the foregoing documents, this Purchasing Agreement and the City of Columbia Request for Quote number 148/2017 shall prevail and control over the contractor's bid response.

2. **Contract Duration** - The agreement period shall be from **date of award through October 31, 2018**. This agreement may be extended beyond the expiration date by order of the County for **four (4) additional one year periods** subject to the pricing clauses in the Contractor's bid response and thereafter on a month to month basis in the event the County is unable to re-bid and/or award a new contract prior to the expiration date after exercising diligent efforts to do so or not.

3. **Rates and Charges** - Contractor agrees to provide pagers and paging service in accordance with their bid response at the rates per month and the charges specified therein during the contract period. The County reserves the right to add or delete service on an as needed basis. The County agrees to pay all invoices within thirty days of receipt of a valid monthly statement. In the event of a billing dispute, the County reserves the right to withhold payment on the disputed amount; in the event the billing dispute is resolved in favor of the Contractor, the County agrees to pay interest at a rate of 9% per annum on disputed amounts withheld commencing from the last date that payment was due.

4. **Maintenance and Service** - Contractor agrees to provide County with the pagers and paging service and maintenance as specified in its bid response. Contractor agrees to make no major change in its ability to provide maintenance and service as outlined in its bid response without notifying the County of such changes and obtaining the county's prior approval.

5. **Hardware Charges** - Contractor agrees to provide pager hardware at the rates and charges specified in the bid response. Contractor further agrees to provide the County with hardware pricing changes in a timely manner.

6. **Termination** - This agreement may be terminated by the County upon thirty days advance written notice for any of the following reasons or under any of the following circumstances:

- a. County may terminate this agreement due to material breach of any term or condition of this agreement, or
- b. County may terminate this agreement if in the opinion of the Boone County Commission hardware and/or service is chronically deficient such that it is unreasonable to continue services pursuant to this agreement, or

c. If appropriations are not made available and budgeted for any calendar year or in the event funding by grant or otherwise is discontinued.

7. **Binding Effect** - This agreement shall be binding upon the parties hereto and their successors and assigns for so long as this agreement remains in full force and effect.

8. **Entire Agreement** - This agreement constitutes the entire agreement between the parties and supersedes any prior negotiations, written or verbal, and any other bid or bid specification or contractual agreement. This agreement may only be amended by a signed writing executed with the same formality as this agreement.

IN WITNESS WHEREOF the parties through their duly authorized representatives have executed this agreement on the day and year first above written.

**JOPLIN BEEPERS, INC. DBA
MIDWEST PAGING, INC.**

By: Tom Jackson
Title: President

BOONE COUNTY, MISSOURI

By: Boone County Commission
Daniel K. Atwill
Daniel K. Atwill, Presiding Commissioner

APPROVED AS TO FORM:

Ron Sweet
County Counselor by: Ron Sweet

ATTEST:

Taylor W. Burksey
County Clerk

AUDITOR CERTIFICATION

In accordance with RSMo 50.660, I hereby certify that a sufficient unencumbered appropriation balance exists and is available to satisfy the obligation(s) arising from this contract. (Note: Certification of this contract is not required if the terms of the contract do not result in a measurable county obligation at this time.)

Jane Rintelford by jg County-wide Term and Supply
Signature Date Appropriation Account
12/25/2017

STANDARD CONTRACT TERMS AND CONDITIONS - BOONE COUNTY, MISSOURI

1. Contractor shall comply with all applicable federal, state, and local laws and failure to do so, in County's sole discretion, shall give County the right to terminate this Contract.
2. Prices shall include all charges for packing, delivery, installation, etc., (unless otherwise specified) to the Boone County Department.
3. The Boone County Commission has the right to accept or reject any part or parts of all bids, to waive technicalities, and to accept the offer the County Commission considers the most advantageous to the County. Boone County reserves the right to award this bid on an item-by-item basis, or an "all or none" basis, whichever is in the best interest of the County. The Purchasing Director reserves the right, when only one bid has been received by the bid closing date, to delay the opening of bids to another date and time in order to revise specifications and/or establish further competition for the commodity or service required. The one (1) bid received will be retained unopened until the new Closing date, or at request of bidder, returned unopened for re-submittal at the new date and time of bid closing.
4. When products or materials of any particular producer or manufacturer are mentioned in our contracts, such products or materials are intended to be descriptive of type or quality and not restricted to those mentioned.
5. Do not include Federal Excise Tax or Sales and Use Taxes in billing, as law exempts the County from them.
6. The delivery date shall be stated in definite terms.
7. The County Commission reserves the right to cancel all or any part of orders if delivery is not made or work is not started as guaranteed. In case of delay, the Contractor must notify the Purchasing Department.
8. In case of default by the Contractor, the County of Boone will procure the articles or services from other sources and hold the Contractor responsible for any excess cost occasioned thereby.
9. Failure to deliver as guaranteed may disqualify Contractor from future bidding.
10. Prices must be as stated in units of quantity specified, and must be firm.
11. The County of Boone, Missouri expressly denies responsibility for, or ownership of any item purchased until same is delivered to the County and is accepted by the County.
12. The County reserves the right to award to one or multiple respondents. The County also reserves the right to not award any item or group of items if the services can be obtained from a state or other governmental entities contract under more favorable terms. The resulting contract will be considered "Non-Exclusive". The County reserves the right to purchase advertising from other vendors.

13. The County, from time to time, uses federal grant funds for the procurement of goods and services. Accordingly, the provider of goods and/or services shall comply with federal laws, rules and regulations applicable to the funds used by the County for said procurement, and contract clauses required by the federal government in such circumstances are incorporated herein by reference. These clauses can generally be found in the Federal Transit Administration's Best Practices Procurement Manual – Appendix A. Any questions regarding the applicability of federal clauses to a particular bid should be directed to the Purchasing Department prior to bid opening.
14. In the event of a discrepancy between a unit price and an extended line item price, the unit price shall govern.
15. Should an audit of Contractor's invoices during the term of the Agreement, and any renewals thereof, indicate that the County has remitted payment on invoices that constitute an over-charging to the County above the pricing terms agreed to herein, the Contractor shall issue a refund check to the County for any over-charges within 30-days of being notified of the same.
16. **For all titled vehicles and equipment the dealer must use the actual delivery date to the County** on all transfer documents including the Certificate of Origin (COO,) Manufacturer's Statement of Origin (MSO,) Bill of Sale (BOS,) and Application for Title.
17. **Equipment and serial and model numbers** - The contractor is strongly encouraged to include equipment serial and model numbers for all amounts invoiced to the County. If equipment serial and model numbers are not provided on the face of the invoice, such information may be required by the County before issuing payment.



CITY OF COLUMBIA, MISSOURI

FINANCE DEPARTMENT
PURCHASING DIVISION

November 21, 2017

NOTIFICATION OF AWARD - CITY OF COLUMBIA

CONTRACT FOR: Pagers and Paging Services Term & Supply

Contract Period is November 1, 2017 through October 31, 2018

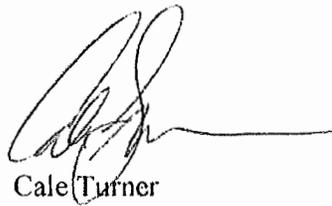
Your firm has been awarded the contract herein in response to our recent Request for Quotation. The purchase orders for this year will be sent to you. Please reference the appropriate purchase order number on every invoice submitted.

Please contact the Procurement Officer shown below if there are any questions pertaining to this contract.

CONTRACT NUMBER	ITEMS AWARDED	VENDOR NUMBER	VENDOR NAME
148/2017	See attached	15175	Midwest Paging 405-C West Highway C Purdy, MO 65734 Tom Jackson 800.922.9282 tom@mwpaging.com

TERMS: Net 30


Zachary McLeland
Procurement Officer
573.874.7374


Cale Turner
Purchasing Agent
573.874.7375

cc: Aaron Ray / Janet Dutton / Shawna Victor / Jennifer Anderson / DeeAnn Palmer-Tweenter / Boone County

701 E Broadway, 5th Floor • P.O. Box 6015 • Columbia, Missouri 65205
(573) 874-7376

CITY OF COLUMBIA, MO
REQUEST FOR QUOTATION

TABULATION OF BIDS

Subject: 148/2017 (Pagers and Paging Services T&S)

Date: 10/31/2017

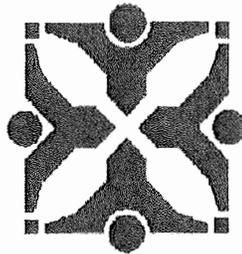
		UOM	QTY	Midwest Paging Inc					
1	MONTHLY COST OF NUMERIC (DISPLAY) PAGERS	EA/ PER MONTH	1	\$5.95					
2	MONTHLY COST ALPHA / NUMERIC PAGERS	EA/ PER MONTH	1	\$6.95					
3	MONTHLY COST VOICE PAGERS	EA/ PER MONTH	1	\$0.00					
4	MONTHLY COST OF VOICEMAIL	EA/ PER MONTH	1	\$3.00					
5	MONTHLY COST FOR CUSTOMIZED GREETING	EA/ PER MONTH	1	\$1.50					
6	MONTHLY COST WIDE COVERAGE	EA/ PER MONTH	1	\$2.50					
7	MONTHLY COST FOR STATEWIDE COVERAGE	EA/ PER MONTH	1	\$2.50					
8	MONTHLY COST FOR ANSWERING SERVICES	EA/ PER MONTH	1	\$0.00					
9	BRAVO LX PAGER, MOTOROLA OR EQUAL	EA	1	\$69.00					
10	ULTRA EXPRESS, MOTOROLA OR EQUAL	EA	1	\$69.00					
11	ADVISOR GOLD PAGER, MOTOROLA OR EQUAL	EA	1	\$99.00					
12	REFURBISHED ADVISOR GOLD PAGER, MOTOROLA OR EQUAL	EA	1	\$50.00					
13	REFURBISHED EP-2B2 PAGER, PANASONIC OR EQUAL	EA	1	\$45.00					
14	EP-2B2 PAGER, PANASONIC OR EQUAL	EA	1	\$69.00					
15	2-WAY PAGER, MOTOROLA T900 OR EQUAL	EA	1	\$0.00					
16	2-WAY MESSAGING SERVICE FOR ITEMS 14 & 15, NATIONWIDE COVERAGE	EA/ PER MONTH	1	\$0.00					
17	FLAT RATE CHARGE FOR PAGER REPAIR	EA	1	\$29.00					
18	REPAIR RATE IF FLAT RATE DOES NOT APPLY	DEFINE	1	Unit Price					

**CITY OF COLUMBIA
MISSOURI**

**PAGERS AND PAGING SERVICES
TERM & SUPPLY**

CONTRACT # 148/2017

**CLOSING DATE:
OCTOBER 31, 2017
2:00 PM**



*PURCHASING DIVISION
701 E. Broadway
5th Floor
Columbia, MO 65205*

**PURCHASING AGENT:
LAWRENCE LUCK**

**FINANCE DIRECTOR:
MICHELLE NIX**

**PROCUREMENT OFFICER:
ZACH McLELAND**



INSTRUCTIONS AND GENERAL CONDITIONS OF BIDDING

The following terms and conditions, unless otherwise modified by the City of Columbia within this document, shall govern the submission of bids and subsequent contracts. The City of Columbia reserves the right to reject any bid that takes exception to these conditions.

Definitions as used herein:

- a. The term "bid" means a solicitation of a formal or informal, sealed offer.
 - b. The term "bidder" means the person, firm or corporation who submits a formal sealed bid.
 - c. The term "City" means City of Columbia, MO.
 - d. The term "City Council" means the governing body of the City of Columbia, MO.
 - e. The term "contractor" means the bidder awarded a contract under this bid document.
1. **Submission of Bids:** Sealed bids, subject to Instructions and General Conditions, and any special conditions set forth herein, will be received at the Office of the Purchasing Agent, 701 E. Broadway, 5th Floor, Columbia MO 65201, until the bid closing date and time indicated for furnishing the City of Columbia the materials, supplies, equipment or services shown in the bid request.
 - **Submission of Hard Copy Paper Bids:** Bidders may submit hard copy paper bids. If the bid was published by way of hard copy, the forms provided shall be utilized and submitted as outlined in the instructions. If the bid was an electronic bid only, all the questions asked in the electronic bid must be answered in the paper response and all documents attached to the electronic bid must be downloaded, printed and submitted to the Purchasing Division by the bid closing date and time in order to be considered.
 - **Electronic Bidding:** Bidders are encouraged to use the electronic bid system for the purpose of submitting bids and must complete all required fields. If you do not care to bid, please respond to the bid request by submitting a "no bid" and note your reason.
 2. **Purchase Orders:** Purchase orders resulting from this bid will be issued to the company signing and submitting this bid form. The invoice must be submitted by the company shown on the purchase order.
 3. **Specifications:** Bidders shall identify the item to be furnished by brand or manufacturer's name and catalog numbers and shall also furnish specifications and descriptive literature.
 4. **Item Descriptions:** Whenever products or materials of any particular producer or manufacturer are mentioned in our specifications, such product or material mentioned is intended to be descriptive of type or quality and not restrictive to those mentioned.
 5. **Reserved Rights/Awards:** The right is reserved to accept or reject all or part of the bid, to waive technicalities, and to accept the offer the Purchasing Agent considers the most advantageous to the City. The City of Columbia awards contracts to the lowest responsive and responsible bidder. It shall be understood that "responsible" means best and the best bidder is not necessarily the lowest bid.

6. **Taxes:** Bidder shall not include Federal Excise Tax or Sales and Use Taxes in bid prices, as the City is exempt from them by law. A tax exemption letter will be furnished if required.
7. **Delivery:** The delivery date(s) or when work will start, if requested, shall be stated in definite terms, as they will be taken into consideration in making the award. The City of Columbia reserves the right to cancel all or part of orders if delivery is not made or work is not started as guaranteed. In case of delay, the Vendor or Contractor must notify the City Purchasing Agent.
8. **Freight:** All bids shall be submitted FOB Destination, Columbia, Missouri. Unit prices shall include all applicable freight and handling charges.
9. **Default:** In case of any default by the bidder, the City of Columbia may procure the product or service from other sources and hold the bidder responsible for any damages incurred including, but not limited to, excess cost or handling charge. The Purchasing Division shall have the right to remove any bidder who defaults on any contract with the City from all bidders' lists.
10. **Pricing:** Prices must be stated in units of quantity specified, and must be firm. Bids qualified by escalator clauses may not be considered.
11. **Payments:** Partial payment for delivered items or quantities of a bid may be made by the City of Columbia except in the case of "Lump Sum" bids. In the latter case, only one payment will be made in the amount of the Lump Sum price, with any Cash Discount quoted, after all the materials, supplies, or equipment have been fully delivered to the satisfaction of the Head of the Department to which the items were furnished, and the City Purchasing Agent.
12. **Addenda:** The Purchasing Agent, in the form of a written Addendum, will issue all changes, additions and/or clarifications in connection with this bid. Bidder shall review and return the signature sheet of any and all such addendum issued for said bid. In the event multiple copies of the bid are requested, equal number of addendum shall be included. In the event an addendum is not submitted with the bid by the time of bid closing, the Purchasing Agent shall make a determination as to whether or not submission of the addendum(s) may be waived as technicality or not. In general, any addendum which significantly alters the scope of work, terms of the contract or which revises any pricing information may not be waived. In the case of an addendum not submitted with the bid, which cannot be waived, the bid will be found non-responsive and will not be evaluated. Addendums that are informational in nature only and do not alter scope of work, contract terms or pricing may be agreed upon after bid opening and returned by bidder, signed, prior to contract award. It shall be the sole discretion of the Buyer of Record and the Purchasing Agent to make this determination.
13. **Receipt and Opening of Advertised Sealed Bids:** The bidders and public are invited, but not required, to attend the formal opening of bids. Prices will be read aloud to the public. No decisions related to an award of a contract or purchase order will be made at the opening.
 - a. It is the bidder's sole responsibility to ensure that a bid is successfully submitted with the Purchasing Division prior to the time and the date specified. Late bids will not be opened and will be rejected unopened regardless of the degree of lateness or the reason thereto, including causes beyond the control of the bidder.
 - b. All bids and tabulation sheets are kept by the Purchasing Division for a period of time established by regulation or statutes after the award is made, and are available for inspection at any time during regular working hours.

13. **Withdrawal of Bids:** Bids may be withdrawn without prejudice any time before the deadline for receipt of bids. If a mistake or error is discovered by the bidder or by the Purchasing Agent after the bid opening, the Purchasing Agent has the right to call this error to the bidder's attention and request verification of the bid. If the bidder acknowledges the mistake and requests relief, the Purchasing Agent will proceed in the following manner:
 - a. **Clerical Mistakes:** Any mistake which is obviously a clerical one, such as an error in price extension, or in placement of decimal points, reversal of prices, etc., may be corrected by the Purchasing Agent after verification is made by the bidder. However, the unit price shown shall always prevail.
 - b. **Withdrawal:** Permission to allow a bidder to withdraw his bid without prejudice may be given when clear and convincing evidence supports the existence of an error. If there is a significant and obvious disparity between the prices of the lowest bidder and of the other bidders, a bidder may be permitted to withdraw without prejudice, upon submission of evidence that a non-intentional error occurred.
 - c. **Changes in pricing,** terms or conditions will not be permitted after the deadline for receipt of bids.
14. **Rebidding:** The Purchasing Agent reserves the right, when only one bid has been received by the bid closing date, to delay the opening of bids to another advertised date and time in order to revise specifications and/or establish further competition for the commodity or service required. The one (1) bid received will be returned unopened to the offeror for re-submittal at the new date and time of bid closing.
15. **Bid Response:** The City is interested in doing business with your firm. In the event you are unable to quote on this requirement, please submit a "no bid response" which will indicate your desire to remain on the City's active vendor list. In addition, please indicate the reason/reasons you are unable to participate in this solicitation.
16. **Bid Acceptance:** A bid acceptance period of sixty (60) calendar days is required. Bids offering less than sixty (60) calendar days may be rejected. Unless otherwise indicated, sixty (60) days prevail. In the event bid evaluation and award are projected to exceed sixty (60) days, the Purchasing Agent may request bidder to extend bid acceptance time for a reasonable period of time in order to make award.
17. **Material Standards:** All material or equipment furnished shall meet the minimum requirements of the Occupational Safety & Health Standards (OSHA) published in the Federal Register or other nationally recognized certifying body.
18. **Inspection and Acceptance:** Inspection and acceptance will be at destination. Until delivery and acceptance, or after any rejection, risk or loss shall be the responsibility of the Contractor unless loss results from negligence of the City.
19. **Variation in Quantity:** No variation in the quantity of any item called for in this contract will be accepted unless such variation has been caused by conditions of loading, shipping, or packing, or allowances in manufacturing processes, and then only to the extent, if any, specified elsewhere in this contract.
20. **Commercial Warranty:** The Contractor agrees that the supplies or services furnished under this contract shall be covered by the most favorable commercial warranties the Contractor gives to any customer for such supplies or services and that the rights and remedies provided herein are in addition to and do not limit any rights afforded to the City by any other clause of this contract or by law.
21. **Discounts:** Discount time will be computed from date of delivery at place of acceptance or from receipt of correct invoice at the office specified by the City, whichever is later. For discount purposes, payment is made when the check is mailed.

22. **Patents:** The successful bidder shall defend, indemnify and save harmless, the City of Columbia, Missouri, against all claims for royalties for patents or suit for infringement thereon which may be involved in the manufacture or use of the material to be furnished.
23. **Hold Harmless Agreement:** To the fullest extent not prohibited by law, Contractor shall indemnify and hold harmless the City of Columbia, its directors, officers, agents, and employees from and against all claims, damages, losses and expenses (including but not limited to attorney's fees) arising by reason of any act or failure to act, negligent or otherwise, of Contractor, of any subcontractor (meaning anyone, including but not limited to consultants having a contract with Contractor or a subcontractor for part of the services), of anyone directly or indirectly employed by Contractor or by any subcontractor, or of anyone for whose acts the Contractor or its subcontractor may be liable, in connection with providing these services. This provision does not, however, require Contractor to indemnify, hold harmless, or defend the City of Columbia from its own negligence.
24. **Contract Changes:** The Purchasing Agent may at any time, by a written order, make changes within the general scope of this contract in (a) drawings, designs, or specifications, where the supplies to be furnished are to be specially manufactured for the City in accordance therewith, (b) method of shipment or packing, and (c) place of delivery. If any such change causes an increase or decrease, an equitable adjustment shall be made by written modification of the contract. Any claim by the Contractor for adjustment under this clause must be made within thirty (30) days from the date of receipt by the Contractor of the notification of change; provided that the Purchasing Agent, if he or she decides that the facts justify such action, may receive and act upon such claim if submitted prior to final payment under this contract. Failure to agree to any adjustment shall be a dispute within the meaning of the paragraph entitled "Disputes". However, nothing in this clause shall excuse the Contractor from proceeding with the contract as changed.
25. **Disputes:** If any dispute concerning a question of fact arises under this contract, other than termination for default or convenience, the Contractor and the City Department responsible for the administration of this contract shall make a good faith effort to resolve the dispute. If the dispute cannot be resolved by agreement, then the Purchasing Agent with advice of the City Counselor, shall resolve the dispute and send a written copy of his decision to the Contractor and the responsible City Department.
26. **Termination for Default:** The Purchasing Agent may, by written notice, terminate this contract in whole or in part for failure of the Contractor to perform any of the provisions thereof. In such event, the Contractor shall be liable for damages, including the excess cost of reprocurring similar supplies or services; provided, that if (a) it is determined for any reason that the Contractor was not in default or, (b) failure to perform is beyond the Contractor's or subcontractor's control, fault or negligence, the termination shall be deemed to be a termination for convenience. In general, termination for default shall be effective ten (10) days from the Contractor's receipt of notice. In the event the good or services provided under the contract are deemed to serve an emergency purpose, and the provision of those goods/services is somehow compromised, the Purchasing Agent reserves the right to issue an immediate, same day, termination notice and secure the goods/services elsewhere.
27. **Termination for Convenience:** The Purchasing Agent may, by written notice, terminate this contract in whole or in part when it is in the best interest of the City. If this contract is for supplies and is so terminated, the Contractor shall be compensated in accordance with his auditable costs to point of notification of termination. To the extent that this contract is for services and is so terminated, the City shall be liable only for payment in accordance with the payment provisions of this contract for services rendered to the effective date of termination. Termination for convenience shall be effective thirty (30) days from the Contractor's receipt of notice unless a longer time period is provided in the notice.

28. **Term & Supply Contract Defined:** A term and supply contract shall be deemed to mean a contract under which the supplier of articles, commodities, supplies, materials and equipment agrees to furnish all of the needs of the various departments of the City for the articles, commodities, supplies, materials and equipment set forth in the quotation, during the period of the contract at the unit price bid and as required from time to time by the City, be such needs in excess of or less than the estimated quantities set forth in the Request for Quotation. The contract will provide that the City will purchase, by issuance of Purchase Orders, such articles, commodities, supplies, materials and equipment solely from the supplier to whom the requirement contract is awarded for the contract term.
29. **Estimated Quantities:** The estimated quantities indicated in this Request for Quotation represent anticipated requirements only and are not purchased hereby, nor is the City obligated in any way to purchase the quantities shown. The right is reserved to exceed or diminish these estimates or to omit any one or more items if desired.
30. **Fund Allocation:** Continuance of any resulting agreement, contract or issuance of purchase orders after September 30 of the current calendar year is contingent upon the allocation of City funds for the next proceeding fiscal year, (10/1-9/30).
31. **Conflict of Interest:** No salaried officer or employee of the City, and no member of the City Council shall have a financial interest, direct or indirect, in this contract. A violation of this provision renders the contract void. Federal conflict of interest regulations and applicable provisions of Sections 105.450 – 105.496 shall not be violated. Contractor covenants that it presently has no interest and shall not acquire any interest, direct or indirect, which would conflict in any manner or degree with the performance of services to be performed under this contract. The Contractor further covenants that in the performance of this contract no person having such interest shall be employed.
- OFFICIALS NOT TO BENEFIT:** No regular employee or elected or appointed member of the City Government shall be admitted to any share or part of this contract, or to any benefit that shall arise there from; but this provision shall not be construed to extend to this contract if made with a corporation for its general benefit.
32. **Hazardous Material:** When material furnished is hazardous material as defined by D.O.T. regulations, the following certification must be made on the bill of lading: "This is to certify that the above named articles are properly classified, described, packaged, marked and labeled and are in proper condition for transportation according to applicable regulations of the Department of Transportation."
33. **Domestic Products:** Bidders are encouraged to offer products manufactured, assembled or produced in the United States if the quality and price are comparable with other goods.
34. **Debarment and Suspension:** By submission of its response, the Contractor certifies that neither it nor its principals is presently debarred or suspended by any Federal Department or agency, including listing in the U.S. General Services Administrations List of Parties Excluded from Federal Procurement or Non-Procurement programs; or if the amount of this response is equal to or in excess of \$100,000, that neither it nor its principals nor its subcontractors receiving sub-awards equal to or in excess of \$100,000 is presently disbarred, suspended, proposed for debarment, declared ineligible or voluntarily excluded from participation in this transaction by an Federal Department , agency or prevision of law. If the Contractor is unable to certify any of the statements in this certification, the responder must attach an explanation to its response.

35. **Americans with Disabilities Act:** The successful contractor agrees to comply with all applicable provisions of the Americans with Disabilities Act and the regulations implementing the Act, including those regulations governing employment practices. If this contract involves the contractor providing services directly to the public, the successful contractor shall make the services, programs and activities governed by this agreement accessible to the disabled as required by the Americans with Disabilities Act and its implementing regulations. Payment of funds under this agreement is conditional upon the successful contractor certifying to the City Manager in writing that it is complying with the Americans with Disabilities Act and 28 CFR Part 35 and suspension.
36. **Non-Discrimination in Employment:** In connection with the furnishing of supplies or performance of work under this contract, the Contractor agrees to comply with the Fair Labor Standard Act, Fair Employment Practices, Equal Opportunity Employment Act, and all other applicable Federal and State Laws, and further agrees to insert the foregoing provision in all subcontracts awarded hereunder.
37. **DBE Firms:** It is the policy of the City of Columbia that businesses owned by socially and economically disadvantaged individuals are encouraged to participate in bidding and performance of City contracts. Consequently, the requirements of 49 CFR Part 26 (as amended) and the City's implementing state regulations in Title 7 CSR Division 10, Chapter 8, "Disadvantaged Business Enterprise Program", will apply to any contract with federal funds. If federal funds are involved in this contract they shall be so identified in the Notice to Bidders.
38. **Business License Requirements:** Unless exempted by City ordinance, any company awarded a contract with the City, who operates an office(s) within the City limits of Columbia, will be required to obtain a business license.

RFQ# 148/2017

PAGERS AND PAGING SERVICES TERM & SUPPLY SPECIFICATIONS

PURPOSE:

For furnishing Various City of Columbia Departments with Pagers and Paging Services, as needed and requested from date of this award through October 31, 2018.

TERM:

This contract term is from date of award through October 31, 2018 and is subject to renewal following the end of the first contract period, for four additional one-year periods, based upon agreement by both parties as to pricing, delivery, etc. If, in the opinion of the using City departments and Purchasing Agent, vendor service and unit reliability becomes a chronic, recurring problem, this contract may be canceled by the City for non-compliance to these requirements, delivery problems or other just cause so deemed by the City upon 10 days written notice to the vendor.

The buyer shall notify the vendor of the City's intent to exercise its option to renew sixty (60) days in advance of the contract expiration date in order that the necessary planning, scheduling, and mutually agreed upon changes may be made. However, failure to notify does not waive the right to exercise this option, provided that notice is given prior to the expiration date of the contract.

Any exceptions to these conditions or specifications must be stated *IN WRITING* and attached to the vendor's bid document. If responding electronically exceptions to these conditions may be stated as a bid note within the electronic bid document. If responding with a written bid, written exceptions must be attached to the bid document submitted by the vendor. If not otherwise stated, compliance with stated terms, conditions, and specifications will be assumed. Failure to provide any requested information may result in the rejection of your bid.

The pager brands and item numbers listed in the bid document are the types and brands currently in use by City departments. Where the vendor is asked to quote new pager pricing for pagers which have become obsolete or are no longer offered, the vendor shall quote the manufacturer's replacement pager or any other manufacturer's pager which is equal to the pager requested and describe the differences in the bid's Item Notes. Please provide manufacturer's descriptive literature for all pagers quoted in the bid document, and indicate the bid line number to which the literature applies.

The City may purchase new pagers from other suppliers from time to time which shall be added to the frequency of this service. All pricing indicated shall remain firm during the contract period unless otherwise noted.

The City also reserves the right to add or delete pagers as needed during the term of this contract.

Any questions or clarifications of bid documents should be addressed to Zach McLeland, Procurement Officer, Phone: 573-874-7374, Email: zmccl@colga.gov.

RFQ# 148/2017

PAGERS AND PAGING SERVICES TERM & SUPPLY SPECIFICATIONS

The response of the successful vendor shall serve along with the purchase orders as the contract for the services and goods requested. A separate purchase order will be issued to each using Department/Division for the contract period and will be renewed for each additional year of the contract for a term not to exceed five years. All invoices shall be sent to City of Columbia Finance Department, Accounts Payable Division, P.O. Box 7236, Columbia, MO 65205 and must indicate which Department/Division the invoice is for and show the appropriate purchase order number.

VENDOR REQUIREMENTS

The quality of service and performance the City has experienced during the term of the current Contract, must be maintained by the vendor awarded this contract. The vendor must provide a minimum of one local representative to handle the City's account and also a local representative who will handle pager repairs for the City. The names and qualifications shall be provided as part of the vendor's quotation.

Pagers shall operate automatically without changing frequencies or the addition of multiple phone numbers. The frequency currently in use by City pagers is 158.700; the encoding format is Poc Sag and/or Super Poc Sag. **If the vendor's pagers do not meet these criteria, please provide a detailed description attached to their online bid document of how you intend to address this issue and what the cost to the City will be.**

The vendor shall provide coverage area maps for local and wide area showing the boundaries.

The vendor shall provide full in-building coverage throughout the coverage area.

The City may elect to use the vendor for repairs.

If requested, the vendor shall provide training on pagers and features at no cost for each new Subscriber. If requested, the vendor shall provide samples of pagers offered for evaluation prior to award in order to test coverage areas.

SERVICE INTERRUPTIONS:

The City shall be notified immediately of any unplanned or accidental interruption of service. In the past, the City's Joint Communications Department has experienced unplanned service outages to their "specialty routers" (dispatch fire and ambulance pagers in addition to radio dispatch) *when normal pager service has not been interrupted*. Should this occur, vendor shall immediately notify the City's Joint Communication's Shift Supervisor, by calling 573-874-7470. This is required because of the critical, emergency situations to which all the City emergency services respond.

The City shall be notified at least 24 hours in advance of the vendor's planned interruption of service for durations longer than 15 minutes due to maintenance of system, etc. Notice of the vendor's planned interruption shall be sent via a page to each City of Columbia pager to ensure that all pager holders receive this notification.

Contractor's Insurance.

Contractor shall maintain, on a primary basis and at its sole expense, at all times during the life of the Agreement the following insurance coverages, limits, including endorsements described herein. The requirements contained herein, as well as the City's review or acceptance of insurance maintained by Contractor is not intended to, and shall not in any manner limit or qualify the liabilities or obligations assumed by Contractor under the Agreement. Coverage to be provided as follows by a carrier with A.M. Best minimum rating of A- VIII.

- a. **Workers' Compensation & Employers Liability.** Contractor shall maintain Workers' Compensation in accordance with Missouri State Statutes or provide evidence of monopolistic state coverage. Employers Liability with the following limits: \$500,000 each accident, disease each employee and disease policy limit.
- b. **Commercial General Liability.** Contractor shall maintain Commercial General Liability at a limit of not less than \$2,000,000 Each Occurrence, \$3,000,000 Annual Aggregate. Coverage shall not contain any endorsement(s) excluding nor limiting Product/Completed Operations, Contractual Liability or Cross Liability.
- c. **Business Auto Liability.** Contractor shall maintain Business Automobile Liability at a limit not less than \$2,000,000 Each Occurrence. Coverage shall include liability for Owned, Non-Owned & Hired automobiles. In the event Contractor does not own automobiles, Contractor agrees to maintain coverage for Hired & Non-Owned Auto Liability, which may be satisfied by way of endorsement to the Commercial General Liability policy or separate Business Auto Liability policy.
- d. Contractor may satisfy the minimum liability limits required for Commercial General Liability or Business Auto Liability under an Umbrella or Excess Liability policy. There is no minimum per occurrence limit of liability under the Umbrella or Excess Liability; however, the Annual Aggregate limit shall not be less than the highest "Each Occurrence" limit for either Commercial General Liability or Business Auto Liability. Contractor agrees to endorse the City as an Additional Insured on the Umbrella or Excess Liability, unless the Certificate of Insurance state the Umbrella or Excess Liability provides coverage on a "Follow-Form" basis.
- e. The City of Columbia, its elected officials and employees are to be Additional Insured with respect to the project to which these insurance requirements pertain. A certificate of insurance evidencing all coverage required is to be provided at least 10 days prior to the Effective Date of the Agreement between the contractor and the City. Contractor is required to maintain coverages as stated and required to notify the City of a Carrier Change or cancellation within two (2) business days. The City reserves the right to request a copy of the policy.

RFQ # 148/2017 Pagers and Paging Services Term & Supply

Description	Note	Response	Required Y/N
Terms and Conditions	Bidder agrees to accept the attached Terms & Conditions		Y
Payment Terms	Indicate Preferred Payment Terms:		Y
Cooperative Contracting	Indicate if you will offer the same pricing to members of the Mid-Missouri Public Purchasing Cooperative? (Not responding to this question will not impact the evaluation of this bid.)		N
CERTIFICATION OF NON-RESIDENT/FOREIGN CONTRACTORS:	If the Contractor is a foreign corporation or nonresident Contractor, it is agreed that the Contractor shall procure and maintain during the life of this contract: A. A certificate of authority to transact business in the State of Missouri from the Secretary of State, unless exempt pursuant to the provisions of Section 351.572 RSMo. B. A certificate from the Missouri Director of Revenue evidencing compliance with transient employer financial assurance law, unless exempt pursuant to the provisions of Section 285.230 RSMo.		Y
Delivery ARO (After Receipt of Order)	Indicate number of calendar days required to deliver after receipt of Purchase Order.		Y
Staff	Provide the number of employees on your staff and the percent (%) of work on this project that will be done by your own staff		Y
Other Business Name(s)	If you have done business under a different name, please give that name and location:		Y
Have you ever failed to complete any work awarded to your company?	Have you ever failed to complete any work awarded to your company? If so, where and why?		Y
References	List three references, minimum, for same type of work performed in the past six months. State name and telephone number of contact person, as well as nature and cost of appraisal(s). Attach separate sheet if necessary.		Y
Term and Supply Contract Conditions	TERM AND SUPPLY CONTRACT for furnishing City of Columbia with Pagers and Paging Services, as needed and as requested, from date of award through October 31, 2018. AGREE PRICES WILL BE FIRM FOR THE FIRST YEAR OF THE CONTRACT PERIOD.		Y

Renewal Options	<p>Term & Supply Contract Renewal Options: Contract subject for renewal at the end of the first contract period, for four (4) additional one-year periods, based upon agreement by both parties as to pricing, delivery, past vendor service, etc. This contract may be canceled by the City upon 10 days written notice to the vendor for non-compliance to these requirements, delivery problems, or other just cause so deemed by the City.</p>	Y
Contract Administration Contact	<p>Please provide the contact information for the person in your firm responsible for contracting and authorizing renewals of the contract.</p>	Y
Descriptive Literature	<p>Vendor shall provide Descriptive literature for each item shown in this bid document using any of the following methods: by uploading and attaching to their bid response; by emailing literature to the Procurement Officer named on the bid document; or by mailing descriptive literature to the City of Columbia Purchasing Division, 701 E. Broadway, 5TH Floor, Columbia, MO 65205. Literature sent via U. S. Mail must be received by the City Purchasing Division prior to Bid Closing Date and Time. (Please write bid number on outside of envelope.)</p>	Y
Walk-in Service	<p>Is walk in service available if City employees need to pick up pagers or need repairs from vendor's facility? Indicate Yes or No.</p> <p>If yes, provide the address of the location(s) where this service is available.</p>	Y
Pricing and Evaluation:	<p>The price entered for each item shown in the bid document (excluding discount line items) shall be the price the City is expected to pay. All discounts must be applied to the pricing quoted. No further computations will be required to compare pricing provided by bidders.</p> <p>Selection: The City of Columbia will select the bid offer or offers that best meet its operating needs, whether the prices are lowest or not.</p>	Y

RFQ 148/2017 Pagers and Paging Services Term & Supply

Item	Description	Quantity/Unit	Unit Price
ITEM 1: MONTHLY COST NUMERIC (DISPLAY) PAGERS	MONTHLY COST OF AIRTIME FOR CITY OWNED NUMERIC (DISPLAY) PAGERS, LOCAL SERVICE	EACH/PER MONTH	
ITEM: 2 MONTHLY COST ALPHA/NUMERIC PAGERS	MONTHLY COST OF AIRTIME FOR CITY OWNED ALPHA/NUMERIC PAGERS, LOCAL SERVICE	EACH/PER MONTH	
ITEM 3: MONTHLY COST VOICE PAGERS	MONTHLY COST OF AIRTIME FOR CITY OWNED VOICE PAGERS, LOCAL SERVICE	EACH/PER MONTH	
ITEM 4: MONTHLY COST VOICE MAIL	ADDITIONAL MONTHLY COST FOR VOICE MAIL.	EACH/PER MONTH	
ITEM 5: MONTHLY COST CUSTOMIZED GREETING	ADDITIONAL MONTHLY COST FOR CUSTOMIZED GREETING.	EACH/PER MONTH	
ITEM 6: MONTHLY COST WIDE COVERAGE	MONTHLY COST FOR WIDE COVERAGE PER PAGER.	EACH/PER MONTH	
ITEM 7: MONTHLY COST STATEWIDE COVERAGE	MONTHLY COST FOR STATEWIDE COVERAGE	EACH/PER MONTH	
ITEM 8: MONTHLY COST ANSWERING SERVICE	MONTHLY COST FOR ANSWERING SERVICE	EACH/PER MONTH	
ITEM 9: BRAVO LX PAGER, MOTOROLA OR EQUAL	PURCHASE PRICE FOR BRAVO LX PAGER, MOTOROLA OR EQUAL	EACH	
ITEM 10: ULTRA EXPRESS, MOTOROLA OR EQUAL	PURCHASE PRICE FOR ULTRA EXPRESS PAGER, MOTOROLA OR EQUAL	EACH	
ITEM 11: ADVISOR GOLD PAGER, MOTOROLA OR EQUAL	PURCHASE PRICE FOR ADVISOR GOLD PAGER, MOTOROLA OR EQUAL	EACH	
ITEM 12: REFURBISHED ADVISOR GOLD PAGER, MOTOROLA OR EQUAL	PURCHASE PRICE FOR REFURBISHED ADVISOR GOLD PAGER, MOTOROLA OR EQUAL	EACH	
ITEM 13: REFURBISHED EP2B2 PAGER, PANASONIC OR EQUAL	PURCHASE PRICE FOR REFURBISHED EP-2B2 PAGER, PANASONIC OR EQUAL	EACH	
ITEM 14: EP-2B2 PAGER, PANASONIC OR EQUAL	PURCHASE PRICE FOR EP-2B2 PAGER, PANASONIC OR EQUAL	EACH	
ITEM 15: 2-WAY PAGER, MOTOROLA T900 OR EQUAL	PURCHASE PRICE FOR 2-WAY PAGER, MOTOROLA T900 OR EQUAL	EACH	
ITEM 16: 2-WAY MESSAGING SERVICE FOR ITEMS 14 AND 15 NATIONWIDE COVERAGE	MONTHLY COST OF 2-WAY MESSAGING SERVICE FOR ITEMS 14 AND 15 NATIONWIDE COVERAGE	EACH/PER MONTH	
ITEM 17: FLAT RATE CHARGE FOR PAGER REPAIR	FLAT RATE CHARGE FOR PAGER REPAIR, QUOTE TO INCLUDE PARTS AND LABOR	EACH	
ITEM 18: REPAIR RATE IF FLAT RATE DOES NOT APPLY	PRICE FOR PAGER REPAIR IF FLAT RATE CHARGE (QUOTED ON ITEM 17 DOES NOT APPLY) OR IS NOT OFFERED.	DEFINE	

THE UNDERSIGNED BIDDER, having examined the specifications, general specifications and other proposed contract documents, and all addenda thereto; and being acquainted with and fully understanding (a) the extent and character of the work covered by this quotation; (b) the location, arrangement, and specified requirements of the proposed work; (c) local conditions relative to labor, transportation, hauling and delivery facilities; and (d) all other factors and conditions affecting or which may be affected by the work,

HEREBY PROPOSES to furnish all required materials, supplies, equipment, tools and plant; to perform all necessary labor and supervision; and to install, erect, equip, and complete all work stipulated in, required by, and in accordance with the proposed contract documents, specifications, and other documents referred to herein (as altered, amended, or modified by all addenda hereto) for and in consideration of the prices stated herein. All prices stated herein are firm. Missouri Sales and Use Tax are not to be included in this pricing.

The City reserves the right to reject any and all bids, to waive technical defects, and to select the bid(s) deemed most advantageous to the City. The undersigned certifies that he/she has the authority to bind this company in an agreement to supply the service or commodity in accordance with all terms and conditions specified herein. Please type or print the information below.

Company Name	Authorized Representative (PRINT)
Address	Authorized Representative (Signature)
City / State / ZIP	Title
Telephone Number	Date
Fax Number	Tax ID Number
Email Address	Entity Type

City of Columbia Purchasing

Bid Information

Bid Owner Zachary McLeland
Email zachary.mcleland@como.gov
Phone 573 (874) 7374
Fax
Bid Number 148/2017
Title PAGERS AND PAGING
SERVICES T&S
Bid Type RFQ-F
Issue Date 10/10/2017
Close Date 10/31/2017 02:00:00 PM (CT)

Contact Information

Address CITY OF COLUMBIA - FINANCE
PURCHASING
701 E. BROADWAY, 5TH FLOOR
COLUMBIA, MO 65201
Contact Department
Building FINANCE/PURCHASING DIV
Floor/Room
Telephone
Fax
Email

Ship to Information

Address
Contact Department
Building
Floor/Room
Telephone
Fax
Email

Supplier Information

Company Name
Contact Name
Address

Telephone
Fax
Email

Supplier Notes

By submitting your response, you certify that you are authorized to represent and bind your company.

Signature _____

Date ____ / ____ / ____

Bid Notes

BIDDERS ARE ENCOURAGED TO USE THE ELECTRONIC BID SYSTEM FOR SUBMITTING BIDS AND MUST COMPLETE ALL REQUIRED FIELDS. NO FAX OR E-MAIL RESPONSES WILL BE ACCEPTED. IF YOU CHOOSE TO SUBMIT MANUALLY, (hard paper copy) PRINT THE "INVITATION" LISTED UNDER "DOCUMENTS" IN ITS ENTIRETY, COMPLETE AND SUBMIT TO PURCHASING, 701 E. BROADWAY, 5TH FLOOR, COLUMBIA MO 65201, UNTIL THE BID CLOSING DATE AND TIME. BIDS MUST BE IN A SEALED ENVELOPE AND HAVE THE BID NUMBER AND DESCRIPTION CLEARLY LABELED ON THE OUTSIDE OF THE ENVELOPE.

Bid Activities

Bid Messages

Bid Attachments

The following attachments are associated with this opportunity and will need to be retrieved separately

#	Filename	Description
Header	Terms & Conditions of E bidding - Revised 8-26-13.pdf	
Header	Insurance Requirements.pdf	Insurance Requirements
Header	148-2017 Specifications.pdf	Specifications

Bid Attachments Requested

The following attachments are requested with this opportunity

Bid Attributes

Please review the following and respond where necessary

#	Name	Note	Response
1	Terms & Conditions Acceptance	Bidder agrees to accept the attached Terms & Conditions	_____ (Required)
2	Payment Terms	Indicate Payment Terms:	_____ (Required)
3	Cooperative Contract Pricing	Would you be willing to offer the same pricing to members of the Mid-Missouri Public Purchasing Cooperative? (Not responding to this question will not impact the evaluation of this bid.)	_____ (Optional)
4	CERTIFICATION OF NON-RESIDENT/FOREIGN CONTRACTORS:	If the Contractor is a foreign corporation or nonresident Contractor, it is agreed that the Contractor shall procure and maintain during the life of this contract: A. A certificate of authority to transact business in the State of Missouri from the Secretary of State, unless exempt pursuant to the provisions of Section 351.572 RSMo. B. A certificate from the Missouri Director of Revenue evidencing compliance with transient employer financial assurance law, unless exempt pursuant to the provisions of Section 285.230 RSMo.	_____ (Required)
5	Delivery ARO (After Receipt of Order)	Indicate number of calendar days required to deliver after receipt of Purchase Order.	_____ (Required)
6	Staff	Provide the number of employees on your staff and the percent (%) of work on this project that will be done by your own staff	_____ (Required)
7	If you have done business under a different name, please give that name and location:	If you have done business under a different name, please give that name and location:	_____ (Optional)
8	Have you ever failed to complete any work awarded to your company?	Have you ever failed to complete any work awarded to your company? If so, where and why?	_____ (Required)
9	References	List three references, minimum, for same type of work performed in the past six months. State name and telephone number of contact person, as well as nature and cost of appraisal(s). Attach separate sheet if necessary.	_____ (Required)
10	Term and Supply Contract Conditions	TERM AND SUPPLY CONTRACT for furnishing City of Columbia with ITEM(S) DESCRIPTION, as needed and as requested, from date of award through October 31, 2018. AGREE PRICES WILL BE FIRM FOR THE FIRST YEAR OF THE CONTRACT PERIOD.	_____ (Required)
11	Renewal Options	Term & Supply Contract Renewal Options: Contract subject for renewal at the end of the first contract period, for four (4) additional one-year periods, based upon agreement by both parties as to pricing, delivery, past vendor service, etc. This contract may be canceled by the	_____ (Required)

City upon 10 days written notice to the vendor for non-compliance to these requirements, delivery problems, or other just cause so deemed by the City.

- 12 Contract Administration Contact _____ (Required)
Provide the contact information for the person in your firm responsible for contracting and authorizing renewals of the contract.
Name/Job Title/Phone/Fax/Email
- 13 Descriptive Literature _____ (Required)
Vendor shall provide Descriptive literature for each item shown in this bid document using any of the following methods: by uploading and attaching to their bid response; by emailing literature to the Buyer named on page 1 of this document; or by mailing descriptive literature to the City of Columbia Purchasing Division, 701 E. Broadway, 5TH Floor, Columbia, MO 65205. Literature sent via U. S. Mail must be received by the City Purchasing Division prior to Bid Closing Date and Time. (Please write bid number on outside of envelope.)
- 14 Walk-in Service _____ (Required)
Is walk-in service available if City employees need to pick up pagers or need repairs from vendor's facility?

If yes, provide the address of the location(s) where this service is available.
- 15 Pricing and Evaluation _____ (Required)
The price entered for each item shown in the bid document (excluding discount line items) shall be the price the City is expected to pay. All discounts must be applied to the pricing quoted. No further computations will be required to compare pricing provided by bidders.

Selection: The City of Columbia will select the bid offer or offers that best meet its operating needs, whether the prices are lowest or not

Line Items

#	Qty	UOM	Description	Response
1	1	EA / PER MONTH	MONTHLY COST OF NUMERIC (DISPLAY) PAGERS	
		Manufacturer: _____	Manufacturer #: _____	\$ _____ (Optional) Unit Price
Item Notes: MONTHLY COST OF AIRTIME FOR CITY OWNED NUMERIC (DISPLAY) PAGERS, LOCAL SERVICE				
Supplier Notes: _____				
2	1	EA / PER MONTH	MONTHLY COST ALPHA / NUMERIC PAGERS	
		Manufacturer: _____	Manufacturer #: _____	\$ _____ (Optional) Unit Price
Item Notes: MONTHLY COST OF AIRTIME FOR CITY OWNED ALPHA / NUMERIC PAGERS, LOCAL SERVICE				
Supplier Notes: _____				
3	1	EA / PER MONTH	MONTHLY COST VOICE PAGERS	
		Manufacturer: _____	Manufacturer #: _____	\$ _____ (Optional) Unit Price
Item Notes: MONTHLY COST OF AIRTIME FOR CITY OWNED VOICE PAGERS, LOCAL SERVICE				
Supplier Notes: _____				
4	1	EA / PER MONTH	MONTHLY COST OF VOICEMAIL	
		Manufacturer: _____	Manufacturer #: _____	\$ _____ (Optional) Unit Price
Item Notes: ADDITIONAL MONTHLY COST FOR VOICEMAIL				
Supplier Notes: _____				
5	1	EA / PER MONTH	MONTHLY COST FOR CUSTOMIZED GREETING	
		Manufacturer: _____	Manufacturer #: _____	\$ _____ (Optional) Unit Price
Item Notes: ADDITIONAL MONTHLY COST FOR CUSTOMIZED GREETING				
Supplier Notes: _____				

6 1 EA / PER MONTHLY COST WIDE COVERAGE
MONTH
Manufacturer: _____ Manufacturer #: _____ \$ _____
(Optional)
Unit Price

Item Notes: MONTHLY COST FOR WIDE COVERAGE PER PAGER

Supplier Notes: _____

7 1 EA / PER MONTHLY COST FOR STATEWIDE COVERAGE
MONTH
Manufacturer: _____ Manufacturer #: _____ \$ _____
(Optional)
Unit Price

Item Notes: MONTHLY COST FOR STATEWIDE COVERAGE

Supplier Notes: _____

8 1 EA / PER MONTHLY COST FOR ANSWERING SERVICES
MONTH
Manufacturer: _____ Manufacturer #: _____ \$ _____
(Optional)
Unit Price

Item Notes: MONTHLY COST FOR ANSWERING SERVICES

Supplier Notes: _____

9 1 EA BRAVO LX PAGER, MOTOROLA OR EQUAL
Manufacturer: _____ Manufacturer #: _____ \$ _____
(Optional)
Unit Price

Item Notes: PURCHASE PRICE FOR BRAVO LX PAGER, MOTOROLA OR EQUAL

Supplier Notes: _____

10 1 EA ULTRA EXPRESS, MOTOROLA OR EQUAL
Manufacturer: _____ Manufacturer #: _____ \$ _____
(Optional)
Unit Price

Item Notes: PURCHASE PRICE FOR ULTRA EXPRESS PAGER, MOTOROLA OR EQUAL

Supplier Notes: _____

11 1 EA ADVISOR GOLD PAGER, MOTOROLA OR EQUAL
Manufacturer: _____ Manufacturer #: _____ \$ _____
(Optional)
Unit Price

Item Notes: PURCHASE PRICE FOR ADVISOR GOLD PAGER, MOTOROLA OR EQUAL

Supplier Notes: _____

12 1 EA REFURBISHED ADVISOR GOLD PAGER, MOTOROLA OR EQUAL
Manufacturer: _____ Manufacturer #: _____ \$ _____
(Optional)
Unit Price

Item Notes: PURCHASE PRICE FOR A REFURBISHED ADVISOR GOLD PAGER, MOTOROLA OR EQUAL

Supplier Notes: _____

13 1 EA REFURBISHED EP-2B2 PAGER, PANASONIC OR EQUAL
Manufacturer: _____ Manufacturer #: _____ \$ _____
(Optional)
Unit Price

Item Notes: PURCHASE PRICE FOR A REFURBISHED EP-2B2 PAGER, PANASONIC OR EQUAL

Supplier Notes: _____

14 1 EA EP-2B2 PAGER, PANASONIC OR EQUAL
Manufacturer: _____ Manufacturer #: _____ \$ _____
(Optional)
Unit Price

Item Notes: PURCHASE PRICE FOR A NEW EP-2B2 PAGER, PANASONIC OR EQUAL

Supplier Notes: _____

15 1 EA 2-WAY PAGER, MOTOROLA T900 OR EQUAL
Manufacturer: _____ Manufacturer #: _____ \$ _____
(Optional)
Unit Price

Item Notes: PURCHASE PRICE FOR 2-WAY PAGER, MOTOROLA T900 OR EQUAL

Supplier Notes: _____

16 1 EA / PER 2-WAY MESSAGING SERVICE FOR ITEMS 14 & 15, NATIONWIDE COVERAGE
MONTH
Manufacturer: _____ Manufacturer #: _____ \$ _____
(Optional)
Unit Price

Item Notes: MONTHLY COST OF 2-WAY MESSAGING SERVICE FOR ITEMS 14 & 15, NATIONWIDE COVERAGE

Supplier Notes: _____

17 1 EA FLAT RATE CHARGE FOR PAGER REPAIR
Manufacturer: _____ Manufacturer #: _____ \$ _____
(Optional)
Unit Price

Item Notes: FLAT RATE CHARGE FOR PAGER REPAIR, QUOTE TO INCLUDE PARTS AND LABOR

Supplier Notes: _____

18 1 DEFINE REPAIR RATE IF FLAT RATE DOES NOT APPLY
Manufacturer: _____ Manufacturer #: _____ \$ _____
(Optional)
Unit Price

Item Notes: PRICE FOR PAGER REPAIR IF FLAT RATE CHARGE (QUOTED ON ITEM 17 DOES NOT APPLY) OR IS NOT OFFERED

Supplier Notes: _____

15 -2018

CERTIFIED COPY OF ORDER

STATE OF MISSOURI

January Session of the January Adjourned

Term. 20 18

County of Boone

} ca.

In the County Commission of said county, on the 9th day of January 20 18

the following, among other proceedings, were had, viz:

Now on this day the County Commission of the County of Boone does hereby approve the acceptance of the attached 2018/2019 Violence Against Women Act (VAWA) grant for the period January 1, 2018 through December 31, 2019.

Done this 9th day of January, 2018.

ATTEST:

Taylor W. Burks
Taylor W. Burks
Clerk of the County Commission

Daniel K. Atwill
Daniel K. Atwill
Presiding Commissioner
Fred J. Pardy
Fred J. Pardy
District I Commissioner
Janet M. Thompson
Janet M. Thompson
District II Commissioner



DANIEL K. KNIGHT, Prosecutor

Office of the Boone County Prosecuting Attorney
705 E. Walnut Street – Courthouse
Columbia, Missouri 65201-4485
573-886-4100
FAX: 573-886-4148

January 9, 2018

TO: Commissioner Atwill
Commissioner Parry
Commissioner Thompson

FROM: Boone County Prosecuting Attorney's Office

RE: 2018/2019 Violence Against Women Act (VAWA) Grant Acceptance

We are requesting your approval to accept the grant award for our Violence Against Women Act grant through the Department of Public Safety.

We have been receiving grant funds through VAWA since 1998, and continue to serve approximately 1000 victims of domestic violence each year.

Unfortunately, there was a cut in VAWA funding for 2018/2019. There were approximately \$5 million in non-law enforcement project requests and just over \$2.2 million available to fund these requests. No new projects or line items were funded and all projects were required to undergo cuts. The funding for our assistant prosecuting attorneys was cut by \$15,146.73 over the prior 2-year grant cycle.

Our grant award includes continued funding for part of the salary of two assistant prosecuting attorneys dedicated to domestic violence.

This is a 2-year grant cycle – January 1, 2018 through December 31, 2019. There is a 25% matching requirement. The federal share is \$136,311.33 and the local match is \$45,437.10. The matching funds are provided by the General Fund.

Thank you for your consideration of this request.

Missouri Department of Public Safety

Application

87685 - 2018-2019 STOP VAWA Funding Opportunity

87764 - 2018-2019 STOP Violence Against Women (VAWA)

STOP Violence Against Women Grant (VAWA)

Status: Correcting
Submitted Date: 10/17/2017 2:27 PM

Primary Contact

Name:*	Office Administrator	Bonnie	Adkins
	Title	First Name	Last Name
Job Title:	Office Administrator		
Email:	badkins@boonecountymmo.org		
Mailing Address:	Boone County Prosecuting Attorney		
Street Address 1:	705 E. Walnut Street		
Street Address 2:			
*	Columbia	Missouri	65201
	City	State/Province	Postal Code/Zip
Phone:*	573-886-4112		Ext.
Fax:	573-886-4148		

Organization Information

Applicant Agency:	Boone County, Prosecutor's Office
Organization Type:	Government
Federal Tax ID#:	436000349
DUNS #:	073755977

CCR Code: 4SWR3 11/14/2017
Valid Until Date
Organization Website: www.showmeboone.com
Mailing Address: Boone County
Street Address 1: 801 E. Walnut Street
Street Address 2:
City* Columbia Missouri 65201 0449
City State/Province Postal Code/Zip + 4
County: Boone
Congressional District: 09
Phone:* 573-886-4305 Ext.
Fax: 573-886-3311

Contact Information

Authorized Official

The Authorized Official is the individual that has the ability to legally bind the applicant agency in a contract (e.g. Board President, Presiding Commissioner, Mayor, City Administrator, University President, State Department Director).

The Authorized Official and the Project Director cannot be the same person.

Authorized Official:* Presiding Commission Daniel Atwill
Title First Name Last Name
Job Title: Presiding Commission
Agency: Boone County
Mailing Address: 801 E. Walnut Street
Street Address 1:
Street Address 2:
AOCity* Columbia Missouri 65201
City State Zip Code
Email: datwill@boonecountymo.org
Phone:* 573-886-4107 Ext.
Fax: 573-886-3311
Project Director

The Project Director is the individual that will have direct oversight of the proposed project.

The Authorized Official and the Project Director cannot be the same person.

If the project agency is a local law enforcement agency, the Project Director shall be the chief or sheriff of that agency. Exceptions to this requirement are the St. Louis Metropolitan Police Department and the Kansas City Police Department.

Project Director:* Office Administrator Bonnie Adkins
Title First Name Last Name

Job Title: Office Administrator

Agency: Boone County Prosecuting Attorney's Office

Mailing Address: 705 E. Walnut Street

Street Address 1:

Street Address 2:

PDCity* Columbia Missouri 65201
City State Zip Code

Email: badkins@boonecountymo.org

Phone:* 573-886-4112
Ext.

Fax: 573-886-4148

Fiscal Officer

The Fiscal Officer is the individual who has responsibility for accounting and audit issues at the applicant agency level (e.g. City Clerk, County Treasurer, Director of Finance, Accountant).

Fiscal Officer:* Boone County Treasurer Tom Darrough
Title First Name Last Name

Job Title: Boone County Treasurer

Agency: Boone County Treasurer's Office

Mailing Address: 801 E. Walnut Street

Street Address 1:

Street Address 2:

FOCity* Columbia Missouri 65201
City State Zip Code

Email: tdarrough@boonecountymo.org

Phone:* 573-886-4365
Ext.

Fax 573-886-4369

Project Contact Person

The Project Contact Person should be the individual who is most familiar with the program this grant will fund.

This person can be the Project Director if that individual is most familiar with the program.

Project Contact Person:*	Office Administrator	Bonnie	Adkins
	Title	First Name	Last Name
Job Title:	Office Administrator		
Agency:	Boone County Prosecuting Attorney's Office		
Mailing Address:	705 E. Walnut Street		
Street Address 1:			
Street Address 2:			
OCCity*	Columbia	Missouri	65201
	City	State	Zip Code
Email:	badkins@boonecountymo.org		
Phone:*	573-886-4112		Ext.
Fax:	573-886-4148		

Non-Profit Chairperson

Enter the name and address of the individual serving as the organization's board chairperson. Please provide an address other than the agency address.

This section is not applicable to agencies that are not considered a 501 (c) (3) non-profit organization.

Non-Profit Chairperson:			
	Title	First Name	Last Name
Job Title:			
Agency:			
Mailing Address:			
Street Address 1:			
Street Address 2:			
NCCity		Missouri	
	City	State	Zip Code
Email:			
Phone:			Ext.
Fax			

Project Summary

Application Type: Continuation
Current Subaward Number(s): 2014-VAWA-0004-NC
Program Category: Prosecution, Victim Services
Project Type: Local
Geographic Area: Boone County, Missouri

Brief Summary: The Boone County Prosecuting Attorney's Office has a long history of addressing the needs of domestic violence victims in Boone County and we have been a part of the Domestic Violence Enforcement Unit (DOVE Unit), a continuing collaboration of agencies, since 1998. The mission of the DOVE Unit is to decrease the level of domestic violence by aggressively investigating domestic violence cases, ensuring victim safety, promoting deterrence, and interrupting the cycle of violence. The domestic violence prosecutors interview victims, allow them to express their wishes about the case outcome and attempt to prosecute even the cases where the victim is unable to participate. The DOVE Unit continues to be a vital program dedicated to serving victims of domestic violence in Boone County.

Program Income Generated: No

Statement of the Problem

Statement of the Problem

This section must address the need for grant funds and the proposed project.

Define the problem that you will be attempting to impact with the project for which you are requesting funds. Be specific.

Do not include every issue the Applicant Agency addresses, but only the one(s) that will be impacted by the use of the grant funds being requested. (Please note that the problem is NOT a lack of staff, counselors, equipment, etc. This is the result of the problem).

Since you are competing with other agencies for limited funds, you should document as extensively and as factually as possible the definition of the problem.

This section must justify the proposed services to be outlined in the Methodology section.

This section should include relevant facts and local statistics on incidents of crime, the number of victims served during the past year - (two years, three years, etc.), existing resources, demographic and geographic specifications, etc. that document and support the stated problem.

Provide crime statistics for all areas served; do not provide global statistics - information must be specific to the service area.

The County of Boone is located in the center of the state at the crossroads of major East-West and North-South highways. Columbia is the 5th largest city in Missouri. Columbia is the County Seat, and the City of Columbia covers 53.5 square miles. Demographics are of an urban, semi-urban and rural composition with a diverse ethnic population.

Population by race and gender for the **City of Columbia** for 2016 & 2017.

Gender:

Male 52,458
 Female 56,042
 Total 108,500

Ethnicity:

White	85,742	79%
Black/African American	12,217	11%
Asian	5,628	5%
Hispanic or Latino	3,729	3%
Two or More Races	3,327	3%
Some other race	1,155	1%
American Indian	362	Below 1%
Three or more races	262	Below 1%

The following lists the most recent demographics available for the **County of Boone**:

Year	2012	2013	2014
County Population	168,535	170,773	172,717
Population Growth	1.62%	1.33%	1.14%
Median Household Income	\$40,395	\$41,028	Unavailable
County Unemployment Rate	4%	4.5%	4.1%

Ethnicity:

White Non-Hispanic	85%
African America/Black	9%
Asian/Pacific Islander	3%
Other	3%

Gender:

Male 46%
 Female 54%

With the prosperity and growth of this community in the last decade has come a more volatile crime rate. As illustrated below, there has been a dramatic increase in felony crime in Boone County over the past three years.

FELONIES & MISDEMEANORS FILED:

	2014	2015	2016	2017
Misdemeanor	5499	5519	5494	4826
Felony	1102	1437	1589	1670
Total	6601	6956	7083	6496

The number of misdemeanors has remained fairly constant over the past three years but the number and severity of felony crimes has escalated. Specifically, there has been an increase in the number of robbery, burglary, and gang/gun-related crimes.

DOMESTIC VIOLENCE/SEXUAL ASSAULT OFFENSES:

2014	2015	2016	2017
1135	1257	1251	1216

DOMESTIC VIOLENCE/SEXUAL ASSAULT VICTIMS SERVED:

2014	2015	2016	2017
791	875	1022	948

Certainly, these figures indicate the ongoing need for a coordinated response to violence against women in Boone County. We currently serve around 2800 victims of crime per year and approximately 1/3 of the cases involve domestic violence victims. Research supports the fact that women are at an increased risk of violence committed by an intimate or known partner and that this violence often escalates over time. The coercive power of the justice system can be especially effective at preventing further criminal behavior when it utilizes a coordinated, specialized, and timely response. Implementation of Boone County's domestic violence docket has further necessitated coordination among service providers. Shortened bond returns (10 days) require more rapid, comprehensive follow-up with victims to assess safety and solicit input regarding filing decisions.

Prosecutors handling violence against women cases have the challenging task of balancing the safety of victims and community while holding offenders accountable. In many cases, the assistant prosecuting attorneys must proceed with a criminal prosecution without the victim's active participation. Economic dependence, fear, or the desire for reconciliation are some of the complicated dynamics that can impact a victim's willingness or ability to participate in a prosecution. The Boone County Prosecuting Attorney's office receives law enforcement referrals for over 1000 domestic violence offenses each year. Between 15 and 20% of the victims are either unavailable or unwilling to assist. By utilizing an aggressive, specialized response, our DOVE Unit removes, as much as possible, the weight of a case resting solely on the victim's shoulders.

Type of Program

Methodology/Type of Program

1. Provide a brief synopsis of the Agency and the type(s) of victim services the agency provides. Outline the services to be funded **by this specific project**. Include who will provide these services, how services are accessed, and who will benefit from the services. Flow charts and chronological outlines are great, but must be supported by additional narrative description.

2. Explain how services are delivered in compliance with **either** the Missouri Coalition Against Domestic and Sexual Violence (MCADSV) Standards **or** the Missouri Department of Public Safety/Crime Victims Services Unit (MoCVSU) Program Standards and Guidelines. **Please do not simply state the agency is in compliance!**

NOTE: Agencies that **primarily serve domestic and/or sexual violence victims** will be required to comply with the MCADSV Standards. (These agencies **will not** be required to comply with the MoCVSU Program Standards and Guidelines).

All other agencies (**those NOT primarily serving victims of domestic violence and/or sexual violence**) will be required to comply with the MoCVSU Program Standards and Guidelines. (These agencies **will not** be required to adhere to the MCADSV Standards).

MCADSV Standards and MoCVSU Program Standards and Guidelines can be downloaded as separate documents from the DPS website, or by using the links above.

3. Outline how your agency will coordinate the activities of this project with other service providers, such as law enforcement, prosecuting attorneys, courts, and other agencies within your community. **Coordination efforts should be supported by and tie back to submitted letters of collaboration and/or MOUs.**

Our 2018/2019 STOP funds request is to continue the funding for two assistant prosecuting attorneys. These assistant prosecuting attorney positions are critical to providing sufficient resources to serve victims of domestic and sexual violence in Boone County.

When probable cause is established that a domestic violence crime has occurred, local law enforcement agencies forward criminal cases to the Boone County Prosecuting Attorney's office for review. Cases are assigned to a designated DV prosecutor. These cases include: misdemeanor and felony domestic violence, harassment, stalking, violation of orders of protection, burglary, property damage and sexual assault or misconduct. The assistant prosecutors have 10 working days to make a filing or charging decision. Domestic violence cases are reviewed within 24 hours of receipt from a referring law enforcement agency. In felony cases, contact is made with the victim as soon as possible. One of our victim specialists will contact the victim to assess safety/support, solicit input, and discuss expectations. The victim specialist will also attempt to schedule a face-to-face meeting between the victim and DV prosecutor. In misdemeanor cases, a letter will be sent to the victim informing them of their rights and requesting follow up contact with the DV victim specialist. If time permits, the victim specialist will attempt to follow the felony protocol as phone contact seems to increase the likelihood of victim participation.

Once a filing decision has been made, the assistant prosecutor and a victim specialist again contact the crime victim to discuss needs and expectations. With victim input and legal analysis, the assistant prosecutors recommend bonds and punishment that take into consideration the nature of the crime and the danger to the victim and community. Range of punishment options are considered, utilizing victim impact information, the elements of the charging offense and the offender's criminal history. The assistant prosecutors manage the criminal case to ensure a successful resolution. This involves trial preparation or plea agreements with the defense. The assistant prosecutors and the victim specialists work with the victim to mandate punishment that may include a batterer's intervention program, alcohol or drug rehabilitation or other mental health services. Throughout this process of investigation and prosecution, the assistant prosecutors and the victim specialists work hand in hand to anticipate victim's needs, provide for their safety and security while minimizing any harm to the victim that may come from participating in the criminal process.

The Boone County Prosecuting Attorney's office offers services in compliance with MoCVSU Services Standards and Guidelines. Regarding organizational administration, the Boone County Personnel Policy Manual contains policies that comply with employment law and prohibit discrimination. Confidential personnel files for paid staff and volunteers include criminal background checks, written job descriptions, completed job applications, resumes, references and a signed confidentiality statement/volunteer agreement. The Administrative Manual for the Prosecuting Attorney's office contains information about the daily operations of the office, safety/security procedures, and the provision of services by the Domestic Violence Enforcement Unit. The Administrative Manual contains written procedures on how our office will respond to non-English speaking persons as well as victims that are vision, hearing and speaking impaired. Confidentiality guidelines outlined by MoCVSU are adhered to by staff and volunteers working with the Domestic Violence Enforcement Unit. All volunteers sign a confidentiality agreement. Documentation of service provision is maintained in a secure area only accessible to paid staff or authorized volunteers. The Boone County Prosecuting Attorney's office uses Prosecutor by Karpel case management software which maintains a confidential data collection and record-keeping system that allows only authorized victim services staff members to access victim information. This case

Regarding guidelines for training, all project staff members are expected to be familiar with and adhere to MoCVSU training curricula that address the historical context of domestic and sexual violence, the dynamics of abusive relationships, safety planning, and trauma-informed/coordinated response to victims. At a minimum, volunteers receive forty hours of observational training in the prosecutor's office and an additional twelve hours of domestic violence and sexual violence training is provided by True North Women's Shelter. Training is required for all personnel who provide direct services (i.e. crisis intervention, case management and court advocacy) to victims of domestic violence and their children. This includes a minimum of six hours of ongoing professional development/continuing education during the calendar year. The assistant prosecuting attorneys and the DV victim specialist attend specialized domestic violence training through the Missouri Association of Prosecuting Attorneys each year to keep current on domestic violence issues and are encouraged to attend MCADSV trainings whenever possible.

Service standards and guidelines for direct service provision are consistent with MoCVSU recommendations. Crisis intervention services are offered only by trained staff or volunteers and involve interactions designed to stabilize the victim's emotions, clarify issues and expectations and provide ongoing support and assistance. A critical aspect of case management and court advocacy service provision is to minimize further harm while helping the victim plan for her future. Members of the Domestic Violence Enforcement Unit must be familiar with community resources and maintain relationships with ancillary service providers in order to provide comprehensive case management services. Collaboration is a cornerstone of the DOVE Unit's service provision. Coordination and communication with other service providers is active ongoing and occurs on a daily basis.

Timely communication between first responders and members of the Boone County Prosecuting Attorney's office DOVE unit is critical in ensuring victims' safety, anticipating victims' needs/expectations, and holding domestic and sexual violence offenders accountable. Members of law enforcement and True North (local advocacy and shelter program) contact the DOVE unit members on a daily basis to coordinate service provision. Regularly scheduled monthly meetings are held with the Boone County Prosecuting Attorney's office, Columbia Police Department, the Boone County Sheriff's Department, Probation & Parole, Family Counseling Center, and True North women's shelter to review service provision protocols for battered women and to coordinate services for victims in active criminal investigations and prosecutions.

Members of the DOVE Unit play a vital role in the continued coordination of victims services through training and ongoing education. Members of the DOVE Unit participate in annual collaborative training for local law enforcement. In addition, DOVE Unit members participate in volunteer training at True North as well as training for the Sexual Assault Nurse Examiner (SANE) programs at local hospitals, law enforcement agencies, psychiatric facilities, True North women's shelter, the University of Missouri, and other counseling and social service organizations.

Consultation with Victim Services

Prosecution, Law Enforcement and Court based applicants Only:

Consultation with Victim Services Narrative

Prosecution, Law Enforcement and Court based applicants are required to consult with state or local victim service programs during the course of developing their grant applications in order to ensure that the proposed services, activities and equipment acquisitions are designed to promote the safety, confidentiality and economic independence of victims of domestic violence, sexual assault, stalking and dating violence.

Please explain in detail the process undertaken to meet this requirement.

This grant application was written in consultation with members of the DOVE Unit and administrative staff. Proposed services and activities between the Boone County Prosecutor's Office, Boone County Sheriff's Department, True North, the Columbia Police Department, Probation & Parole and our local batterer's intervention/counseling program reflect the core assumptions and values of the victim services movement. Violence against women poses unique challenges and requires a specialized response from the justice system. Trauma-informed service delivery must be utilized. This project is part of a larger collaborative, multidisciplinary effort that continues to strengthen partnerships with community allies, hold offenders accountable, and empower women who experience violence and other forms of coercion. A copy of our signed Memorandum of Agreement is attached to this application.

Number of Victims to Be Served

Number of Victims to Be Served

Indicate the anticipated number of victims to be served by this VAWA funded project.

Do not include the total number of victims served by your agency, but the number that will be served specifically by this particular project.

For victims of domestic and/or sexual violence break out the number of women to be served, men to be served, and children to be served separately.

These numbers should match what is listed on the VAWA Data Report.

Give statistics from previous years to support your estimate.

The Boone County Prosecuting Attorney's Office anticipates receiving approximately 2000 domestic violence offense referrals with this project and serving around 1500 domestic violence victims during the two year grant cycle. As mentioned previously in this application, approximately 15-20% of victims who initially participate in a criminal investigation do not participate in the court process. All identified victims of domestic violence, regardless of their ability or willingness to assist in the prosecution of the offender, will have access to services provided by the DOVE unit prosecuting attorneys.

Year	DV Offenses	DV Victims Served
2014	1135	791
2015	1257	875
2016	1251	1022
2017	1216	948

Goals and Objectives

Organization Type	Objective	Objectives Percentage (%)
Prosecutors	Increase individualized contact (in person, mail, email or phone communication) between the prosecutors office and survivors by _____%	0
Prosecutors	_____ % of survivors will report having received information about the criminal justice process and their individualized case	90
Prosecutors	_____ % of survivors will report having received information on available community resources	90

Evaluation Procedure

Evaluation Procedure

The evaluation component of the application should tie to the goals and objectives. Describe the process to be used to determine the effectiveness of your program and the effect of your program on the victims served, such as pre- and post-testing, surveys, client-satisfaction evaluations, etc (it is helpful to attach blank samples of these tools, if available). Explain how data is assessed and used to improve services to victims. This must also include a description of the data to be collected, as outlined in the Program Description, to prepare any progress reports and/or final reports required by the Violence Against Women Act.

Our goal is to hold batterers accountable while continuing to strengthen services to victims of domestic violence, sexual violence and dating violence.

Evaluating progress toward program goals/objectives will be accomplished by tracking the feedback gathered from our victim services survey, soliciting verbal feedback from victims and by gathering data collected from our case management system. The elected prosecutor, the project manager, the assistant prosecuting attorneys handling domestic violence cases and their assigned advocate will review and evaluate surveys as they are received. The surveys will be reviewed annually as well and feedback will be taken into account throughout the grant cycle.

Victim services surveys will be mailed to all identified victims of crime at the disposition of the case. In our closing letter to victims, instructions outlining how to access this evaluation tool on our website will also be provided. Our survey is available in Spanish and can be translated directly on our website. Surveys will also be handed directly to the victim and emailed to the victim midway through their case in an effort to increase the number of surveys returned to our office.

Project data from the surveys and our case management system will be compared to previous years to help evaluate our services to victims of crime in Boone County. A copy of the survey in English and in Spanish is attached to this application.

Our objectives will be evaluated as follows:

Objective #1 - Increase individualized contact (in person, mail, email or phone communication) between the prosecutor's office and survivors. Our victim services survey is one of the data sources for evaluation of this objective. All identified victims will be sent a survey at the close of their case. The survey currently contains two questions that inquire about how they were contacted by the DV victim specialist and the DV assistant prosecutors -- individually, in person, by mail, on the phone or by email. If we are granted funds to add the DV investigator we will add the investigator to the survey for evaluation purposes. The desired result will be individual contact by the prosecutor, the victim specialist or the investigator with more than one type of contact. Historically, the return rate of our surveys has been very low despite providing self-addressed stamped envelopes. To gain additional feedback the prosecutors, the victim specialist and the investigator will elicit verbal feedback from the victims when they have in-person and phone communication. An affirmative response will be the desired result.

•90% of the survivors will indicate that they were contacted by the prosecutor, the victim specialist or the investigator with more than one type of contact.

Objective #2 - Survivors will report having received information about the criminal justice process and their individualized case. Our victim services survey is one of the data sources for evaluation of this objective. The survey contains a question that inquires if the prosecutor's office provided them with information about the criminal justice system process and their individualized case. Again, due to the low rate of return on our surveys, the DV assistant prosecutors, the DV victim specialist and the DV investigator will elicit verbal feedback from the victims when they have in-person and phone communication to gain additional information. An affirmative response will be the desired result.

•90% of the survivors will indicate that they received information about the criminal justice process and their individualized case.

Objective #3 - Survivors will report having received information on available community resources.

Our victim services survey is one of the data sources for evaluation of this objective. The survey contains a question that inquires if the prosecutor's office provided them with information about community resources. Again, due to the low rate of return, the DV assistant prosecutors, the DV victim specialist and DV investigator will elicit verbal feedback from the victims when they have in-person and phone communication to gain additional information. An affirmative response will be the desired result.

•90% of the survivors will indicate that they received information about the criminal justice process and their individualized case.

Evaluation of progress toward goals/objectives is also accomplished by gathering data entered in our case management system. We will collect and maintain service statistics (ie. type of service provided), including demographic data for all domestic violence victims served by our DV assistant prosecutors, our DV victim specialist and our DV investigator and review them annually. We will also collaborate with our DOVE Unit partners at our monthly meetings -- reviewing cases and outcomes in an effort to further evaluate and improve our services to victims of domestic violence in Boone County.

Report of Success

Goal

Measurable Objectives

VAWA Outcomes

Maintain individualized contact (in person, mail, email or phone communication) between the prosecutor's office and survivors. (100%)

Maintain individualized contact (in person, mail, email or phone communication?) between the prosecutor's office and survivors. (100%)

Individualized contact between the prosecuting attorneys office and survivors was maintained during the grant cycle. During the 2 year grant cycle from January 1, 2016 through September 15, 2017 we have served 1474 victims of domestic violence. 100% of the victims received in person, mail, email or phone communication from either the advocate or assistant prosecuting attorney assigned to the case. When compared with the previous grant cycle, individualized contact with victims was maintained at 100%.

90% of survivors will report having received information about the criminal justice process and their individualized case.

90% of survivors will report having received information about the criminal justice process and their individualized case.

During the 2 year grant cycle from January 1, 2016 through September 15, 2017 the DV victim specialist & DV prosecutors served 1474 victims of domestic violence. Surveys were sent to 100% of the DV victims and 27 surveys were returned to our office. 15 victims stated that they received information about the criminal justice process & their individual case from our office, 4 said they did not receive any information and 8 didn't respond to the question at all. 55.56% of the victims who responded to this question said they understood their role. The DV victim specialist and DV assistant prosecutors, through verbal communication, verified that each victim they worked with understood their role in the criminal justice process. We continually have difficulty getting victims to return surveys to our office. In an effort to improve our survey response, this year we set up a special mailbox called VICTIMSFIRST. This email allows the DV victim specialist to send an email from the VICTIMSFIRST mailbox providing a direct link to our website to fill out the survey. With the advancements in digital technology, most victims have an email address they can access through their computer or cell phone. Unfortunately so far this new approach has not increased our number of completed surveys.

90% of survivors will report having received information on available community resources.

90% of survivors will report having received information on available community resources.

During the 2 year grant cycle from January 1, 2016 through September 15, 2017 the DV victim specialist and the DV assistant prosecuting attorneys served 1474 victims of domestic violence. Surveys were sent to 100% of the victims and 27 surveys were returned to our office and 11 victims stated that they received information on community resources, 5 victims stated that they did not receive any information, and 11 victims didn't answer the question at all. 40.74% of the victims who responded to this question stated that they received information about community resources. The DV victim specialist through verbal communication verified that those victims needing referrals to community resources were provided with that information.

Personnel

Name	Title	Position	Employment Status	Salary per Pay Period	Number of Pay Periods	% of Grant Funded Time	Total Cost	Local Match %	Local Match Share	Federal/State Share
Jessica Caldera (2018)	Assistant Prosecuting Attorney	Retained	FT	\$2,620.80	26.0	69.33	\$47,242.02	25.0	\$11,810.50	\$35,431.51
Jessica Caldera (2019)	Assistant Prosecuting Attorney	Retained	FT	\$2,620.80	26.0	69.32	\$47,235.20	25.0	\$11,808.80	\$35,426.40
Susan Boresi (2018)	Assistant Prosecuting Attorney	Retained	FT	\$2,421.08	26.0	69.32	\$43,635.61	25.0	\$10,908.90	\$32,726.71

Susan Boresi (2019)	Assistant Prosecuting Attorney	Retained FT	\$2,421.08	26.0	69.32	\$43,635.61	25.0	\$10,908.90	\$32,726.71
						\$181,748.44		\$45,437.10	\$136,311.33

Personnel Justification

Personnel Justification

If personnel is included in the budget, provide justification for each position.

If the position is new (created), provide a description of the job responsibilities the individual will be expected to perform. If the position exists (retained), provide a description of the job responsibilities and the experience and/or any certification the individual possesses.

If using Match in this section please identify who will be providing these funds and describe the source of the funds.

If a salary increase is included, address the type/reason for such increase, the percentage of increase, and the effective date of the increase.

If an increase and/or new line item is being requested, please explain why it is being requested and how the agency has paid for this expense in the past.

Supplanting DOES apply to non-profit agencies as well as government agencies.

The Boone County Prosecuting Attorney's office is requesting a continuation of funding for two domestic violence assistant prosecuting attorneys, Jessica Caldera and Susan Boresi.

Jessica Caldera's 2018 & 2019 salary will be \$68,140.80 per year. A 2% merit increase was given for 2018. We are not factoring in any increase in salary for 2019 due to the cut in funding. Jessica received her Juris Doctorate in May 2011 from Indiana University Maurer School of Law. She received her Bachelor of Journalism in Strategic Communications and a Minor in Business from the University of Missouri - Columbia. She was an assistant attorney general with the Missouri Attorney General's office from 2011 through July 2013 when she was hired by the Boone County Prosecutor's office as an assistant prosecutor. She began working with the DOVE Unit in May 2016.

Susan Boresi's 2018 & 2019 salary will be \$62,947.88 per year. A 2% merit increase was given for 2018. We are not factoring in any increase for 2019 due to the cut in funding. Sue began working for the Boone County Prosecuting Attorney's office in September 2017. Sue received her Juris Doctorate from the St. Louis University School of Law in 1983 and her Bachelor of Arts in Political Science from the University of Missouri - Columbia in 1979. She worked as an assistant attorney general in the Missouri Attorney General's office from 1993 to April 2017 when she retired. She was the Chief Counsel for the Division of Public Safety from 2012 - April 2017 and Deputy Chief Counsel for the Division of Public Safety from 2011-2012.

The responsibilities of the domestic violence assistant prosecutors in the Boone County Prosecuting Attorney's office include: conducting factual and legal analysis of domestic violence reports submitted by law enforcement; determining whether charges should be filed based on the facts and the law; representing the State of Missouri in criminal prosecution of domestic violence cases including arraignments, motions, plea agreements, probation violation proceedings, depositions and jury trials; preparing domestic violence cases for trial by identification of witnesses, internal investigation, conferring with domestic violence victims, and establishing trial strategy designed to secure a verdict of guilty.

REQUIRED KNOWLEDGE, SKILLS AND ABILITIES

Possess a Juris Doctorate (J.D.) and a minimum of three years of law practice experience; or the equivalent combination of education and experience.

Possess a valid license from the Missouri Bar Association to practice Law in the State of Missouri.

Excellent oral and written communication skills.

Ability to read, analyze, and interpret the most complex documents.

Ability to respond effectively to the most sensitive inquiries or complaints.

Personnel Benefits

Category	Item	Salary/Pre mium	Percentag e/# of Periods	% of Funding Requested	Total Cost	Local Match %	Local Match Share	Federal/St ate Share
					\$0.00		\$0.00	\$0.00

Personnel Benefits Justification

Benefits Justification

If personnel benefits are included in the budget, provide justification for each fringe benefit.

If using Match in this section please identify who will be providing these funds and describe the source of the funds.

If your agency anticipates a premium or rate change during the contract period, indicate the effective date of change and the reasoning for such change.

If an increase and/or new line item is being requested, please explain why it is being requested and how the agency has paid for this expense in the past.

Supplanting DOES apply to non-profit agencies as well as government agencies.

PRN/Overtime

Name	Title	PRN/Overti me Pay	Hours on Project	Total Cost	Local Match %	Local Match Share	Federal/Stat e Share
				\$0.00		\$0.00	\$0.00

PRN/Overtime Justification

PRN/Overtime Justification

If PRN/Overtime is included in the budget, provide justification for the expense. Describe why PRN/Overtime funding is necessary and how it will aid in the success of the project.

If using Match in this section please identify who will be providing these funds and describe the source of the funds.

If an PRN/Overtime pay rate increase is included, address the individuals eligibility for such increase, the percentage of increase, and the effective date of the increase.

If an increase and/or new line item is being requested, please explain why it is being requested and how the agency has paid for this expense in the past.

Supplanting DOES apply to non-profit agencies as well as government agencies.

PRN/Overtime Benefits

Category	Item	PRN/Overtime Premium	Percentage/# of Periods	% of Funding Requested	Total Cost	Local Match %	Local Match Share	Federal/State Share
					\$0.00		\$0.00	\$0.00

PRN/Overtime Benefits Justification

PRN/Overtime Benefits Justification

If PRN/Overtime benefits are included in the budget, provide justification for each fringe benefit.

If using Match in this section please identify who will be providing these funds and describe the source of the funds.

If your agency anticipates a premium or rate change during the contract period, indicate the effective date of change and the reasoning for such change.

If an increase and/or new line item is being requested, please explain why it is being requested and how the agency has paid for this expense in the past.

Supplanting DOES apply to non-profit agencies as well as government agencies.

Volunteer Match (\$18.00/hour)

Description of Service	Number of Volunteers	Total Hours	Local Match Share
			\$0.00

Volunteer Match Justification

Volunteer Match Justification

If volunteer match is included in your application explain the number of volunteers that will be used, the activities that they will be conducting and when they will be conducting these activities (day, evening, weekends).

Travel/Training

Item	Category	Unit Cost	Duration	Number	Total Cost	Local Match %	Local Match Share	Federal/State Share
					\$0.00		\$0.00	\$0.00

Travel/Training Justification

Travel/Training Justification

If travel/training is included in the budget, provide justification for each expense and why such is necessary to the success of the proposed project.

For training, identify the name of training or conference, the location, and date(s) of the training. If either the name, location, or date(s) is unknown, clearly identify such.

Describe the anticipated benefit and/or a synopsis of the training and who will be attending such event.

If using Match in this section please identify who will be providing these funds and describe the source of the funds.

If an increase and/or new line item is being requested, please explain why it is being requested and how the agency has paid for this expense in the past.

Supplanting DOES apply to non-profit agencies as well as government agencies.

Equipment

Item	Description	Unit Cost	Quantity	Source of Bid	% of Funding Requested	Total Cost	Local Match %	Local Match Share	Federal/State Share
						\$0.00		\$0.00	\$0.00

Equipment Justification

Equipment Justification

If equipment is included in the budget, provide justification for each item.

Address why the item is needed, whether it is a replacement or an addition, who will use it, and how it will be used.

If using Match in this section please identify who will be providing these funds and describe the source of the funds.

If an increase and/or new line item is being requested, please explain why it is being requested and how the agency has paid for this expense in the past.

Supplanting DOES apply to non-profit agencies as well as government agencies.

Supplies/Operations

Item	Basis for Cost Estimate	Unit Cost	Quantity	% of Funding Requested	Total Cost	Local Match %	Local Match Share	Federal/State Share
					\$0.00		\$0.00	\$0.00

Supplies/Operations Justification

Supplies/Operations Justification

If supplies/operations are included in the budget, provide justification for each expense.

Address why the item is necessary for the proposed project, who will use it, and how it will be used.

If your agency anticipates a rate change during the contract period, indicate the effective date of change and the reasoning for such change.

If using Match in this section please identify who will be providing these funds and describe the source of the funds.

If an increase and/or new line item is being requested, please explain why it is being requested and how the agency has paid for this expense in the past.

Supplanting DOES apply to non-profit agencies as well as government agencies.

Contractual

Item	Basis for Cost Estimate	Unit Cost	Quantity	% of Funding Requested	Total Cost	Local Match %	Local Match Share	Federal/State Share
					\$0.00		\$0.00	\$0.00

Contractual Justification

Contractual Justification

If contractual or consultant services are included in the budget, provide justification for each expense.

Address why each item is necessary for the proposed project and who will benefit from the services.

If your agency anticipates a rate change during the contract period, indicate the effective date of change and the reasoning for such change.

If using Match in this section please identify who will be providing these funds and describe the source of the funds.

If an increase and/or new line item is being requested, please explain why it is being requested and how the agency has paid for this expense in the past.

Supplanting DOES apply to non-profit agencies as well as government agencies.

Indirect Costs

Item	Project Indirect Costs Type	Indirect Rate	Total Indirect Costs	Local Match %	Local Match Share	Federal/State Share:

\$0.00

\$0.00

\$0.00

Indirect Cost Justification

Boone County has an indirect cost rate of 26.89%. Our indirect cost rate proposal was prepared by Kurt K Sames, Director of MAXIUMS Consulting. A copy of our indirect cost rate proposal and Mr. Sames contact information is attached to this application. Our indirect costs are calculated by taking 26.89% of the salaries of our two assistant prosecuting attorneys (84%) We will use 91.1 % of indirect costs as part of our overall 25% match for this grant application.

Total Budget

Total Federal/State Share:	\$136,311.33
Federal/State Share Percentage:	75.0%
Total Local Match Share:	\$45,437.10
Local Match Share Percentage:	25.0%
Total Project Cost:	\$181,748.43

VAWA Data Form

Budget Total: \$136,311.33

*Please only select one category for your proposed project; the percentage should equal 100% for this category.
The requested STOP Program funds will be used for:*

Law Enforcement:*	0%	\$0.00
Prosecution:*	100.0%	\$136,311.33
Victim Services Project:*	0%	\$0.00
Court:*	0%	\$0.00
Discretionary:*	0%	\$0.00
Culturally Specific:*	0%	\$0.00
Other:*	0%	\$0.00

Project Focus: Domestic Violence Services, Sexual Assault Services

Indicate the anticipated number of victims to be served by this STOP funded project

Total Victims of Crime: **1500**
Hotline Calls: **0**

Indicate the anticipated number of women, children, and men to be served by this STOP funded project and the anticipated number of bednights.

Women: **1500**
Children: **0**
Men: **0**
Bed-Nights: **0**

If a training/technical assistance project, show the anticipated number of people and/or communities to be trained:

People: **0**
Communities: **0**

Type of victimization

Budget Total 1	\$136,311.33	
Sexual assault*	10.0%	\$13,631.13
Domestic violence/dating violence*	90.0%	\$122,680.20
Stalking*	0%	\$0.00
Total	100.0% (must equal 100%)	\$136,311.33 (must equal budget total 1)

Audit Requirements

Date last audit was completed:	RubinBrown LLP St Louis, Missouri
Date(s) covered by last audit:	01/01/2015-12/31/2015
Last audit performed by:	RubinBrown LLP St Louis, Missouri
Phone number of auditor:	314-290-3300
Date of next audit:	01/01/2017
Date(s) to be covered by next audit:	01/01/2016-12/31/2016
Next audit will be performed by:	RubinBrown LLP St Louis, Missouri

Total amount of financial assistance received from all entities, including the Missouri Department of Public Safety, during the date(s) covered by your agency's last audit, as indicated above.

The Federal Amount refers to funds received directly from the Federal Government or federal funds passed through state agencies in the form of grants, loans, loan guarantees, property (including donated surplus property), cooperative agreements, interest subsidies, insurance, food commodities, direct appropriations, and other assistance.

The State Amount refers to funds received directly from the State of Missouri, not including federal pass-thru funds, in the form of grants, loans, loan guarantees, property (including donated surplus property), cooperative agreements, interest subsidies, insurance, food commodities, direct appropriations, and other assistance.

Federal Amount:	\$874,593.00
State Amount:	\$2,834,076.00

2018 Required Attachments

Attachment	Description	File Name	File Size	Type
A detailed copy of your agency's organizational chart (REQUIRED)	Organizational Chart VAWA 2017-2019	Organizational Chart VAWA 2017-2019.pdf	81.5 MB	pdf
Agency's Policies & Procedures relating to Internal Controls (REQUIRED)	Boone County Purchasing Policy Manual	BooneCountyPurchasingPolicyManual.pdf	81.5 MB	pdf
Job descriptions and last Pay Stub for personnel involved in this proposed project (REQUIRED)	VAWA Job Descriptions and Pay Stubs 2018/2019	VAWA 2018-2019 Pay Stubs & Job Descriptions.pdf	81.5 MB	pdf
Your agency's profit/loss statement from the past two (2) years for your agency as a whole (if applicable)			81.5 MB	
Your Agency's Current Budget (REQUIRED)	Budget 2017	Budget 2017.pdf	81.5 MB	pdf
Your Agency's Previous Budget (REQUIRED)	Budget 2015 & 2016	Budget 2015&2016.pdf	81.5 MB	pdf
Board of Directors listing (if applicable)			81.5 MB	
Documentation of Nonprofit Status (if applicable)			81.5 MB	
Letters of Collaboration/MOU's (REQUIRED)	DOVE MOU 2017-2020	DOVE MOU-2017-2020.pdf	81.5 MB	pdf
Copy of Contractual Agreement (if applicable)			81.5 MB	
Indirect Cost Rate documentation (if applicable)			81.5 MB	

<p>Agency's most recent financial audit, or financial statement (if audit is unavailable)(REQUIRE D)</p>	<p>Boone County Missouri 2016 Comprehensive Annual Financial Report</p>	<p>Boone County Missouri 2016 CAFR - Final.pdf</p>	<p>81.5 MB</p>	<p>pdf</p>
<p>Acknowledgement of Confidentiality and Privacy Provisions (REQUIRED)</p>	<p>Acknowledgement of Notice of Statutory Requirement to Comply with Confidentiality and Privacy Provisions of the VAWA, amended.</p>	<p>AcknowledgementofN oticetoComplywithCo nfidentiality(2018).pdf</p>	<p>81.5 MB</p>	<p>pdf</p>

Other Attachments

File Name	Description	File Size
Certified Assurances - Signed Copy.pdf	Certified Assurances - Signed Copy	7.4 MB
DOVE Procedural Protocols 2017.pdf	DOVE Unit Procedural Protocols Updated September 2017	4.2 MB
Victim Survey 2017 English Version.pdf	Victim Services Survey - English Version 2017	918 KB
Victim Survey 2017 Spanish Version.pdf	Victim Services Survey - Spanish Version 2017	1010 KB

Risk Assessment

1. Does your agency have prior experience with the same or a similar grant program? **Yes**
2. Are there any findings in the most recent audit that pertain to this or a similar grant program? **No**
2. a. If there are findings in the most recent audit please describe findings.
100 Character Limit
3. Does the agency receive any direct Federal awards? **Yes**
4. Does the agency have new personnel that will be working on this subaward? **No**
- 4.a. If yes, who are the new staff and what are their positions?
5. Does the agency have new fiscal or time accounting systems? **No**

5.a. If yes, what system has changed?

Risk Assessment Completed By:

Bonnie Adkins - Office Administrator

Enter Name and Title

Date Risk Assessment Completed:

10/12/2017

STOP Certification

I certify that the agency has complied with the requirements of the Violence Against Women and Department of Justice Reauthorization Act of 2005 during the course of developing this application for grant funds by consulting with victim service programs to ensure that the proposed services and activities are designed to promote the safety, confidentiality and economic independence of victims of domestic violence, sexual assault, stalking and dating violence.

Consultation with Victim Services

Yes

Your typed name as the applicant authorized official, in lieu of signature, represents your legal binding acceptance that the agency has consulted with a community victim service agency before submitting this application.

Title:

Presiding Commissioner

Authorized Official Name:

Daniel Atwill

Agency Type

Prosecution

Date:

01/04/2018

Application Certified Assurances

To the best of my knowledge and belief, all data in this application is true and correct, the document has been duly authorized by the governing body of the applicant, and the applicant attests to and/or will comply with the following Certified Assurances if the assistance is awarded:

2018-2019 STOP VAWA Certified Assurances

2016-2017 STOP VAWA Certified Assurances

I am aware that failure to comply with any of the Certified Assurances and/or Confidential Funds Certifications, if applicable, could result in funds being withheld until such time that I, the recipient, take appropriate action to rectify the incident(s) of non-compliance.

I have read and agree to the terms and conditions of the grant. Yes

Your typed name as the applicant authorized official, in lieu of signature, represents your legal binding acceptance of the terms of this application and your statement of the veracity of the representations made in this application.

Title:

Presiding Commissioner

Authorized Official Name:

Daniel Atwill

Date:

01/04/2018

CERTIFIED COPY OF ORDER

STATE OF MISSOURI

January Session of the January Adjourned

Term. 20 18

County of Boone

} ea.

In the County Commission of said county, on the 9th day of January 20 18

the following, among other proceedings, were had, viz:

Now on this day the County Commission of the County of Boone does hereby approve the attached Agreement for Purchase of Services Contract Amendment Number One: The Community Montessori Counseling Partnership.

The terms of the amendment are stipulated in the attached Amendment. It is further ordered the Presiding Commissioner is hereby authorized to sign said Contract Amendment.

Done this 9th day of January, 2018.

ATTEST:

Taylor W. Burks
Taylor W. Burks
Clerk of the County Commission

Daniel K. Atwill
Daniel K. Atwill
Presiding Commissioner

Fred J. Parry
Fred J. Parry
District I Commissioner

Janet M. Thompson
Janet M. Thompson
District II Commissioner

AGREEMENT FOR PURCHASE OF SERVICES
Contract Amendment Number One
The Community Montessori Counseling Partnership

The Agreement for the Strategic Innovation Opportunity Fund dated February 28, 2017 made by Boone County, Missouri and Columbia Community Montessori, for and in consideration of the performance of the respective obligations of the parties set forth herein, is amended as follows:

- 1) Change the contracted agency from Columbia Community Montessori to Rollins Reading Company, DBA Grant Montessori Preschool.
- 2) Except as specifically amended hereunder, all other terms, conditions and provisions of the original agreement shall remain in full force and effect.

IN WITNESS WHEREOF the parties through their duly authorized representatives have executed this agreement on the day and year first above written.

Columbia Community Montessori
By: MICHAEL S. GEMKOW *previous Columbia Montessori*

Boone County, Missouri
By: Boone County Commission

By: *Michael S. Gemkow*
Signature

Daniel K. Atwill
Daniel K. Atwill, Presiding Commissioner

Rollins Reading Company
DBA Grant Montessori Preschool
By: Beverly J. Borduin, Executive Director, The Rollins Reading Company

By: *Beverly J. Borduin*
Signature

APPROVED AS TO FORM:
J. Moore
County Counselor

ATTEST:
Taylor W. Burks
Taylor W. Burks, County Clerk

AUDITOR CERTIFICATION:
In accordance with RSMo. §50.660, I hereby certify that a sufficient unencumbered appropriation balance exists and is available to satisfy the obligation(s) arising from this contract. (Note: Certification of this contract is not required if the terms of this contract do not create a measurable county obligation at this time.)

Cume Pitchford by *12/19/2017* *2161/71100/50* ^{*\$4,240*}
Signature Date Appropriation Account

CERTIFIED COPY OF ORDER

STATE OF MISSOURI

January Session of the January Adjourned

Term. 20 18

County of Boone

} ea.

In the County Commission of said county, on the 9th day of January 20 18

the following, among other proceedings, were had, viz:

Now on this day the County Commission of the County of Boone does hereby approve the Organizational Use of the Boone County Government Center Chambers and Courthouse Plaza by Mid-Missouri Peaceworks for January 20, 2018 from 11:00 a.m. to 4:00 p.m.

Done this 9th day of January, 2018.

ATTEST:

Taylor W. Burks
Taylor W. Burks
Clerk of the County Commission

Daniel K. Atwill
Daniel K. Atwill
Presiding Commissioner

Fred J. Parry
Fred J. Parry
District I Commissioner

Janet M. Thompson
Janet M. Thompson
District II Commissioner

Daniel K. Atwill, Presiding Commissioner
Fred J. Parry, District I Commissioner
Janet M. Thompson, District II Commissioner



Roger B. Wilson
Boone County Government Center
801 East Walnut, Room 333
Columbia, MO 65201-7732
573-886-4305 • FAX 573-886-4311

*11/8/18 updated application
w/ additional info
per DW
request*

Boone County Commission

APPLICATION FOR ORGANIZATIONAL USE OF BOONE COUNTY COURTHOUSE PLAZA

The undersigned organization hereby applies for a use permit to use the Boone County Courthouse Plaza as follows:

Organization: Mid-Missouri Peaceworks

Address: 804-C E. Broadway

City: Columbia State: MO ZIP Code 65201

Phone: 573-875-0539 Website: www.midmopeaceworks.org

Individual Requesting Use: Mark Haim

Position in Organization: Director

Address: Same as above

City: _____ State: _____ ZIP Code _____

Phone: same Email: mail@midmopeaceworks.org

Event: Growing Mid-Missouri Solidarity

Description of Use (ex. Concert, speaker, 5K): Gathering & Short Rally

Date(s) of Use: 1-20-18

Start Time of Setup: 11:00 AM

Start Time of Event: 1:00 PM (If start times vary for multiple day events, please specify)

End Time of Event: 3:30 PM (If end times vary for multiple day events, please specify)

End Time of Cleanup: 4:00 PM (Note: We have not finalized our times as yet, but we'd start no earlier than 11 and be done no later than 4.)

Emergency Contact During Event: Laura Wacker Phone: 314-825-4444

Will this event be open to the public? Yes No

If yes, please explain the publicity that will be used to promote the event, including names and contact information of any promoters: No promoters. Usual grassroots publicity, e-mails, Facebook event, flyers, etc.

Will you be selling non-food items? Yes No

If yes, please provide the following with copies of licenses attached to application:

Missouri Department of Revenue Sales Tax Number: _____

County Merchant's License Number: _____

City Temporary Business License Number: _____

Will outside vendors be selling food, beverages or non-food items at this event? Yes No

If yes, please provide the following information (use separate sheet if necessary):

Vendor	Type of Sales	Contact Information	License Number(s)
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

Will you be requesting a road and/or sidewalk closure? Yes No

If yes, what road(s) and/or sidewalk(s)? We are attempting to secure an indoor location and plan to have a procession from the Plaza to that location. Once we have this information, we can share it.

Please attach to application a copy of the order showing City of Columbia City Council approval.

Does your event include cooking or use of open flames? Yes No

If yes, please provide the Columbia Fire Department Special Events Permit Number: _____

Please attach to application a copy of the approved Columbia Fire Department Special Events Permit

Events that may pose increased responsibilities to the local law enforcement may be required to enlist the services of a professional security company. This will be determined by the Boone County Sheriff's Department and Boone County Commission. If necessary, have you hired a security company to handle security arrangements for this event?

Yes No

If yes, please provide the following:

Security Company: _____

Contact Person Name and Position: _____

Phone: _____ Email: _____

Will you be using portable toilets for your event? Yes No

**Please note: portable toilets are not permitted on the Boone County Courthouse Plaza grounds. Please contact the City of Columbia for options.

If your event is such that requires insurance per the Boone County Courthouse Plaza Rules and Regulations, please provide a copy of acquired insurance plan.

The undersigned organization agrees to abide by the following terms and conditions in the event this application is approved:

1. To notify the Columbia Police Department and Boone County Sheriff's Department of time and date of use and abide by all applicable laws, ordinances and county policies in using Courthouse Plaza grounds.
2. To abide by all rules and regulations as set forth in the Boone County Courthouse Plaza Rules and Regulations document updated July 11, 2013 and attached to this document.
3. To remove all trash or other debris that may be deposited (by participants) on the courthouse grounds and/or in rooms by the organizational use.
4. To repair, replace, or pay for the repair or replacement of damaged property including shrubs, flowers or other landscape caused by participants in the organizational use of courthouse grounds and/or carpet and furnishings in rooms.
5. To conduct its use of Courthouse Plaza grounds in such a manner as to not unreasonably interfere with normal courthouse and/or Boone County Government building functions.
6. To indemnify and hold the County of Boone, its officers, agents and employees, harmless from any and all claims, demands, damages, actions, causes of action or suits of any kind or nature including costs, litigation expenses, attorney fees, judgments, settlements on account of bodily injury or property damage incurred by anyone participating in or attending the organizational use on the courthouse grounds and/or use of rooms as specified in this application.

Organization Representative/Title: Mark Haim/Director

Address: 804-C E. Broadway, Columbia, MO 65201

Phone Number: 573-875-0539 Date of Application: _____

Email Address: mail@midmopeaceworks.org

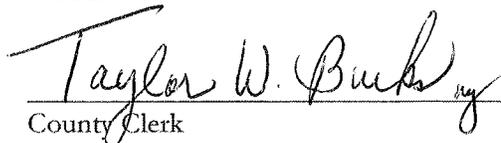
Signature: _____

Applications may be submitted in person or by mail to the Boone County Commission, 801 E. Walnut, Room 333, Columbia, MO 65201 or by email to commission@boonecountymo.org.

PERMIT FOR ORGANIZATIONAL USE OF BOONE COUNTY COURTHOUSE PLAZA

The County of Boone hereby grants the above application for permit in accordance with the terms and conditions above written. The above permit is subject to termination for any reason by duly entered order of the Boone County Commission.

ATTEST:


County Clerk

BOONE COUNTY, MISSOURI


County Commissioner

DATE: 1-9-18



Boone County Commission

APPLICATION FOR ORGANIZATIONAL USE OF BOONE COUNTY CONFERENCE ROOMS

The undersigned organization hereby applies for a use permit to use Boone County Government conference rooms as follows:

Organization: Mid-Missouri Peaceworks

Address: 804-C E. Broadway

City: Columbia State: MO ZIP Code 65201

Phone: 573-875-0539 Website: www.midmopeaceworks.org

Individual Requesting Use: Mark Haim Position in Organization: Director

Facility requested: Chambers Room 301 Room 311 Room 332 Centralia Clinic

Event: Growing Mid-Missouri Solidarity

Description of Use (ex. Speaker, meeting, reception): Indoor site in case inclement and rest room use

Date(s) of Use: 1-20-18

Start Time of Setup: 11 AM Start Time of Event: 1 PM

End Time of Event: 3:30 PM End Time of Cleanup: 4 PM

The undersigned organization agrees to abide by the following terms and conditions in the event this application is approved:

1. To abide by all applicable laws, ordinances and county policies in using Boone County Government conference rooms.
2. To remove all trash or other debris that may be deposited (by participants) in rooms by the organizational use.
3. To repair, replace, or pay for the repair or replacement of damaged property including carpet and furnishings in rooms.
4. To conduct its use in such a manner as to not unreasonably interfere with Boone County Government building functions.
5. To indemnify and hold the County of Boone, its officers, agents and employees, harmless from any and all claims, demands, damages, actions, causes of action or suits of any kind or nature including costs, litigation expenses, attorney fees, judgments, settlements on account of bodily injury or property damage incurred by anyone participating in or attending the organizational use of rooms as specified in this application.

Organization Representative/Title: Mark Haim, Director

Phone Number: 573-875-0539 Date of Application: _____

Email Address: mail@midmopeaceworks.org

Applications may be submitted in person or by mail to the Boone County Commission, 801 E. Walnut, Room 333, Columbia, MO 65201 or by email to commission@boonecountymo.org.

PERMIT FOR ORGANIZATIONAL USE OF BOONE COUNTY GOVERNMENT CONFERENCE ROOMS

The County of Boone hereby grants the above application for permit in accordance with the terms and conditions above written. The above permit is subject to termination for any reason by duly entered order of the Boone County Commission.

ATTEST:

Taylor W. Burkley
County Clerk

BOONE COUNTY, MISSOURI

[Signature]
County Commissioner

DATE: 1-9-18