

Appendix C Pricing Index
DIR-CPO-4821
Terralogic Document Systems, Inc.

Department of Information Resources
Request for Offer DIR-TSO-TMP-419

Managed Print Services, Printers, Copiers, 3D Printers, Scanning, Plotting and Facsimile Equipment and Related Services; Document Imaging Services/Solutions; Enterprise Content Management Products, Software and Services
BID PACKAGE 2 - PRICING INDEX

Instructions

CATEGORIES MUST BE ENTERED IN BIDSTAMP AS LISTED BELOW.

MANAGED PRINT SERVICES, NETWORK DEVICES, NON-NETWORK DEVICES and RELATED SERVICES

- TAB 2 - BIDStamp PRICE SHEET** - Is an EXAMPLE Price Sheet. You will enter each of the offerings in the white/uncolored rows into the BIDStamp VIS Price Form in accordance with RFO Bid Package 1, Section 3.1.1 Pricing.
Vendor must offer only one price for each product listed. The Price to the DIR Customer shall include all shipping and handling fees. If you do not offer anything in the product lines defined, do not add it to the BidStamp VIS Price Form.
!! IMPORTANT!! For this category only enter "MPS" in the BRAND Column !! IMPORTANT !!
DIR has provided Examples, followed by rows below the Examples in white/uncolored rows, which list specific Products for your pricing and entry into the BIDStamp VIS Price Form.
Example: If you do **not** offer a copier line that falls within the M1 Volume Brand (1 - 30 pages per Minute [PPM]) then do not enter that product row in the BIDStamp VIS Price Form.
Example: If you **do** offer a copier line that falls within the M1 Volume Brand (1 - 30 pages per Minute [PPM]) then add it as a row on the BIDStamp VIS Price Form. Add rows for the lowest-priced product and the highest-price product (if you offer both) in multiple rows for the M1 Volume Band in the BIDStamp VIS Price Form.
PRODUCT PART NUMBER/SKU: A product number/SKU must be entered
Discount range (e.g., 0% - 99%) is not allowed.
- TAB 3 - ENTIRE PRODUCT OFFERING - MPS** - The discount being offered shall be based upon the Manufacturer's Suggested Retail Price (MSRP).
TAB 3 - ENTIRE PRODUCT OFFERING - MPS - is not entered in the BidStamp VIS; it is entered in the tab titled "3 - Entire Product Offering - MPS" and submitted in BidStamp VIS as an EXCEL spreadsheet Attachment.
- For all Tabs above - Price to DIR Customer shall include all Shipping and Handling or Transport fees.
- For Tabs 3, 4, 5 and 6, **DO NOT CREATE COLUMNS WITHIN THE TABS.** ENTIRE PRODUCT OFFERINGS SHALL BE COMPLETED ON THE TABS PROVIDED IN THIS BID PACKAGE 2 AND UPLOADED WITH YOUR PROPOSAL AS AN ATTACHMENT.
- IMPORTANT!!!** For BIDStamp ENTRY: An ERROR will occur if the following fields are left blank: BRAND, Product Number/SKU, MSRP and Discount % off MSRP

DOCUMENT IMAGING SERVICES

- TAB 2 - BIDStamp PRICE SHEET** - Is an EXAMPLE Price Sheet. You will enter each of the offerings in the white/uncolored rows into the BIDStamp VIS Price Form in accordance with RFO Bid Package 1, Section 3.1.1 Pricing.
Vendor must offer only one price for each product listed. The Price to the DIR Customer shall include all shipping and handling fees. If you do not offer anything in the product lines defined, do not add it to the BidStamp VIS Price Form.
IMPORTANT!! For this category only enter "DIS" in the BRAND Column !! IMPORTANT !!
DIR has provided Examples, followed by rows below the Examples in white/uncolored rows, which list specific Products for your pricing and entry into the BIDStamp VIS Price Form.
Example: If you do **not** offer a Microfilm (Digital Archive Writer), then do not enter that product row in the BIDStamp VIS Price Form.
Example: If you **do** offer a Microfilm (Digital Archive Writer), then add it as a row on the BIDStamp VIS Price Form.
PRODUCT PART NUMBER/SKU: For DIS PRODUCT PART NUMBER/SKU: if Vendor do not have an assigned Product Part Number/SKU, enter "Services". If providing Service/Solution vendor is listed as Manufacture.
Discount range (e.g., 0% - 99%) is not allowed.
- TAB 4 - ENTIRE PRODUCT OFFERING-DIS** - The discount being offered shall be based upon the Manufacturer's Suggested Retail Price (MSRP).
Vendor will provide a MSRP price list of Services/Solutions being proposed
Discount range (e.g., 0% - 99%) is not allowed.
TAB 4 - ENTIRE PRODUCT OFFERING - DIS - is not entered in the BidStamp VIS; it is entered in the tab titled "4 - Entire Product Offering - DIS" and submitted in BidStamp VIS as an EXCEL spreadsheet Attachment.
- For all Tabs above - Price to DIR Customer shall include all shipping and handling fees.

DOCUMENT IMAGING SERVICES

- 4) For Tabs 3, 4, 5 and 6, DO NOT CREATE COLUMNS WITHIN THE TABS. ENTIRE PRODUCT OFFERINGS SHALL BE COMPLETED ON THE TABS PROVIDED IN THIS BID PACKAGE 2 AND UPLOADED WITH YOUR PROPOSAL AS AN ATTACHMENT.
- 5) **IMPORTANT!!!** For BIDStamp ENTRY: An ERROR will occur if the following fields are left blank: BRAND, Product Number/SKU, MSRP and Discount % off MSRP

ENTERPRISE CONTENT MANAGEMENT PRODUCTS, SOFTWARE, SERVICES, AND RELATED SERVICES

- 1) **TAB 2 - BIDStamp PRICE SHEET** - Is an EXAMPLE Price Sheet. You will enter each of the offerings in the white/uncolored rows into the BIDStamp VIS Price Form in accordance with RFO Bid Package 1, Section 3.1.1 Pricing.
 DIR has provided Examples, followed by rows below the Examples, which list specific Product Categories for your pricing.
IMPORTANT!! For this category only enter "ECM" in the BRAND Column **!! IMPORTANT !!**
PRODUCT PART NUMBER/SKU: A Product Part Number/SKU must be entered
 Discount range (e.g., 0% - 99%) is not allowed.
- 2) **TAB 5 - ENTIRE PRODUCT OFFERING - ECM** - The discount being offered shall be based upon the Manufacturer's Suggested Retail Price (MSRP).
 Vendor will provide an MSRP and Discount for EACH item that they wish to offer on their contract. If a product is not listed it may NOT be offered on their contract.
 Discount range (e.g., 0% - 99%) is not allowed.
 Product/Services detail list Pricing information is not entered in the BidStamp VIS.
TAB 5 - ENTIRE PRODUCT OFFERING - ECM - is not entered in the BidStamp VIS; it is entered in the tab titled "5 - Entire Product Offering - ECM" and submitted in BidStamp VIS as an EXCEL spreadsheet Attachment.
The Entire Product Offering is not entered in the BidStamp VIS; it is entered in "5 - Entire Product Offering - ECM" tab and submitted in BidStamp VIS as an EXCEL spreadsheet in the tab 5 format.
- 3) For all Tabs above - Price to DIR Customer shall include all Shipping, Handling and Transport fees.
- 4) For Tabs 3, 4, 5 and 6, DO NOT CREATE COLUMNS WITHIN THE TABS. ENTIRE PRODUCT OFFERINGS SHALL BE COMPLETED ON THE TABS PROVIDED IN THIS BID PACKAGE 2 AND UPLOADED WITH YOUR PROPOSAL AS AN ATTACHMENT.
- 5) **IMPORTANT!!!** For BIDStamp ENTRY: An ERROR will occur if the following fields are left blank: BRAND, Product Number/SKU, MSRP and Discount % off MSRP

TAB 6 - VOLUME DISCOUNT SHEET- The discount being offered shall be based upon the Manufacturer's Suggested Retail Price (MSRP).
Volume Pricing information is not entered in the BidStamp VIS. If Vendor is proposing Volume Discounts, the service must be listed on the Volume Discount Tab with the associated type or grouped with an associated discount.
 For example:
 ABC Service, 1-5 Units - 10.00% - (two decimals)
 ABC Service, 6-10 Units - 20.00% - (two decimals)
 ABC Service, 10+ Units - 30.00% - (two decimals)
All Volume Discounts will be listed on the Volume Discount Tab and will be submitted in the tab 6 EXCEL spreadsheet format as an Attachment.

Appendix C Pricing Index
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Terralogic Document Systems, Inc.

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2	Department of Information Resources Request for Offer DIR-TSO-TMP-419																													
3	Managed Print Services, Printers, Copiers, 3D Printers, Scanning, Plotting and Facsimile Equipment and Related Services; Document Imaging Services/Solutions; Enterprise Content Management Products, Software and Services																													
4	BID PACKAGE 2 - PRICING SHEET																													
5	<p style="color: red; font-size: small;">* For Vendor reference: DIR CUSTOMER PRICE contains 0.75% DIR Administrative Fee and it will be AUTOMATICALLY calculated once all other cells are filled. For reference purposes, the formula to calculate DIR Customer Price is: DIR Customer Price = MSRP x (1-DIR Discount%) x (1+0.75%) DO NOT make any changes to the format of the grids. Insert additional rows as needed.</p>																													
6	<table border="1" style="margin: auto; border-collapse: collapse;"> <tr> <th colspan="2" style="background-color: #e1eef6;">Monochrome, B&W MFD</th> </tr> <tr> <td style="background-color: #e1eef6;">Volume Band M1</td> <td>1 - 30 Pages Per Minute (PPM)</td> </tr> <tr> <td style="background-color: #e1eef6;">Volume Band M2</td> <td>31 - 49 Pages Per Minute (PPM)</td> </tr> <tr> <td style="background-color: #e1eef6;">Volume Band M3</td> <td>50 - 68 Pages Per Minute (PPM)</td> </tr> <tr> <td style="background-color: #e1eef6;">Volume Band M4</td> <td>69 - 89 Pages Per Minute (PPM)</td> </tr> <tr> <td style="background-color: #e1eef6;">Volume Band M5</td> <td>90 + Pages Per Minute (PPM)</td> </tr> <tr> <th colspan="2" style="background-color: #e1eef6;">Color and B&W MFD</th> </tr> <tr> <td style="background-color: #e1eef6;">Volume Band C1</td> <td>1 - 30 Pages Per Minute (PPM)</td> </tr> <tr> <td style="background-color: #e1eef6;">Volume Band C2</td> <td>31 - 50 Pages Per Minute (PPM)</td> </tr> <tr> <td style="background-color: #e1eef6;">Volume Band C3</td> <td>51 + Pages Per Minute (PPM)</td> </tr> </table>										Monochrome, B&W MFD		Volume Band M1	1 - 30 Pages Per Minute (PPM)	Volume Band M2	31 - 49 Pages Per Minute (PPM)	Volume Band M3	50 - 68 Pages Per Minute (PPM)	Volume Band M4	69 - 89 Pages Per Minute (PPM)	Volume Band M5	90 + Pages Per Minute (PPM)	Color and B&W MFD		Volume Band C1	1 - 30 Pages Per Minute (PPM)	Volume Band C2	31 - 50 Pages Per Minute (PPM)	Volume Band C3	51 + Pages Per Minute (PPM)
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7																														

MANAGED PRINT SERVICES, NETWORK DEVICES, NON-NETWORK DEVICES and RELATED SERVICES

IMPORTANT!! For this category enter "MPS" in the BRAND Column (See Example)

	CATEGORY	BRAND	PRODUCT DESCRIPTION	PRODUCTS/SERVICES SUB DESCRIPTION	PRODUCT PART NUMBER/ SKU	MANUFACTURER "Y" IF APPLICABLE	RESELLER "Y" IF APPLICABLE	MSRP	Discount % off MSRP	UNIT
10										
11	Volume Band M1 (Lowest Priced)	MPS	Nonac Copier Black and White	2 x 550 Sheet Paper Cassette, an 100-Sheet Stack Bypass, 512mb RAM, UFR II LT Printing, Network ScanGear, 10/100 Base TX Ethernet, USB 2.0 high speed connectivity and a drum unit	MKS345	Y		\$1,000.00	30.00%	Each
12	Volume Band M3 (Highest Priced)	MPS	Copier Black and White	Includes: PS, PCL, and XPS Controller, 100-sheet Single Pass Duplex Document Feeder, Standard Wireless Connectivity and Web Browser, 4 GB Standard Memory (when UK-219 is installed), 250 GB HDD, Standard USB 2.0 (supports local printing), Two USB 2.0 Host Ports, 6K Starter Toner and 60K Imaging Unit	DKE476		Y	\$2,000.00	35.00%	Each
13	Volume Band C2 (Lowest Priced)	MPS	Copier Color	Digital Multifunction Copier, Standard Network Print & Scan, Duplexing, 100 Sheet Bypass, 2 x 550 Sheet Cassettes (L,L,L), 9" Wide Color Touch Screen Controls, Scan to File / USB / Email, RADF, Stand	FIE873	Y		\$3,000.00	40.00%	Each

Appendix C Pricing Index
DIR-CPO-4821
Terralogic Document Systems, Inc.

	A	B	C	D	E	F	G	H	I	J
14	Non-MFD	MPS	Scanner	Scanner: Up to 4800 dpi optical resolution; 48 bit internal color depth; 8.5" x 11.7" maximum scan size; easy photo fix technology; advanced digital dust correction; 3-color RGB LEDs, Built-in Kickstand; High-speed usb 2.0 interface; photo scan software; 1 year warranty	JSLE8743	Y		\$4,000.00	45.00%	Each
15	Non-MFD (Lowest Priced)	MPS	3D Printer	Pemium Sparkmaker High-Resolution SLA Resin 3D Printer	DIE594	Y		\$249.66	40.00%	Each
16	Non-MFD (Highest Priced)	MPS	3D Printer	Build Area: 2.36 x 1.77 x 3.94 in. (65 x 40 x 100 mm), XY resolution: 33 microns with patented grayscaleing software, footprint: 9 x 9.5 x 24.2 in. (22.86 x 24.13 x 61.5 cm), electrical requirement: 110 VAC @ 3A, weight: 35 lbs (16 kg)	SOW09E		Y	\$5,999.00	50.00%	Each
17	Volume Band M1 (Lowest Priced)		Copier Black and White							
18	Volume Band M1 (Highest Priced)		Copier Black and White							
19	Volume Band M3 (Lowest Priced)		Copier Black and White							
20	Volume Band M3 (Highest Priced)		Copier Black and White							
21	Volume Band M5 (Lowest Priced)		Copier Black and White							
22	Volume Band M5 (Highest Priced)		Copier Black and White							
23	Volume Band C2 (Lowest Priced)		Copier Color							
24	Volume Band C2 (Highest Priced)		Copier Color							
25	Non-MFD (Lowest Priced)		Facsimilie							
26	Non-MFD (Highest Priced)		Facsimilie							
27	Non-MFD (Lowest Priced)		Scanner							
28	Non-MFD (Highest Priced)		Scanner							
29	Non-MFD (Highest Priced)		3D Printer							
30	Non-MFD (Lowest Priced)		3D Printer							

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Terralogic Document Systems, Inc.

	A	B	C	D	E	F	G	H	I	J
31	DOCUMENT IMAGING SERVICES									
32	IMPORTANT!! For this category enter "DIS" in the BRAND Column (See Example)									
33	CATEGORY	BRAND	PRODUCT DESCRIPTION	PRODUCTS/SERVICES SUB DESCRIPTION	PRODUCT PART NUMBER/ SKU	MANUFACTURER "Y" IF APPLICABLE	RESELLER "Y" IF APPLICABLE	MSRP	Discount % off MSRP	UNIT
34	Imaging Services	DIS	Black and White Image Capture	Low (200 DPI)	Service	Y		\$0.09	8.00%	Per Image
35	Imaging Services	DIS	Black and White Image Capture	High (400 DPI)	Service	Y		\$0.09	8.00%	Per Image
36	Imaging Services	DIS	Black and White Image Capture	Low (200 DPI)	TDS-PGSCAN-200	Y		\$0.1157	8.00%	Per Image
37	Imaging Services	DIS	Black and White Image Capture	Medium (300 DPI)	TDS-PGSCAN-300	Y		\$0.1157	8.00%	Per Image
38	Imaging Services	DIS	Black and White Image Capture	High (400 DPI)	TDS-PGSCAN-400	Y		\$0.1157	8.00%	Per Image
39	Imaging Services	DIS	Black and White Image Capture	Very High (600 DPI +)	TDS-PGSCAN-600	Y		\$0.1292	8.00%	Per Image
40	Imaging Services	DIS	Color Image Capture	Medium (300 DPI)	TDS-PGSCAN-C300	Y		\$0.2109	8.00%	Per Image
41	Imaging Services	DIS	Color Image Capture	High (400 DPI)	TDS-PGSCAN-C400	Y		\$0.2109	8.00%	Per Image
42	Imaging Services	DIS	Color Image Capture	Very High (600 DPI +)	TDS-PGSCAN-C600	Y		\$0.2109	8.00%	Per Image
43	Imaging Services	DIS	Large Format Image Capture	Medium (300 DPI)	TDS-LFSCAN-300	Y		\$2.1081	8.00%	Per Image
44	Imaging Services	DIS	Large Format Image Capture	High (400 DPI)	TDS-LFSCAN-400	Y		\$2.1081	8.00%	Per Image
45	Imaging Services	DIS	Large Format Image Capture	Very High (600 DPI +)	TDS-LFSCAN-600	Y		\$2.2443	8.00%	Per Image
46	Imaging Services	DIS	Image Processing	Low (200 DPI)	TDS-IMGPROC-200	Y		\$0.0204	8.00%	Per Image
47	Imaging Services	DIS	Image Processing	Medium (300 DPI)	TDS-IMGPROC-300	Y		\$0.0204	8.00%	Per Image
48	Imaging Services	DIS	Image Processing	High (400 DPI)	TDS-IMGPROC-400	Y		\$0.0204	8.00%	Per Image
49	Imaging Services	DIS	Image Processing	Very High (600 DPI +)	TDS-IMGPROC-600	Y		\$0.0272	8.00%	Per Image
50	Imaging Services	DIS	Microfiche Conversion	Conversion of microfiche to digital Images	TDS-MFICHESCAN	Y		\$0.1157	8.00%	Per Image
51	Imaging Services	DIS	Microfilm Conversion	Conversion of microfilm to digital Images	TDS-MFILMSCAN	Y		\$0.0884	8.00%	Per Image
52	Imaging Services	DIS	Index Field - Type 1	Up to 15 Characters	TDS-IND1-15	Y		\$0.0476	8.00%	Per Document
53	Imaging Services	DIS	Index Field - Type 1	16-30 Characters	TDS-IND1-30	Y		\$0.0612	8.00%	Per Document
54	Imaging Services	DIS	Index Field - Type 1	31-45 Characters	TDS-IND1-45	Y		\$0.0748	8.00%	Per Document
55	Imaging Services	DIS	Index Field - Type 2	Up to 15 Characters	TDS-IND2-15	Y		\$0.0476	8.00%	Per Document
56	Imaging Services	DIS	Index Field - Type 2	16-30 Characters	TDS-IND2-30	Y		\$0.0612	8.00%	Per Document
57	Imaging Services	DIS	Index Field - Type 2	31-45 Characters	TDS-IND2-45	Y		\$0.0748	8.00%	Per Document
58	Imaging Services	DIS	Searchable PDF Documents	Scanned images with text portions	TDS-PDFSEARCH	Y		\$0.0914	8.00%	Per Image
59	Imaging Services	DIS	Capture from Special Formats	Photographic prints	TDS-SCANPHOTO-STD	Y		\$0.2917	8.00%	Per Image
60	Imaging Services	DIS	Capture from Special Formats	Photographic negatives	TDS-SCANPHOTO-NEG	Y		\$0.3447	8.00%	Per Image
61	Imaging Services	DIS	Capture from Special Formats	Newspapers	TDS-SCANNEWS	Y		\$1.6787	8.00%	Per Image
62	Imaging Services	DIS	Capture from Special Formats	Manuscripts	TDS-SCANMANU	Y		\$1.2128	8.00%	Per Image
63	Imaging Services	DIS	Capture from Special Formats	Drawings	TDS-LFSCAN	Y		\$1.6689	8.00%	Per Image
64	Imaging Services	DIS	Capture from Special Formats	Bound Books	TDS-SCANBNDBKS	Y		\$1.6830	8.00%	Per Image
65	Imaging Services	DIS	Delivery Media	CD	TDS-MM-CD	Y		\$54.35	8.00%	Per Disc
66	Imaging Services	DIS	Delivery Media	DVD	TDS-MM-DVD	Y		\$54.35	8.00%	Per Disc
67	Imaging Services	DIS	Delivery Media	USB	TDS-MM-USB	Y		\$26.55	8.00%	Per Device
68	Imaging Services	DIS	Delivery Media	External hard drive	TDS-MM-EHD	Y		\$161.96	8.00%	Per Drive
69	Imaging Services	DIS	Delivery Media	Microfilm (Digital Archive Writer)	TDS-IMG-FLM	Y		\$0.0884	8.00%	Per Image
70	Imaging Services	DIS	Delivery Media	Microfilm (Digital Archive Writer)	TDS-IMG-FLM-RL	Y		\$88.41	8.00%	Per Roll
71	Imaging Services	DIS	Services/ Solutions	Project Manager	TDS-DL-PM	Y		\$233.69	8.00%	Per Hour
72	Imaging Services	DIS	Services/ Solutions	Certified Digital Imaging Architect	TDS-DL-CDIA	Y		\$233.69	8.00%	Per Hour
73	Document Imaging	DIS	Services/ Solutions	Professional Services - per hour	TDS-DL-P	Y		\$233.69	8.00%	Per Hour
74	Imaging Services	DIS	Services/ Solutions	Programming Support	TDS-DL-PS	Y		\$217.39	8.00%	Per Hour
75	Imaging Services	DIS	Services/ Solutions	Technical Support	TDS-DL-TS	Y		\$217.39	8.00%	Per Hour
76	Imaging Services	DIS	Services/ Solutions	Data Entry	TDS-DL-DE	Y		\$41.20	8.00%	Per Hour
77	Imaging Services	DIS	Services/ Solutions	Document Preparation	TDS-DL-PRP	Y		\$31.29	8.00%	Per Hour
78	Imaging Services	DIS	Services/ Solutions	Advanced Document Preparation	TDS-DL-ADVPREP	Y		\$31.29	8.00%	Per Hour
79	Imaging Services	DIS	Services/ Solutions	Re-preparation Services/Solutions	TDS-DL-REP	Y		\$31.29	8.00%	Per Hour
80	Imaging Services	DIS	Services/ Solutions	Training Specialist	TDS-DL-TRAIN	Y		\$217.39	8.00%	Per Hour
81	Imaging Services	DIS	Needs Assessment and Analysis	Project Planning Report	TDS-DL-REPORT	Y		\$217.39	8.00%	Per Hour
82	Imaging Services	DIS	Transportation of Source Material	Vehicle charge per round trip (1st 20 miles included)	TDS-TRANS-MLS	Y		\$0.6937	8.00%	Per Trip
83	Imaging Services	DIS	Transportation of Source Material	Vehicle charge per mile over 20 miles round trip	TDS-TRANS-MLS	Y		\$0.6937	8.00%	Per Mile
84	Imaging Services	DIS	Secure Document Destruction Service/ Solutions	Non-Paper Destruction	TDS-BX-DEST	Y		\$0.2040	8.00%	Per pound

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85	ENTERPRISE CONTENT MANAGEMENT PRODUCTS, SOFTWARE, SERVICES, AND RELATED SERVICES									
86	IMPORTANT!! For this category enter "ECM" in the BRAND Column (See Example)									
87	CATEGORY	BRAND	PRODUCT DESCRIPTION	PRODUCTS/SERVICES SUB DESCRIPTION	PRODUCT PART NUMBER/ SKU	MANUFACTURER "Y" IF APPLICABLE	RESELLER "Y" IF APPLICABLE	MSRP	Discount % off MSRP	UNIT
88	Software	ECM	Digital Enterprise Mid Level Enterprise Content Management Software. Gartner Majic Quadrant rated. The solution can be hosted on premise or in the cloud, depending on the user's needs.	Software is a document management solution (DMS) that is suitable for companies of all sizes and in a wide range of industries such as accounting and financial services, manufacturing and health care.	SOFTWARE123	Y		\$6,500.00	25.00%	Perpetual
89	Software	ECM	Mary Jane ECM offers integration with Salesforce, which gives users the ability to drag and drop and manage files from either system.	The system is accessible using mobile apps that can be used from a smartphone or tablet.	TABLET123	Y		\$2,000.00	33.00%	Annual Term
90	Software									
91	Software									
92	Software									

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Terralogic Document Systems, Inc.

Department of Information Resources

You should list every product that will be offered on a contract. If it is not listed here it will not be included in the contract. BE SURE TO DETAIL YOUR PRODUCT DESCRIPTION.

* For Vendor reference: DIR CUSTOMER PRICE contains 0.75% DIR Administrative Fee and it will be AUTOMATICALLY calculated once all other cells are filled.

DOCUMENT IMAGING SERVICES

CATEGORY	SUBCATEGORY	HIGH LEVEL PRODUCT/SERVICE DESCRIPTION	PRODUCTS/SERVICES DESCRIPTION	SERVICE/PART NUMBER	UNIT OF ISSUE	PRICE PER UNIT OF ISSUE BASE PRICE	DIR CUSTOMER DISCOUNT % OFF BASE PRICE	DIR CUSTOMER PRICE*
Document Imaging	Imaging Services/Solution	Black and White Image Capture	Low (200 DPI)	TDS-PGSCAN-200	Per Image	\$0.1157	8.00%	\$0.1072
Document Imaging	Imaging Services/Solution	Black and White Image Capture	Medium (300 DPI)	TDS-PGSCAN-300	Per Image	\$0.1157	8.00%	\$0.1072
Document Imaging	Imaging Services/Solution	Black and White Image Capture	High (400 DPI)	TDS-PGSCAN-400	Per Image	\$0.1157	8.00%	\$0.1072
Document Imaging	Imaging Services/Solution	Black and White Image Capture	Very High (600 DPI +)	TDS-PGSCAN-600	Per Image	\$0.1292	8.00%	\$0.1198
Document Imaging	Imaging Services/Solution	Color Image Capture	Medium (300 DPI)	TDS-PGSCAN-C300	Per Image	\$0.2109	8.00%	\$0.1955
Document Imaging	Imaging Services/Solution	Color Image Capture	High (400 DPI)	TDS-PGSCAN-C400	Per Image	\$0.2109	8.00%	\$0.1955
Document Imaging	Imaging Services/Solution	Color Image Capture	Very High (600 DPI +)	TDS-PGSCAN-C600	Per Image	\$0.2109	8.00%	\$0.1955
Document Imaging	Imaging Services/Solution	Large Format Image Capture	Medium (300 DPI)	TDS-LFSCAN-300	Per Image	\$2.1081	8.00%	\$1.9540
Document Imaging	Imaging Services/Solution	Large Format Image Capture	High (400 DPI)	TDS-LFSCAN-400	Per Image	\$2.1081	8.00%	\$1.9540
Document Imaging	Imaging Services/Solution	Large Format Image Capture	Very High (600 DPI +)	TDS-LFSCAN-600	Per Image	\$2.2443	8.00%	\$2.0802
Document Imaging	Imaging Services/Solution	Image Processing	Low (200 DPI)	TDS-IMGPROC-200	Per Image	\$0.0204	8.00%	\$0.0189
Document Imaging	Imaging Services/Solution	Image Processing	Medium (300 DPI)	TDS-IMGPROC-300	Per Image	\$0.0204	8.00%	\$0.0189
Document Imaging	Imaging Services/Solution	Image Processing	High (400 DPI)	TDS-IMGPROC-400	Per Image	\$0.0204	8.00%	\$0.0189
Document Imaging	Imaging Services/Solution	Image Processing	Very High (600 DPI +)	TDS-IMGPROC-600	Per Image	\$0.0272	8.00%	\$0.0252
Document Imaging	Imaging Services/Solution	Microfiche Conversion	Conversion of microfiche to digital Images	TDS-MFICHESCAN	Per Image	\$0.1157	8.00%	\$0.1072
Document Imaging	Imaging Services/Solution	Microfilm Conversion	Conversion of microfilm to digital Images	TDS-MFILMSCAN	Per Image	\$0.0884	8.00%	\$0.0819
Document Imaging	Imaging Services/Solution	Index Field - Type 1	Up to 15 Characters	TDS-IND1-15	Per Document	\$0.0476	8.00%	\$0.0441
Document Imaging	Imaging Services/Solution	Index Field - Type 1	16-30 Characters	TDS-IND1-30	Per Document	\$0.0612	8.00%	\$0.0567
Document Imaging	Imaging Services/Solution	Index Field - Type 1	31-45 Characters	TDS-IND1-45	Per Document	\$0.0748	8.00%	\$0.0693
Document Imaging	Imaging Services/Solution	Index Field - Type 2	Up to 15 Characters	TDS-IND2-15	Per Document	\$0.0476	8.00%	\$0.0441
Document Imaging	Imaging Services/Solution	Index Field - Type 2	16-30 Characters	TDS-IND2-30	Per Document	\$0.0612	8.00%	\$0.0567
Document Imaging	Imaging Services/Solution	Index Field - Type 2	31-45 Characters	TDS-IND2-45	Per Document	\$0.0748	8.00%	\$0.0693
Document Imaging	Imaging Services/Solution	Searchable PDF Documents	Scanned images with text portions	TDS-PDFSEARCH	Per Image	\$0.0914	8.00%	\$0.0847
Document Imaging	Imaging Services/Solution	Capture from Special Formats	Photographic prints	TDS-SCANPHOTO-STD	Per Image	\$0.2917	8.00%	\$0.2704
Document Imaging	Imaging Services/Solution	Capture from Special Formats	Photographic negatives	TDS-SCANPHOTO-NEG	Per Image	\$0.3447	8.00%	\$0.3195
Document Imaging	Imaging Services/Solution	Capture from Special Formats	Newspapers	TDS-SCANNEWS	Per Image	\$1.6787	8.00%	\$1.5560
Document Imaging	Imaging Services/Solution	Capture from Special Formats	Manuscripts	TDS-SCANMANU	Per Image	\$1.2128	8.00%	\$1.1241
Document Imaging	Imaging Services/Solution	Capture from Special Formats	Drawings	TDS-LFSCAN	Per Image	\$1.6689	8.00%	\$1.5469
Document Imaging	Imaging Services/Solution	Capture from Special Formats	Bound Books	TDS-SCANBNDBKS	Per Image	\$1.6830	8.00%	\$1.5600
Document Imaging	Imaging Services/Solution	Delivery Media	CD	TDS-MM-CD	Per Disc	\$54.35	8.00%	\$50.38
Document Imaging	Imaging Services/Solution	Delivery Media	DVD	TDS-MM-DVD	Per Disc	\$54.35	8.00%	\$50.38
Document Imaging	Imaging Services/Solution	Delivery Media	USB	TDS-MM-USB	Per Device	\$26.55	8.00%	\$24.61
Document Imaging	Imaging Services/Solution	Delivery Media	External hard drive	TDS-MM-EHD	Per Drive	\$161.96	8.00%	\$150.12
Document Imaging	Imaging Services/Solution	Delivery Media	Microfilm (Digital Archive Writer)	TDS-IMG-FLM	Per Image	\$0.0884	8.00%	\$0.0819
Document Imaging	Imaging Services/Solution	Delivery Media	Microfilm (Digital Archive Writer)	TDS-IMG-FLM-RL	Per Roll	\$88.41	8.00%	\$81.95
Document Imaging	Imaging Services/Solution	Services/ Solutions	Project Manager	TDS-DL-PM	Per Hour	\$233.69	8.00%	\$216.61
Document Imaging	Imaging Services/Solution	Services/ Solutions	Certified Digital Imaging Architect	TDS-DL-CDIA	Per Hour	\$233.69	8.00%	\$216.61
Document Imaging	Imaging Services/Solution	Services/ Solutions	Professional Services - per hour	TDS-DL-P	Per Hour	\$233.69	8.00%	\$216.61
Document Imaging	Imaging Services/Solution	Services/ Solutions	Programming Support	TDS-DL-PS	Per Hour	\$217.39	8.00%	\$201.50
Document Imaging	Imaging Services/Solution	Services/ Solutions	Technical Support	TDS-DL-TS	Per Hour	\$217.39	8.00%	\$201.50
Document Imaging	Imaging Services/Solution	Services/ Solutions	Data Entry	TDS-DL-DE	Per Hour	\$41.20	8.00%	\$38.19
Document Imaging	Imaging Services/Solution	Services/ Solutions	Document Preparation	TDS-DL-PREP	Per Hour	\$31.29	8.00%	\$29.00

Appendix C Pricing Index
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Terralogic Document Systems, Inc.

Document Imaging	Imaging Services/Solution	Services/ Solutions	Advanced Document Preparation	TDS-DL-ADVPREP	Per Hour	\$31.29	8.00%	\$29.00
Document Imaging	Imaging Services/Solution	Services/ Solutions	Re-preparation Services/Solutions	TDS-DL-REPREP	Per Hour	\$31.29	8.00%	\$29.00
Document Imaging	Imaging Services/Solution	Services/ Solutions	Training Specialist	TDS-DL-TRAIN	Per Hour	\$217.39	8.00%	\$201.50
Document Imaging	Imaging Services/Solution	Needs Assessment and Analysis	Project Planning Report	TDS-DL-REPORT	Per Hour	\$217.39	8.00%	\$201.50
Document Imaging	Imaging Services/Solution	Transportation of Source Material	Vehicle charge per round trip (1st 20 miles included)	TDS-TRANS-MLS	Per Trip	\$0.6937	8.00%	\$0.6430
Document Imaging	Imaging Services/Solution	Transportation of Source Material	Vehicle charge per mile over 20 miles round trip	TDS-TRANS-MLS	Per Mile	\$0.6937	8.00%	\$0.6430
Document Imaging	Imaging Services/Solution	Secure Document Destruction Service/ Solutions	Non-Paper Destruction	TDS-BX-DEST	Per pound	\$0.2040	8.00%	\$0.1891
DOCUMENT IMAGING MISCELLANEOUS / OTHER								
SOW Projects may have no MSRP but must offer a % discount off of original quoted price								
CATEGORY	SUBCATEGORY	SERVICE DESCRIPTION	SERVICE CATEGORY	SERVICE NUMBER / SKU	Unit of Issue	Price Per Unit	DIR Customer Discount % off MSRP	DIR Customer Price*
Document Imaging	Imaging Services	Turn Key Paper to digital	Paper to digital	TDS-TK-PSCAN	Per Image	\$0.1584	8.00%	\$0.1468
Document Imaging	Imaging Services	Turn Key Paper to microfilm	Paper to microfilm	TDS-TK-PFILM	Per Image	\$0.1584	8.00%	\$0.1468
Document Imaging	Imaging Services	Turn Key Paper to digital	Paper Shucks / Trifold to Digital	TDS-TK-PSCAN	Per Image	\$0.1584	8.00%	\$0.1468
Document Imaging	Imaging Services	Digital image to microfilm 16mm	Digital image to microfilm 16mm	TDS-TK-IMG-FILM	Per Image	\$0.0606	8.00%	\$0.0562
Document Imaging	Imaging Services	Digital image to microfilm 35mm	Digital image to microfilm 35mm	TDS-TK-IMG-FILM	Per Image	\$0.1910	8.00%	\$0.1770
Document Imaging	Imaging Services	Digital image to microfilm - 35mm (Reel Cost)	Digital image to microfilm - 35mm (Reel Cost)	TDS-TK-IMG-REEL	Per Reel	\$86.96	8.00%	\$80.60
Document Imaging	Imaging Services	Digital image to microfiche	Digital image to microfiche	TDS-TK-IMG-FICHE	Per Fiche	\$10.00	8.00%	\$9.27
Document Imaging	Imaging Services	Large Format Image Capture	Large Format Scanning (Greater than 11" x 17")	TDS-TK-LFSCAN	Per Drawing	\$2.20	8.00%	\$2.04
Document Imaging	Imaging Services	Image Handling and Preparation	Image Handling and Preparation 1K - 49K Images	TDS-TK-IMG-PREP 1K-49K	Per Project Load	\$413.04	8.00%	\$382.85
Document Imaging	Imaging Services	Image Handling and Preparation	Image Handling and Preparation 50K - 99K Images	TDS-TK-IMG-PREP 50K-99K	Per Project Load	\$826.09	8.00%	\$765.70
Document Imaging	Imaging Services	Image Handling and Preparation	Image Handling and Preparation 100K - 299K Images	TDS-TK-IMG-PREP 100K-299K	Per Project Load	\$1,603.26	8.00%	\$1,486.06
Document Imaging	Imaging Services	Image Handling and Preparation	Image Handling and Preparation 300K - 499K Images	TDS-TK-IMG-PREP 300K-499K	Per Project Load	\$1,847.83	8.00%	\$1,712.75
Document Imaging	Imaging Services	Image Handling and Preparation	Image Handling and Preparation 500K - 999K Images	TDS-TK-IMG-PREP 500K-999K	Per Project Load	\$2,472.82	8.00%	\$2,292.06
Document Imaging	Imaging Services	Image Importation into Host System	Image Importation into Host System 1K - 49K Images	TDS-TK-IMG-IMPORT 1K-49K	Per Project Load	\$413.04	8.00%	\$382.85
Document Imaging	Imaging Services	Image Importation into Host System	Image Importation into Host System 50K - 99K Images	TDS-TK-IMG-IMPORT 50K-99K	Per Project Load	\$826.09	8.00%	\$765.70
Document Imaging	Imaging Services	Image Importation into Host System	Image Importation into Host System 100K - 299K Images	TDS-TK-IMG-IMPORT 100K-299K	Per Project Load	\$1,603.26	8.00%	\$1,486.06
Document Imaging	Imaging Services	Image Importation into Host System	Image Importation into Host System 300K - 499K Images	TDS-TK-IMG-IMPORT 300K-499K	Per Project Load	\$1,847.83	8.00%	\$1,712.75
Document Imaging	Imaging Services	Image Importation into Host System	Image Importation into Host System 500K - 999K Images	TDS-TK-IMG-IMPORT 500K-999K	Per Project Load	\$2,472.82	8.00%	\$2,292.06
Document Imaging	Imaging Services	Image/ Index Import File Creation/ Program	Image / Index Import Program 1K - 49K Images	TDS-TK-IMG-IMPPROG 1K-49K	Per Project Load	\$413.04	8.00%	\$382.85
Document Imaging	Imaging Services	Image/ Index Import File Creation/ Program	Image / Index Import Program 50K - 99K Images	TDS-TK-IMG-IMPPROG 50K-99K	Per Project Load	\$826.09	8.00%	\$765.70
Document Imaging	Imaging Services	Image/ Index Import File Creation/ Program	Image / Index Import Program 100K - 299K Images	TDS-TK-IMG-IMPPROG 100K-299K	Per Project Load	\$1,603.26	8.00%	\$1,486.06
Document Imaging	Imaging Services	Image/ Index Import File Creation/ Program	Image / Index Import Program 300K - 499K Images	TDS-TK-IMG-IMPPROG T 300K-499K	Per Project Load	\$1,847.83	8.00%	\$1,712.75
Document Imaging	Imaging Services	Image/ Index Import File Creation/ Program	Image / Index Import Program 500K - 999K Images	TDS-TK-IMG-IMPPROG500K-999K	Per Project Load	\$2,472.82	8.00%	\$2,292.06
Document Imaging	Imaging Services	Image/ Index Import File Creation/ Program	Image Handling and Preparation including OCR 1K - 49K Images	TDS-TK-IMG-PREP-OCR 1K-49K	Per Project Load	\$826.09	8.00%	\$765.70
Document Imaging	Imaging Services	Image/ Index Import File Creation/ Program	Image Handling and Preparation including OCR 50K - 99K Images	TDS-TK-IMG-PREP-OCR 50K-99K	Per Project Load	\$1,652.17	8.00%	\$1,531.40
Document Imaging	Imaging Services	Image/ Index Import File Creation/ Program	Image Handling and Preparation including OCR 100K - 299K Images	TDS-TK-IMG-PREP-OCR 100K-299K	Per Project Load	\$3,206.53	8.00%	\$2,972.13
Document Imaging	Imaging Services	Image/ Index Import File Creation/ Program	Image Handling and Preparation including OCR 300K - 499K Images	TDS-TK-IMG-PREP-OCR 300K-499K	Per Project Load	\$3,695.65	8.00%	\$3,425.50
Document Imaging	Imaging Services	Image/ Index Import File Creation/ Program	Image Handling and Preparation including OCR 500K - 999K Images	TDS-TK-IMG-PREP-OCR 500K-999K	Per Project Load	\$4,945.66	8.00%	\$4,584.13
Document Imaging	Imaging Services	Records Pick up / Delivery Mileage Rate	Records Pick up / Delivery Mileage Rate	TDS-TK-PUMILE	Per Mile	\$0.7481	8.00%	\$0.6934

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Terralogic Document Systems, Inc.

DOCUMENT IMAGING MISCELLANEOUS / OTHER

SOW Projects may have no MSRP but must offer a % discount off of original quoted price

CATEGORY	SUBCATEGORY	SERVICE DESCRIPTION	SERVICE CATEGORY	SERVICE NUMBER / SKU	Unit of Issue	Price Per Unit	DIR Customer Discount % off MSRP	DIR Customer Price*
Document Imaging	Imaging Services	Document Retrieval	Document Retrieval	TDS-TK-DOCRETRIVE	Per Retrieval	\$40.80	8.00%	\$37.82
Document Imaging	Imaging Services	Document Reproduction	Document Reproduction	TDS-TK-DOCREPRO	Per Image	\$1.02	8.00%	\$0.95
Document Imaging	Imaging Services	Secure Document Destruction Service/Solutions	Document Destruction 15" Box	TDS-TK-DESCT15	Per Box	\$15.22	8.00%	\$14.11
Document Imaging	Imaging Services	Secure Document Destruction Service/Solutions	Document Destruction 24" Box	TDS-TK-DESCT24	Per Box	\$19.57	8.00%	\$18.14
Document Imaging	Imaging Services	On Site Equipment Transport and Configuration Less Than 300 Miles	On Site Equipment Transport and Configuration Less Than 300 Miles	TDS-TK-OSTRANS-LT200	Per Mile	\$9.52	8.00%	\$8.82
Document Imaging	Imaging Services	On Site Equipment Transport and Configuration 301-999 Miles	On Site Equipment Transport and Configuration 301-999 Miles	TDS-TK-OSTRANS-300	Per Mile	\$7.44	8.00%	\$6.90
Document Imaging	Imaging Services	On Site Equipment Transport and Configuration - 1000+Miles	On Site Equipment Transport and Configuration - 1000+Miles	TDS-TK-OSTRANS-1000	Per Mile	\$7.07	8.00%	\$6.55
Document Imaging	Imaging Services	Miscellaneous Onsite Service Not Elsewhere Classified	Miscellaneous Onsite Service Not Elsewhere Classified	TDS-MISC-ONSVC	Per Hour	\$211.95	8.00%	\$196.46
Document Imaging	Imaging Services	Onsite Boxing Pack / Unpack	Onsite Boxing Pack / Unpack	TDS-BOX-PACK	Per Person/Per Hour	\$58.70	8.00%	\$54.41
Document Imaging	Imaging Services/Solution	Page Scanning – Up to 11" x 17" (per image) 0-500,000	Page Scanning – Up to 11" x 17" (per image) 0-500,000	TDS-PGSCAN-L	Per Image	\$0.1195	8.00%	\$0.1108
Document Imaging	Imaging Services/Solution	Page Scanning – Up to 11" x 17" (per image) 500,000 - 1,000,000	Page Scanning – Up to 11" x 17" (per image) 500,000 - 1,000,000	TDS-PGSCAN-M	Per Image	\$0.1087	8.00%	\$0.1008
Document Imaging	Imaging Services/Solution	Page Scanning – Up to 11" x 17" (per image) 1,000,000 Plus	Page Scanning – Up to 11" x 17" (per image) 1,000,000 Plus	TDS-PGSCAN-H	Per Image	\$0.0979	8.00%	\$0.0907
Document Imaging	Imaging Services/Solution	Page Scanning – Large Format 0-50,000	Page Scanning – Large Format 0-50,000	TDS-LFSCAN-L	Per Image	\$1.7119	8.00%	\$1.5868
Document Imaging	Imaging Services/Solution	Page Scanning – Large Format 50,000 Plus	Page Scanning – Large Format 50,000 Plus	TDS-LFSCAN-H	Per Image	\$1.9722	8.00%	\$1.8280
Document Imaging	Imaging Services/Solution	Page Preparation	Page Preparation	TDS-PREP	Per Image	\$0.0307	8.00%	\$0.0285
Document Imaging	Imaging Services/Solution	Page Re-Preparation	Page Re-Preparation	TDS-REPREP	Per Image	\$0.0307	8.00%	\$0.0285

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 DIR-CPO-4821
 Terralogic Document Systems, Inc.

Department of Information Resources
Request for Offer DIR-TSO-TMP-419
Managed Print Services, Printers, Copiers, 3D Printers, Scanning, Plotting and Facsimile Equipment and Related Services; Document Imaging Services/Solutions; Enterprise Content Management Products, Software and Services

BID PACKAGE 2 - PRICING SHEET VOLUME DISCOUNT

COMPANY NAME: _____

Type of Volume	Product Category	DIR Customer Discount % off MSRP
By QTY		

Additional Discount Based On Aggregate Sales

Contract Sales Threshold	Product or Category Description	Part Number if Applicable	Original Discount	Additional Discount	Total Discount
<i>Example: \$50,000.00</i>			20.00%	(+) 5.00%	25.00%