

Master Agreement

Effective Date: 07/01/24
Expiration Date: 06/30/25
Master Agreement Description: WB Mason Statewide Office Supply Contract

## Buyer Information

Justin Franzose
Issuer Information
Justin Franzose
Requestor Information
Justin Franzose
207-624-7337
ext.
justin.franzose@maine.gov

207-624-7337
ext.
justin.franzose@maine.gov

207-624-7337
ext.
justin.franzose@maine.gov

## Agreement Reporting Categories

## Authorized Departments

ALL

## Vendor Information

## Vendor Line \#: 1

Vendor ID
VC1000094897

Vendor Address Information
106 PINETREE INDUSTRIAL PKWY

PORTLAND, ME 04102
US

## Amanda Drummond

207-756-5964 ext. 8146
Amanda.Drummond@wbmason.com

## Payment Discount Terms

| 0 | Days |
| :--- | :--- |
| 0 | Days |
| 0 | Days |
| 0 | Days |

## Commodity Information

## Vendor Line \#: 1

Vendor Name: W B MASON CO INC
Commodity Line \#: 1
Commodity Code: 61500
Commodity Description: WB Mason Statewide Office Supply Contract
Commodity Specifications: Online Catalog at www.wbmason.com
Commodity Extended Description: Please see attached Appendix E for prices effective until 6/30/2025.
Appendix E includes prices for the categories of office supplies, paper, and toner. Miscellaneous items not within the core list catalog will receive a discount of 5\% from list price.

| Quantity | UOM |
| :--- | :--- |
| 0.00000 |  |
| 0.000000 |  |

Delivery Days
0

Contract Amount
0.00

Catalog Name

Free On Board
UOM

Service Start Date
07/01/24
Discount
0.0000 \%

Discount Start Date

Service End Date
06/30/25

Discount End Date

Please see authorized signatures displayed on the next page

Each signatory below represents that the person has the requisite authority to enter into this Contract. The parties sign and cause this Contract to be executed.

State of Maine - Department of Administrative and Financial Services
$\underbrace{\text { Docusigned by: }}_{\text {David Morvis }} \quad 6 / 17 / 2024$
Signature
Date

David Morris, Acting Chief Procurement Officer

Vendor

| DocuSigned by: <br> Jolun MCDonald | 6/14/2024 |
| :---: | :---: |
| Signature | Date |
| John McDonald | 4/19/23 |

Print Representative Name and Title

6/17/2024

Nicholas Marquis
Acting CIO.

IT SERVICE CONTRACT

| DATE: $6 / 11 / 2024$ | CONTRACT AMOUNT: $\$ 0.00$ |
| :--- | :--- |
| ADVANTAGE CONTRACT \#: MA 18P 24061100000000000143 |  |
| DEPARTMENT AGREEMENT \#: | END DATE: $6 / 30 / 2025$ |
| START DATE: $7 / 1 / 2024$ |  |

This Contract is between the following State of Maine Department and Provider:

## STATE OF MAINE DEPARTMENT

DEPARTMENT NAME: Department of Administrative and Financial Services
ADDRESS: 111 Sewall Street, 9 SHS

| CITY: Augusta | STATE: ME | ZIP CODE: 04333-0009 |
| :---: | :---: | :---: |
| PROVIDER |  |  |

PROVIDER NAME: W.B. Mason Co., Inc.
ADDRESS: 59 Centre St.

| CITY: Brockton | STATE: MA | ZIP CODE: 02301 |
| :--- | :--- | :--- |

PROVIDER'S VENDOR CUSTOMER \#: VC1000094897
Each signatory below represents that the person has the requisite authority to enter into this Contract. The parties sign and cause this Contract to be executed.

## Departmment Representative:

David Morris
6/17/2024
BY: David Morris, Acting Chief Procurement Officer Date

ProobideraRepresentative:
Jolun MCDouald

6/14/2024
BY: John McDonald, Branch Manager Date

## Departmert: of Administrative and Financial Services, Office of Information Technology:

Upon final approval by the Division of Procurement Services, a case details page will be made part of this contract.

## DEPARTMENT AND PROVIDER POINT OF CONTACT

AGREEMENT ADMINISTRATOR: The following person is designated as the Agreement Administrator on behalf of the Department for this Contract. All financial reports, invoices, correspondence and related submissions from the Provider as outlined in Rider A, Reports, shall be submitted to:

| NAME: Justin Franzose, Procurement Analyst II |  |  |
| :--- | :--- | :--- |
| EMAIL: justin.franzose@maine.gov | TELEPHONE: 207-624-7337 |  |
| ADDRESS: 111 Sewall Street, 9 SHS |  |  |
| CITY: Augusta | STATE: ME | ZIP CODE: 04333-0009 |

PROVIDER CONTACT: The following person is designated as the Contact Person on behalf of the Provider for this Contract. All contractual correspondence from the Department shall be submitted to:

| NAME: John McDonald, Branch Manager |  |  |
| :--- | :--- | :--- |
| EMAIL: john.mcdonald@wbmason.com | TELEPHONE: 1-888-926-2766 x 1989 |  |
| ADDRESS: 106 Pine Tree Industrial Parkway | ZIP CODE: 04102 |  |
| CITY: Portland | STATE: ME |  |

Any changes to the individuals identified above may be changed at any time through written notice by either party.

## TABLE OF RIDERS

| The following riders are hereby incorporated into this Contract and made part of it by <br> reference. <br> $\square$ Funding Rider |  |
| :---: | :--- |
| $\boxtimes$ | Rider A - Specifications of Work to be Performed |
| $\boxtimes$ | Rider B-IT - Payment and Other Provisions |
| $\square$ | Rider C - Exceptions |
| $\boxtimes$ | Rider D - Included at Department's Discretion |
| $\square$ | Rider E - Included at Department's Discretion |
| $\square$ | Rider F - Included at Department's Discretion |
| $\boxtimes$ | Rider G - Identification of Country in Which Contracted Work will be Performed |
| $\square$ | ATTACHMENT A - Confidentiality and Non-Disclosure Agreement - Included at <br> MaineIT's Discretion |
| $\square$ | ATTACHMENT B - Business Associate Agreement - Included at Department's <br> Discretion |
| $\square$ | Other - Included at Department's Discretion |

## RIDER A: SCOPE OF WORK

## TABLE OF CONTENTS

I. Acronyms
II. Introduction/Overview
III. Deliverables
IV. Technical Requirements
V. Performance Measures (Delete if not applicable)
VI. Reports (Delete if not applicable)

## I. ACRONYMS/DEFINITIONS:

The following terms and acronyms shall have the meaning indicated below as referenced in this Contract:

| COMMONLY KNOWN ACRONYMS <br> AND DEPARTMENT ABBREVIATIONS |  |
| :--- | :--- |
| BAA | Business Associate Agreement |
| Contract | Formal and legal binding agreement |
| Department | State of Maine Department Entering into this Contract |
| Provider | Organization providing services under this Contract |
| State | State of Maine |
| IT | Information Technology |
|  |  |

## II. INTRODUCTION/OVERVIEW:

The purpose of this Contract is to procure office supplies for all State of Maine departments.
Rider D incorporates the provider's proposal in response to request for proposals \#202312242 and the Appendix E price list. Appendix E includes the Provider's pricing for office supplies, paper, toner, and miscellaneous items.
The Provider shall perform the following services:

## 1. Website Item Restrictions

W.B. Mason shall enact and maintain any type of product restrictions that the State may wish to put in place on www.wbmason.com. Examples of product restrictions that may be enacted and maintained are restrictions by total order size limit, item net price limit, item extended total price limit, and product category (batteries, furniture, any product category for which the State has a separate contract, etc.). The Provider shall maintain online an ordering environment that blocks even the visibility of these items outright and thus completely restrict their
purchase, or instead may display the items and require one or more approvals from designated purchasing approvers before W.B.Mason processes any order for such items. Likewise, the Account Management Team assigned for many years by W.B. Mason shall implement any desired State item restrictions and will not process orders for such items placed over the phone or via fax as applicable.

## 2. Quarterly Business Reviews

W.B. Mason will provide to the State of Maine comprehensive reporting on a quarterly basis, inclusive of:

- Detailed Usage Report customized to include: customer Account Number, Account Name, Address Code, Invoice Number, Sales Order Number, Invoice Date, Item Number, Item Description, Item Unit of Measure, Unit Price, Quantity for item ordered on each individual invoice, extended total for that line, Product Category, Delivery Address, End User for each order/item, and specific Pricing Methodology/Default (Core Item, Catalog Discount, Open Web Less, etc.) for each item.
- Form of Payment Report detailing the number of orders paid for by P-Card, Check, and Wire for each quarter.
- A comprehensive Delivery Report which includes the number of orders delivered to each individual State of Maine end user each quarter along with delivery method (Mason truck, non-Mason truck).
- A Quarterly Fill Rate Report, which details W.B. Mason's Fill Rate for each business day and includes each specific day of the quarter along with the number of lines and backorders along with the corresponding fill rate and backorder percentages for that day.
- A Discontinued Items Report detailing items that have been discontinued by the manufacturer during the preceding quarter.
- A Rebate Report detailing and verifying the rebate earned by the State for the preceding quarter.
- A Short Ship Report detailing number of short ships for the preceding quarter.
- A comprehensive User Report detailing all users by name, E-mail address, Contact Person ID, associated W.B. Mason Account Number, order limit (if applicable), user status (active/inactive), name, E-mail address, and approver type of associated approver (if applicable), address for each user, and user/approver Expense Allocation.


## 3. Rebates

- Rebates are payable annually as provided in Rider D, and payment term discounts shall be applied at the time of payment.


## III. TECHNICAL REQUIREMENTS:

A. ACCESSIBILITY: All IT products must be accessible to persons with disabilities and must comply with State Accessibility Policy and Standards and the Americans with Disabilities Act. All IT applications must comply with the Digital Accessibility Policy (https://www.maine.gov/oit/sites/maine.gov.oit/files/inlinefiles/DigitalAccessibilityPolicy.pdf).
B. STATE IT POLICIES: All IT products and services delivered as part of this Agreement must conform to the State IT Policies, Standards, and Procedures
(https://www.maine.gov/oit/policies-standards) effective at the time this Agreement is executed.

## IV. PERFORMANCE MEASURES:

Next business day delivery:

- As specified in the Provider's proposal, all orders placed before 6:00 p.m. local time will be delivered the next business day. The Provider will report quarterly on the order date and time, and the delivery date and time. Orders not received next business day will be reviewed quarterly with the Department, and a corrective action plan will be required as necessary.

Fill Rate:

- The Provider will maintain a daily line item Fill Rate of $98 \%$. Fill Rate is defined as the number of line items in an order delivered together, divided by the number of total line items in the order. The Fill Rate will be monitored quarterly, and in any quarter where this metric is failed, the Department may issue a notice of cure, and the Provider will submit a corrective action plan including an explanation of why the metric was failed.

Unit Price Audits:

- W.B. Mason will conduct at no additional cost to the State its own internal audits from time to time as requested by the State on an ad hoc basis as well as taking part in any independent audit that the State may conduct at any time. Unit prices shall match the bid price for core items or will match the correct discount from list appropriate for the catalog section the item is listed in. The Provider will maintain and deliver to the Department annual list price files that match the list prices in the hardcopy catalog. List pricing for items not in the catalog (special order items or public website items) will be determined by the Provider at the time of order and discounted per the "Fixed Discount from Agreed List Price Percentage Offered ("Other" Items)" table in Rider D, Appendix E cost proposal form and should be included in usage reports at a minimum.


## V. REPORTS:

A. Required Reports

The Provider shall track and record all data/information necessary to complete the reports listed in the table below:

|  | Name of Report | Description or Appendix \#: |
| :---: | :---: | :---: |
| 1. | Usage Report | Will be customized to include: customer Account Number, Account Name, Address Code, Invoice Number, Sales Order Number, Invoice Date, Item Number, Item Description, Item Unit of Measure, Unit Price, Quantity for item ordered on each individual invoice, extended total for that line, Product Category, Delivery Address, End User for each order/item, and specific Pricing Methodology/Default(Core Item, Catalog Discount, Open Web Less, etc.) for each item. |
| 2. | Form of Payment Report | Will detail the number of orders paid for by P-Card, Check, and Wire for each quarter. |
| 3. | Delivery Report | Will detail the number of orders delivered to each individual State of Maine end user each quarter along with delivery method (Mason truck, nonMason truck). |
| 4. | Quarterly Fill Rate Report | Will detail W.B. Mason's Fill Rate for each business day and includes each specific day of the quarter along with the number of lines and backorders along with the corresponding fill rate and backorder percentages for that day. |
| 5. | Discontinued Items Report | Will detail items that have been discontinued by the manufacturer during the preceding quarter. |
| 6. | Rebate Report | Will detail and verify the rebate earned by the State for the preceding quarter. |
| 7. | Short Ship Report | Will detail the number of short ships for the preceding quarter. |
| 8. | User Report | Will detail all users by name, E-mail address, Contact Person ID, associated W.B. Mason Account Number, order limit (if applicable), user status (active/inactive), name, E-mail address, and approver type of associated |


|  |  | approver (if applicable), address for <br> each user, and user/approver Expense <br> Allocation. |
| ---: | :--- | :--- |
| 9. | Monthly Recycled Report | Report by group account, account <br> name, item ordered, item name, unit of <br> measure, category, product umbrella, <br> quantity, sales, sustainability <br> information. |

## B. Reporting Schedule for Above Listed Required Reports

The Provider shall submit all of the reports listed in the table below to the Department in accordance with the deadlines established within the table:

|  | Name of <br> Report: | Period Captured by <br> Report: ("Each <br> year/quarter/month/week") | Due Date and/or Frequency: <br> (\# days after each <br> year/quarter/month/week") |
| ---: | :--- | :--- | :--- |
| 1. | Usage Report | Each quarter | Due within 30 days after the <br> end of the quarter. |
| 2. | Form of <br> Payment <br> Report | Each quarter | Due within 30 days after the <br> end of the quarter. |
| 3. | Delivery Report | Each quarter | Due within 30 days after the <br> end of the quarter. |
| 4. | Quarterly Fill <br> Rate Report | Each quarter | Due within 30 days after the <br> end of the quarter. |
| 5. | Discontinued <br> Items Report | Each quarter | Due within 30 days after the <br> end of the quarter. |
| 6. | Rebate Report | Each quarter | Due within 30 days after the <br> end of the quarter. |
| 7. | Short Ship <br> Report | Each quarter | Due within 30 days after the <br> end of the quarter. |
| 8. | User Report | Each quarter | Due within 30 days after the <br> end of the quarter. |
| 9. | Monthly <br> Recycled <br> Report | Each month | Due within 30 days after the <br> end of each month. |

The Provider understands that the reports are due within the timeframes established and that the Department will not make subsequent payment installments under this Contract until such reports are received, reviewed and accepted.

The Provider further agrees to submit such other data and reports as may be requested by the Agreement Administrator. The Provider shall submit all data and reports to the Agreement

Administrator listed in section "DEPARTMENT AND PROVIDER POINTS OF CONTACT" of this Agreement.

## RIDER B-IT: METHOD OF PAYMENT AND OTHER PROVISIONS

## 1. AGREEMENT AMOUNT: $\$ 0.00$

2. INVOICES AND PAYMENTS: The Department will pay the Provider as follows: The Department will pay the Provider as follows: invoicing and payment will be made on an individual order basis, and the Provider shall invoice each State agency or department according to its individual purchase of office supplies, paper, and/or toner. Invoices shall not be directed solely to the Division of Purchases nor the Department of Administrative and Financial Services unless the invoices pertain to the Division's or the Department's specific usage of this contract.
Payments are subject to the Provider's compliance with all items set forth in this Agreement and subject to the availability of funds. The Department will process approved payments within 30 days.
Invoices for payment, submitted on forms approved by the Department, shall be submitted to the Agreement Administrator. Invoices shall contain sufficient detail to allow proper cost allocation and shall be accompanied by supporting documentation. No invoice will be processed for payment until approved by the Agreement Administrator. All invoices require the following:
A. All invoices must include the Vendor Code number assigned when registering as a vendor with the State of Maine. This number appears on all Contracts and Purchase Orders and can be acquired from the agency contact.
B. All invoices must include the vendor's Federal ID Number.
C. All invoices must include either the Purchase Order number or the Contract number relating to the commodities/services provided.
D. In cases where hourly rates of contracted resources are concerned, invoices must contain a copy or copies of time sheets associated with that invoice. Time sheets will need to be reviewed and approved by the State's contract administrator.

Payments are subject to the Provider's compliance with all items set forth in this Agreement. The Department will pay the Provider within thirty (30) days following the receipt of an approved invoice.

The Department may withhold a Retainage for project-based services in the following manner:

- The allowable payment amount from each project milestone payment will be multiplied by ten (10) percent, giving the amount that will be withheld from payment. Ninety (90) percent of the allowable project milestone payment amount will be paid to the Provider.
- The Retainage will be held by the Department until the end of the warranty period.

The charges described in this Agreement are the only charges to be levied by the Provider for the products and services to be delivered by it. There are no other charges to be made by the Provider to the Department, unless they are performed in accordance with the provisions of Section 5, Changes in the Work. The Provider shall maintain documentation for all charges against the Department under this Agreement.
3. BENEFITS AND DEDUCTIONS: If the Provider is an individual, the Provider understands and agrees that he/she is an independent contractor for whom no Federal or State Income Tax will be deducted by the Department, and for whom no retirement benefits, survivor benefit insurance, group life insurance, vacation and sick leave, and similar benefits available to State employees will accrue. The Provider further understands that annual information returns, as required by the Internal Revenue Code or State of Maine Income Tax Law, will be filed by the State Controller with the Internal Revenue Service and the State of Maine Bureau of Revenue Services, copies of which will be furnished to the Provider for his/her Income Tax records.
4. INDEPENDENT CAPACITY: In the performance of this Agreement, the Provider shall act in the capacity of an independent contractor and not as an employee or agent of the State.
5. CHANGES IN THE WORK: The Department may order changes in the work, the Agreement Amount being adjusted accordingly. Any monetary adjustment or any substantive change in the work shall be in the form of an amendment signed by both parties and approved by the State Purchases Review Committee. Said amendment must be effective prior to the execution of the changed work.
6. SUBCONTRACTORS: The Provider may not enter into any subcontract for the work to be performed under this Agreement without the express written consent of the Department. This provision shall not apply to contracts of employment between the Provider and its employees.

The Provider is solely responsible for the performance of work under this Agreement. The approval of the Department for the Provider to subcontract for work under this Agreement shall not relieve the Provider in any way of its responsibility for performance of the work.

All Subcontractors shall be bound by the terms and conditions set forth in this Agreement. The Provider shall give the State immediate notice in writing of any legal action or suit filed, and prompt notice of any claim made against the Provider by any Subcontractor, which may result in litigation related in any way to this Agreement, or which may affect the performance of duties under this Agreement. The Provider shall indemnify and hold harmless the Department from and against any such claim, loss, damage, or liability as set forth in Section 16, State held Harmless.
7. SUBLETTING, ASSIGNMENT OR TRANSFER: The Provider shall not sublet, sell, transfer, assign, or otherwise dispose of this Agreement, or any portion thereof, or of its right, title, or interest therein, without the written approval of the Department. Such approval shall not in any case relieve the Provider of its responsibility for performance of work under this Agreement.
8. EQUAL EMPLOYMENT OPPORTUNITY: During the performance of this Agreement, the Provider certifies as follows:

1. The Provider shall not discriminate against any employee or applicant for employment relating to this Agreement because of race, color, religious creed, sex, national origin, ancestry, age, physical or mental disability, or sexual orientation, unless related to a bona fide occupational qualification. The Provider shall take affirmative action to ensure that applicants are employed, and employees are treated during employment, without regard to their race, color, religion, sex, age, national origin, physical or mental disability, or sexual orientation.

Such action shall include but not be limited to the following: employment, upgrading, demotions, or transfers; recruitment or recruitment advertising; layoffs or terminations; rates of pay or other forms of compensation; and selection for training including apprenticeship. The Provider agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
2. The Provider shall, in all solicitations or advertising for employees placed by, or on behalf of, the Provider, relating to this Agreement, state that all qualified applicants shall receive consideration for employment without regard to race, color, religious creed, sex, national origin, ancestry, age, physical or mental disability, or sexual orientation.
3. The Provider shall send to each labor union, or representative of the workers, with which it has a collective bargaining agreement, or other agreement or understanding, whereby it is furnished with labor for the performance of this Agreement, a notice to be provided by the contracting agency, advising the said labor union or workers' representative of the Provider's commitment under this section, and shall post copies of the notice in conspicuous places, available to employees and applicants for employment.
4. The Provider shall inform the contracting Department's Equal Employment Opportunity Coordinator of any discrimination complaints brought to an external regulatory body (Maine Human Rights Commission, EEOC, Office of Civil Rights, etc.) against itself by any individual, as well as any lawsuit regarding alleged discriminatory practice.
5. The Provider shall comply with all aspects of the Americans with Disabilities Act (ADA) in employment, and in the provision of service, to include accessibility and reasonable accommodations for employees and clients.
6. Contractors and Subcontractors with contracts in excess of $\$ 50,000$ shall also pursue in good faith affirmative action programs.
7. The Provider shall cause the foregoing provisions to be inserted in any subcontract for any work covered by this Agreement so that such provisions shall be binding upon each Subcontractor, provided that the foregoing provisions shall not apply to contracts or subcontracts for standard commercial supplies or raw materials.
9. EMPLOYMENT AND PERSONNEL: The Provider shall not engage on a full-time, part-time or other basis during the period of this Contract, any executive employee who participated in any way in the solicitation, award or administration of this Agreement according to MRS Title 5 §18-A, $\underline{2}$ and in harmony with MRS Title $17 \$ 3104$. Any contract made in violation of these sections is void.
10. NO SOLICITATION: The Provider certifies that it has not employed or contracted with any company or person, other than for assistance with the normal study and preparation of a proposal, to solicit or secure this Agreement, and that it has not paid, or agreed to pay, any company or person, other than a bona fide employee working solely for the Provider, any fee, commission, percentage, brokerage fee, gifts, or any other consideration, contingent upon, or resulting from, the award of this Agreement. For breach or violation of this provision, the Department shall have the right to terminate this Agreement without liability or, at its discretion, to otherwise recover the full amount of such fee, commission, percentage, brokerage fee, gift, or contingent fee.

## 11. ACCOUNTING, RECORDS, AND AUDIT:

1. The Provider shall maintain all books, documents, payrolls, papers, accounting records, and other evidence pertaining to this Agreement, including interim reports and working papers, and make such materials available at its offices at all reasonable times during the period of this Agreement, and for a period of five (5) years following termination or expiration of the Agreement. If any litigation, claim or audit is started before the expiration of the 5-year period, the records must be retained until all litigation, claims or audit findings involving the agreement have been resolved.
2. Unless the Department specifies in writing a shorter period of time, the Provider agrees to preserve and make available all documents and records pertaining to this Agreement for a period of five (5) years from the date of termination of this Agreement.
3. Records involving matters in litigation shall be kept for one year following the termination of litigation, including all appeals.
4. Authorized Federal and State representatives shall have access to, and the right to examine, all pertinent documents and records during the five-year post-Agreement period. During the five-year post-Agreement period, delivery of, and access to, all pertinent documents and records will be at no cost to the Department.
5. The Provider shall be liable for any State or Federal audit exceptions, if applicable, that arise out of any action, inaction, or negligence by the Provider. In the event of an audit exception for which the Provider is liable, the Provider shall have thirty (30) days to remedy that exception. If the Provider fails to remedy that exception within this time period, the Provider shall immediately return to the Department all payments made under this Agreement which have been disallowed in the audit exception.
6. Authorized State and Federal representatives shall at all reasonable times have the right to enter the premises, or such other places, where duties under this Agreement are being performed, to inspect, monitor, or otherwise evaluate, the work being performed. All inspections and evaluations shall be performed in such a manner that will not compromise the work unreasonably.
7. ACCESS TO PUBLIC RECORDS - As a condition of accepting a contract for services under this section, a contractor must agree to treat all records, other than proprietary information, relating to personal services work performed under the contract as public records under the
freedom of access laws to the same extent as if the work were performed directly by the department or agency. For the purposes of this subsection, "proprietary information" means information that is a trade secret or commercial or financial information, the disclosure of which would impair the competitive position of the contractor and would make available information not otherwise publicly available. Information relating to wages and benefits of the employees performing the personal services work under the contract and information concerning employee and contract oversight and accountability procedures and systems are not proprietary information. The Provider shall maintain all books, documents, payrolls, papers, accounting records and other evidence pertaining to this Agreement and make such materials available at its offices at all reasonable times during the period of this Agreement and for such subsequent period as specified under Maine Uniform Accounting and Auditing Practices for Community Agencies (MAAP) rules. The Provider shall allow inspection of pertinent documents by the Department or any authorized representative of the State of Maine or Federal Government, and shall furnish copies thereof, if requested. This subsection applies to contracts, contract extensions and contract amendments executed on or after October 1, 2009.
8. TERMINATION: The performance of work under this Agreement may be terminated by the Department in whole or in part, whenever, for any reason the Agreement Administrator shall determine that such termination is in the best interests of the Department. Any such termination shall be effected by the delivery to the Provider of a Notice of Termination specifying the extent to which the performance of work under this Agreement is terminated, and the date on which such termination becomes effective. The Agreement shall be equitably adjusted to compensate for such termination and modified accordingly.

Upon receipt of the Notice of Termination, the Provider shall:

1. Stop work under this Agreement on the date and to the extent specified in the Notice of Termination;
2. Take such action as may be necessary, or as the Agreement Administrator may direct, for the protection and preservation of the property, information, and data related to this Agreement, which is in the possession of the Provider, and in which the Department has, or may acquire, an interest;
3. Terminate all orders to the extent that they relate to the performance of the work terminated by the Notice of Termination;
4. Assign to the Department in the manner, and to the extent directed by the Agreement Administrator, all of the rights, titles, and interests of the Provider under the orders so terminated, in which case the Department shall have the right, at its discretion, to settle or pay any or all claims arising out of the termination of such orders;
5. With the approval of the Agreement Administrator, settle all outstanding liabilities and claims, arising out of such termination of orders, the cost of which would be reimbursable in whole or in part, in accordance with the provisions of this Agreement;
6. Transfer title to the Department (to the extent that title has not already been transferred) and deliver in the manner, at the times, and to the extent directed by the Agreement Administrator, equipment and products purchased pursuant to this Agreement, and all files, source code, data manuals, or other documentation, in any form, that relate to all the work completed, or in progress, prior to the Notice of Termination;
7. Complete the performance of such part of the work as shall not have been terminated by the Notice of Termination; and
8. Proceed immediately with the performance of the preceding obligations, notwithstanding any delay in determining or adjusting the amount of any compensation under this section.

Notwithstanding the above, nothing herein shall limit the right of the Department to pursue any other legal remedies against the Provider.
13. GOVERNMENTAL REQUIREMENTS: The Provider shall comply with all applicable governmental ordinances, laws, and regulations.
14. GOVERNING LAW: This Agreement shall be governed by, interpreted, and enforced in accordance with the laws, statutes, and regulations of the State of Maine, without regard to conflicts of law provisions. The provisions of the United Nations Convention on Contracts for the International Sale of Goods and of the Uniform Computer Information Transactions Act shall not apply to this Agreement. Any legal proceeding against the Department regarding this Agreement shall be brought in the State of Maine in a court of competent jurisdiction.
15. STATE HELD HARMLESS: The Provider shall indemnify and hold harmless the Department and its officers, agents, and employees from and against any and all claims, liabilities, and costs, including reasonable attorney fees, for any or all injuries to persons or property or claims for money damages, including claims for violation of intellectual property rights, arising from the negligent acts or omissions of the Provider, its employees or agents, officers or Subcontractors in the performance of work under this Agreement; provided, however, the Provider shall not be liable for claims arising out of the negligent acts or omissions of the Department, or for actions taken in reasonable reliance on written instructions of the Department.
16. LIMITATION OF LIABILITY: The Provider's liability to the Department, for damages sustained by the Department, as the result of Provider's default, or acts, or omissions, in the performance of work under this Agreement, whether such damages arise out of breach, negligence, misrepresentation, or otherwise, shall be the greater of any actual direct damages, up to the limits of the insurance required herein, or three times the value of the Product or Service that is the subject of this Agreement, up to a maximum of $\$ 25,000,000$, but not less than $\$ 400,000$.

For instance, if this Agreement is valued at $\$ 15,000,000$, then the Provider's liability is up to $\$ 25,000,000$. But if this Agreement is valued at $\$ 100,000$, then the Provider's liability is no greater than \$400,000.

Notwithstanding the above, Provider shall not be liable to the Department for any indirect or consequential damages not covered by any of the insurances required herein.
17. NOTICE OF CLAIMS: The Provider shall give the Agreement Administrator immediate notice in writing of any legal action or suit filed related in any way to this Agreement, or which may affect the performance of duties under this Agreement, and prompt notice of any claim made against the Provider by any Subcontractor, which may result in litigation related in any way to this Agreement, or which may affect the performance of duties under this Agreement.
18. APPROVAL: This Agreement must be approved by the State Controller and the State Purchases Review Committee before it can be considered a valid enforceable document.
19. INSURANCE REQUIREMENTS: The Provider shall procure and maintain insurance against claims for injuries to persons, or damages to property, which may arise from, or in connection to, the fulfillment of this Agreement, by the Provider, its agents, representatives, employees, or Subcontractors. The insurance shall be secured by the Provider, at the Provider's expense, and maintained in force, at all times during the term of this Agreement, and, for any claims-made (as opposed to occurrence-based) policy(ies), for a period of not less than two (2) years thereafter.

1. Minimum Coverage
a) Errors \& Omissions, or Professional Liability Insurance, or Insurance by any other name, covering the following:
A. All acts, errors, omissions, negligence, infringement of intellectual property (except patent and trade secret) in an amount not less than $\$ 1,000,000$ per occurrence, and as an annual aggregate;
B. Network security and privacy risks, including, but not limited to, unauthorized access, failure of security, breach of privacy, wrongful disclosure, collection, or other negligence in the handling of confidential information, related regulatory defense, and penalties in an amount not less than $\$ 1,000,000$ per occurrence, and as an annual aggregate;
C. Data breach expenses, in an amount not less than (see NOTE below and insert the appropriate limit based upon the number of Personally Identifiable Information records) \$1,000,000, and payable, whether incurred by the Department or the Provider; for and on behalf of the Department, including, but not limited to:
C.1) Consumer notification, whether or not required by law;
C.2) Forensic investigations;
C.3) Public relations and crisis management fees; and
C.4) Credit or identity monitoring, or similar remediation services.

The policy shall affirm coverage for contingent bodily injury and property damage arising from the failure of the Provider's technology services, or an error, or omission, in the content of, and information from, the Provider. If a sublimit applies to any element of the coverage, the certificate of insurance must specify the coverage section and the amount of the sub-limit.

NOTE: Personally Identifiable Information (PII) is information that can be used to identify a single person, such as name, social security number, date and
place of birth, mother's maiden name, driver's license, biometrics, etc. Maine State law also has a more specific definition in 10 M.R.S. §1347(6).
The Data Breach component of the Insurance (per occurrence) is pegged to the number of Pll records that are the subject of this Agreement.

| Number of PII Records | Insurance per <br> Occurrence |
| :--- | :--- |
| 1 through 3,000 | $\$ 400,000$ |
| 3,001 through 100,000 | $\$ 1,000,000$ |
| 100,001 through 1,000,000 | $\$ 5,000,000$ |
| Greater than 1,000,000 | $\$ 10,000,000$ |

b) Workers' Compensation and employer's liability, as required by law;
c) Property (including contents coverage for all records maintained pursuant to this Agreement): \$1,000,000 per occurrence;
d) Automotive Liability of not less than $\$ 400,000$ per occurrence single limit if the Provider will use vehicles to fulfill the contract;
e) Crime, in an amount not less than $\$ 100,000$ (The total monetary amount potentially at risk due to this contract; or Cash Currency and Negotiable Securities actually entrusted to this Provider); and
f) Business Interruption, in an amount that would allow the Provider to maintain operations in the event of a Property loss.
2. Other Provisions - Unless explicitly waived by the Department, the insurance policies shall contain, or be endorsed to contain, the following provisions:
a) The Provider's insurance coverage shall be the primary and contributory. Any insurance or self-insurance maintained by the Department for its officers, agents, and employees shall be in excess of the Provider's insurance and shall not contribute to it.
b) The Provider's insurance shall apply separately to each insured against whom claim is made or suit is brought, except with respect to the limits of the insurer's liability.
c) The Provider shall furnish the Department with certificates of insurance, and with those endorsements, if any, affecting coverage, required by these Insurance Requirements. The certificates and endorsements for each insurance policy are to be signed by a person authorized by the insurer to bind coverage on its behalf. All certificates and endorsements are to be received and approved by the Department before this Agreement commences. The Department reserves the right to require complete, certified copies of all required insurance policies at any time.
d) All policies should contain a revised cancellation clause allowing thirty (30) days notice to the Department in the event of cancellation for any reason, including nonpayment.
e) The Department will not grant the Provider, or any sub-contractor of the Provider, "Additional Insured" status and the Department will not grant any Provider a "Waiver of Subrogation".
20. NON-APPROPRIATION: Notwithstanding any other provision of this Agreement, if the Department does not receive sufficient funds to pay for the work to be performed under this Agreement, if funds are de-appropriated, or if the State does not receive legal authority to expend funds from the Maine State Legislature or Maine courts, or the federal government (if applicable), then the State is not obligated to make payment under this Agreement.
21. SEVERABILITY: The invalidity or unenforceability of any particular provision, or part thereof, of this Agreement shall not affect the remainder of said provision, or any other provisions, and this Agreement shall be construed in all respects as if such invalid or unenforceable provision or part thereof had been omitted.
22. INTEGRATION: In the event of a conflict between the documents comprising this Agreement, the Order of Precedence shall be:

Rider B-IT Terms and Conditions
Rider A Scope of Work
Rider D Included at Department's Discretion
Rider G Identification of Country in which contracted work will be performed
23. FORCE MAJEURE: Either party may be excused from the performance of an obligation under this Agreement in the event that performance of that obligation by a party is prevented by an act of God, act of war, riot, fire, explosion, flood, or other catastrophe, sabotage, severe shortage of fuel, power or raw materials, change in law, court order, national defense requirement, strike or labor dispute, provided that any such event, and the delay caused thereby, is beyond the control of, and could not reasonably be avoided by that party. Upon the occurrence of an event of force majeure, the time period for performance of the obligation excused under this section shall be extended by the period of the excused delay, together with a reasonable period, to reinstate compliance with the terms of this Agreement.
24. SET-OFF RIGHTS: The State shall have all of its common law, equitable, and statutory rights of set-off. These rights shall include, but not be limited to, the State's option to withhold for the purposes of set-off any monies due to the Provider under this Agreement, up to any amounts due and owing to the State with regard to this Agreement, any other Agreement with any State department or agency, including any Agreement for a term commencing prior to the term of this Agreement, plus any amounts due and owing to the State for any other reason including, without limitation, tax delinquencies, fee delinquencies, or monetary penalties relative thereto. The State shall exercise its set-off rights in accordance with normal State practices including, in cases of setoff pursuant to an audit, the finalization of such audit by the State agency, its representatives, or the State Controller.

## 25. INTERPRETATION OF THE AGREEMENT:

1. Reliance on Policy Determinations - The Department shall determine all program policy. The Provider may, from time to time, request the Department to make policy determinations, or to issue operating guidelines required for the proper performance of this Agreement, and the Agreement Administrator shall respond in writing in a timely manner. The Provider shall be entitled to rely upon, and act in accordance with, such written policy determinations and operating guidelines, unless subsequently amended, modified, or changed in writing by the Department, and shall incur no liability in doing so unless the Provider acts negligently,
maliciously, fraudulently, or in bad faith. Nothing contained in this Agreement, or in any agreement, determination, operating guideline, or other communication from the Department shall relieve the Provider of its obligation to keep itself informed of applicable State and Federal laws, regulations, policies, procedure, and guidelines, to be in complete compliance and conformity therewith.
2. Titles Not Controlling - Titles of sections and paragraphs used in this Agreement are for the purpose of facilitating ease of reference only and shall not be construed to imply a contractual construction of the language.
3. No Rule of Construction - This is a negotiated Agreement and no rule of construction shall apply that construes ambiguous or unclear language in favor of or against any party.
4. PERIOD OF WORK: Work under this Agreement shall begin no sooner than the date on which this Agreement has been fully executed by the parties and approved by the Controller and the State Purchases Review Committee. Unless terminated earlier, this Agreement shall expire on the date set out on the first page of this Agreement, or at the completion and acceptance of all specified tasks, and delivery of all contracted products and services as defined in this Agreement, including performance of any warranty and/or maintenance agreements, whichever is the later date.
5. NOTICES: All notices under this Agreement shall be deemed duly given: 1) upon delivery, if delivered by hand against receipt, or 2) five (5) business days following posting, if sent by registered or certified mail, return receipt requested. Either party may change its address for notification purposes by giving written notice of the change and setting forth the new address and an effective date.
6. ADVERTISING AND PUBLICATIONS: The Provider shall not publish any statement, news release, or advertisement pertaining to this Agreement without the prior written approval of the Agreement Administrator. Should this Agreement be funded, in whole or in part, by Federal funds, then in compliance with the Steven's Amendment, it will be clearly stated when issuing statements, press releases, requests for proposals, bid solicitations, and other documents: (1) the percentage of the total cost that was financed with Federal moneys; and (2) the dollar amount of Federal funds.
7. CONFLICT OF INTEREST: The Provider certifies that it presently has no interest and shall not acquire any interest which would conflict in any manner or degree with the performance of its services hereunder. The Provider further certifies that in the performance of this Agreement, no person having any such known interests shall be employed.

## 30. LOBBYING:

1. Public Funds - No Federal or State-appropriated funds shall be expended by the Provider for influencing, or attempting to influence, an officer or employee of any agency, a member of Congress or State Legislature, an officer or employee of Congress or State Legislature, or an employee of a member of Congress or State Legislature, in connection with any of the following covered actions: the awarding of any agreement; the making of any grant; the entering into of any cooperative agreement; or the extension, continuation, renewal,
amendment, or modification of any agreement, grant, or cooperative agreement. Signing this Agreement fulfills the requirement that Providers receiving over \$100,000 in Federal or State funds file with the Department on this provision.
2. Federal Certification - Section 1352 of Title 31 of the US Code requires that funds appropriated to a Federal agency be subject to a requirement that any Federal Provider or grantee (such as the Department) certifies that no Federal funds will be used to lobby or influence a Federal officer or member of Congress.

The certification the Department has been required to sign provides that the language of this certification shall be included in the award documents for all sub-awards at all tiers (including sub-agreements, sub-grants, and contracts under grants, loans, and cooperative agreements) and that all sub-recipients shall verify and disclose accordingly. The certification also requires the completion of Federal lobbying reports and the imposition of a civil penalty of $\$ 10,000$ to $\$ 100,000$ for failing to make a required report. As a sub-recipient, the Provider understands and agrees to the Federal requirements for certification and disclosure.
3. Other Funds - If any non-Federal or State funds have been or will be paid to any person in connection with any of the covered actions in this section, the Provider shall complete and submit a "Disclosure of Lobbying Activities" form to the Department.

## 31.PROVIDER PERSONNEL:

1. The parties recognize that the primary value of the Provider to the Department derives directly from its Key Personnel assigned in the performance of this Agreement. Key Personnel are deemed to be those individuals whose résumés were offered by the Provider in the Proposal. Therefore, the parties agree that said Key Personnel shall be assigned in accordance with the time frames in the most recent mutually agreed upon project schedule and work plan, and that no re-deployment or replacement of any Key Personnel may be made without the prior written consent of the Agreement Administrator. Replacement of such personnel, if approved, shall be with personnel of equal or greater abilities and qualifications.
2. The Department shall retain the right to reject any of the Provider's employees whose abilities and qualifications, in the Department's judgment, are not appropriate for the performance of this Agreement. In considering the Provider's employees' abilities and qualifications, the Department shall act reasonably and in good faith.
3. During the course of this Agreement, the Department reserves the right to require the Provider to reassign or otherwise remove any of its employees found unacceptable by the Department. In considering the Provider's employees' acceptability, the Department shall act reasonably and in good faith.
4. In signing this Agreement, the Provider certifies to the best of its knowledge and belief that it, and all persons associated with this Agreement, including any Subcontractors, including persons or corporations who have critical influence on or control over this Agreement, are
not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any Federal or State department or agency.
5. During the course of this Agreement, the Department reserves the right to require a background check on any of the Provider's personnel (employees and Subcontractors) that are in any way involved in the performance of this Agreement.
6. STATE PROPERTY: The Provider shall be responsible for the proper custody and care of any Department or State-owned property furnished for the Provider's use in connection with the performance of this Agreement, and the Provider will reimburse the Department for its loss or damage, normal wear and tear excepted.

## 33. PATENT, COPYRIGHT, AND OTHER PROPRIETARY RIGHTS:

1. The Provider certifies that all services, equipment, software, supplies, and any other products provided under this Agreement do not, and will not, infringe upon or violate any patent, copyright, trade secret, or any other proprietary right of any third party. In the event of any claim by a third party against the Department, the Department shall promptly notify the Provider and the Provider, at its expense, shall defend, indemnify, and hold harmless the Department against any loss, cost, expense, or liability arising out of such claim, including reasonable attorney fees.
2. The Provider may not publish or copyright any data without the prior approval of the Department. The State and the Federal Government, if applicable, shall have the right to publish, duplicate, use, and disclose all such data in any manner, and for any purpose whatsoever, and may authorize others to do so.
3. PRODUCT WARRANTY: The Provider expressly warrants its products and services for one full year from their final written acceptance by the Department. The responsibility of the Provider with respect to this warranty is limited to correcting deficiencies in any deliverable using all the diligence and dispatch at its command, at no additional cost to the Department. The Provider is also responsible for correcting and/or updating any documentation affected by any operational support performed under this warranty provision.
4. OPPORTUNITY TO CURE: The Agreement Administrator may notify the Provider in writing about the Department's concerns regarding the quality or timeliness of a deliverable. Within five (5) business days of receipt of such a notice, the Provider shall submit a corrective action plan, which may include the commitment of additional Provider resources, to remedy the deliverable to the satisfaction of the Agreement Administrator, without affecting other project schedules. The Department's exercise of its rights under this provision shall not be construed as a waiver of the Department's right to terminate this Agreement pursuant to Section 13, Termination.
5. COVER: If, in the reasonable judgment of the Agreement Administrator, a breach or default by the Provider is not so substantial as to require termination, and reasonable efforts to induce the Provider to cure the breach or default are unavailing, and the breach or default is capable of being cured by the Department or by another contractor without unduly interfering with the continued performance by the Provider, then the Department may provide or procure the services necessary
to cure the breach or default, in which event the Department shall withhold from future payments to the Provider the reasonable costs of such services.

## 37. CONFIDENTIALITY:

1. All materials and information given to the Provider by the Department, or acquired by the Provider on behalf of the Department, whether in verbal, written, electronic, or any other format, shall be regarded as confidential information.
2. In conformance with applicable Federal and State statutes, regulations, and ethical standards, the Provider and the Department shall take all necessary steps to protect confidential information regarding all persons served by the Department, including the proper care, custody, use, and preservation of records, papers, files, communications, and any such items that may reveal confidential information about persons served by the Department, or whose information is utilized in order to accomplish the purposes of this Agreement.
3. In the event of a breach of this confidentiality provision, the Provider shall notify the Agreement Administrator immediately.
4. The Provider shall comply with the Maine Public Law, Title 10, Chapter 210-B (Notice of Risk to Personal Data Act).

## 38.OWNERSHIP:

1. All data (including Geographical Information Systems data), notebooks, plans, working papers and other works produced, and equipment and products purchased in the performance of this Agreement are the property of the Department, or the joint property of the Department and the Federal Government, if Federal funds are involved. The State (and the Federal Government, if Federal funds are involved) shall have unlimited rights to use, disclose, duplicate, or publish for any purpose whatsoever all information and data developed, derived, documented, or furnished by the Provider under this Agreement, or equipment and products purchased pursuant to this Agreement. The Provider shall furnish such information and data, upon the request of the Department, in accordance with applicable Federal and State laws.
2. Upon termination of this Agreement for any reason, or upon request of the Department, the Provider agrees to convey to the Department good titles to purchased items free and clear of all liens, pledges, mortgages, encumbrances, or other security interests.
3. CUSTOM SOFTWARE: For all custom software furnished by the Provider as part of this agreement, the following terms and conditions shall apply:
4. The Department shall own all custom software. The Department shall grant all appropriate Federal and State agencies a royalty-free, non-exclusive, and irrevocable license to reproduce, modify, publish, or otherwise use, and to authorize others to do so, all custom software. Such custom software shall include, but not be limited to, all source, object and executable code, operating system instructions for execution, data files, user and
operational/administrative documentation, and all associated administrative, maintenance, and test software that are relevant to this Agreement.
5. A fundamental obligation of the Provider is the delivery to the Department of all ownership rights to the complete system, free of any claim or retention of rights thereto by the Provider. The Provider acknowledges that this system shall henceforth remain the sole and exclusive property of the Department, and the Provider shall not use or describe such software and materials without the written permission of the Department. This obligation to transfer all ownership rights to the Department on the part of the Provider is not subject to any limitation in any respect.
6. OFF-THE-SHELF (OTS) SOFTWARE: For all OTS software purchased by the Provider as part of this Agreement, the following terms and conditions shall apply.
7. This Agreement grants to the Department a non-exclusive and non-transferable license to use the OTS software and related documentation for its business purposes. The Department agrees that the Provider may, at its own expense, periodically inspect the computer site in order to audit the OTS software supplied by the Provider, installed at the Department's site, at mutually agreed upon times. In the event that a separate license agreement accompanies the OTS software, then the terms of that separate license agreement supersede the above license granted for that OTS software.
8. This Agreement does not transfer to the Department the title to any intellectual property contained in any OTS software. The Department will not decompile or disassemble any OTS software provided under this Agreement, or modify any OTS software that bears the copyright notice of a third party. The Department will make and maintain no more than one archival copy (for back-up purpose) of each OTS software, and each copy will contain all legends and notices, and will be subject to the same conditions and restrictions as the original.
9. If the CPU on which any OTS software is licensed becomes temporarily unavailable, use of such OTS software may be temporarily transferred to an alternative CPU until the original CPU becomes available.
10. SOFTWARE AS SERVICE: When the software is fully owned, hosted, and operated by the Provider, and the Department uses said software remotely over the Internet, the following terms and conditions shall apply:
11. The Provider, as depositor, shall enter into an escrow contract, upon terms acceptable to the Department, with a recognized software Escrow Agent. The escrow contract must provide for the Department to be an additional party/beneficiary. The Provider shall deposit with the Escrow Agent the software, all relevant documentation, and all of the Department's data, and all updates thereof (the "Deposit Materials"), in electronic format. Deposits will occur no less frequently than once a month.
12. The escrow contract shall provide for the retention, administration, and controlled access of the Deposit Materials, and the release of the Deposit Materials to the Department, upon
receipt of a joint written instruction from the Department and the Provider, or upon receipt of written notice from the Department that:
a) The Provider has failed to carry out its obligations set forth in the this Agreement; or
b) A final, non-appealable judicial determination that the Provider has failed to continue to do business in the ordinary course; or
c) The Provider has filed a voluntary petition in bankruptcy, or any voluntary proceeding relating to insolvency, receivership, liquidation, or composition for the benefit of creditors, or becomes subject to an involuntary petition in bankruptcy, which petition or proceeding is not dismissed or unstayed within sixty (60) days from the date of filing; or
d) The Provider is in material breach of its maintenance and support obligations and has failed to cure such breach within thirty (30) days from the date of receipt by the Provider of written notice of such breach; or
e) A condition has occurred that materially and adversely impacts the Provider's ability to support the software and the Provider has failed to cure such condition within thirty (30) days from the date of receipt by the Provider of written notice of such condition.
13. The Provider is responsible for all fees to be paid to the Escrow Agent.
14. The Escrow Agent may resign by providing advance written notice to both the Department and the Provider at least thirty (30) calendar days prior to the date of resignation. In such an event, it is the obligation of the Provider to establish a new escrow account with a new Escrow Agent.

## 42. THIS ITEM IS INTENTIONALLY LEFT BLANK

## 43. THIS ITEM IS INTENTIONALLY LEFT BLANK

44. ENTIRE AGREEMENT: This document contains the entire Agreement of the parties, and neither party shall be bound by any statement or representation not contained herein. No waiver shall be deemed to have been made by any of the parties unless expressed in writing and signed by the waiving party. The parties expressly agree that they shall not assert in any action relating to this Agreement that any implied waiver occurred between the parties which is not expressed in writing. The failure of any party to insist in any one or more instances upon strict performance of any of the terms or provisions of this Agreement, or to exercise an option or election under this Agreement, shall not be construed as a waiver or relinquishment for the future of such terms, provisions, option, or election, but the same shall continue in full force and effect. Use of one remedy shall not waive the Department's right to use other remedies. Failure of the Department to use a particular remedy for any breach shall not be deemed as a waiver for any subsequent breach. No waiver by any party of any one or more of its rights or remedies under this Agreement shall be deemed to be a waiver of any prior or subsequent rights or remedies under this Agreement.

RIDER D: Provider's Proposal to RFP\#202312242
Appendix E Core List Pricing Attachment and other attachments incorporated by reference

# State of Maine <br> Department of Administrative and Financial Services QUALIFICATIONS and EXPERIENCE FORM RFP\# 202312242 <br> Statewide Office Supply Program 



Present a brief statement of qualifications. Describe the history of the Bidder's organization, especially regarding skills pertinent to the specific work required by the RFP and any special or unique characteristics of the organization which would make it especially qualified to perform the required work activities. You may expand this form and use additional pages to provide this information.
The W.B. Mason Company is an American business products company headquartered in Brockton, Massachusetts. The company is known for its colorful delivery vehicles.
The company was founded in 1897 and started out selling rubber stamps and stencils for the Brockton shoe industry; it has since expanded into office supplies, paper, toner, janitorial and sanitation products, shipping and packaging materials, break room and coffee supplies, foodservice products, custom printing, and other business supplies.
W.B. Mason has over 60 distribution centers and leases over 1,000 delivery trucks from Ryder servicing more than 300,000 businesses across the United States.
William Betts Mason ran the company until his death in 1912. The Mason family continued to oversee the company until the 1920s under William's wife, Marcena. In the late 1920s, W.B. Mason was sold to an employee and Brockton businessman, Samuel Kovner, who started his career out by sweeping the floors at W.B. Mason as a boy. In 1963, Kovner sold the company to his daughter and son-in-law, Helen and Joseph Green\&. The Greenes added furniture to the business and the company reached nearly a million dollars in sales by Greene's death in 1973. The Greenes' son Steve took over leadership of the company. In 1983, Steve Greene and his brother, John Greene, took over ownership from their mother and invited longstanding employee, Leo Meehan, to join in ownership of the company. In 1993, Steve Greene replaced his mother Helen Greene as the Chairman of the Board of Directors. At this point, the company's sales were $\$ 20$ million. Upon Greene's apppintment to the board, Leo Meehan became President and CEO. Under Meehan, the company focused on local service, personalized sales, and free delivery. W.B. Mason reaqhed sales of $\$ 247$ million by 2001. Part of the core of the Company's strategy throughout the $21^{\text {st }}$ century is to market aggressively to public entities throughout the Northeast and Mid-Atlant|c regions including state and municipal governments, the K-12 sector, and the higher ed market sector with the goal of achieving ad advantageous geographical sales position using those entities as the cornerstones of its sales model. To that end, over the past five years it has been the contract provider of office supplies and/or paper and/or toner to the following states: Maine, New Hampshire, Vermont,

Massachusetts, Rhode Island, Connecticut, New Jersey, Pennsylvania, and Delaware. Cities serviced contractually by W.B. Mason during that period include the cities of Boston and Worcester in Massachusetts and the City of New York. Colleges and Universities serviced by W.B. Mason include the University of Maine, Bates College, Bowdoin College, and Colby College, the University of New Hampshire, the University of Massachusetts, Harvard University, Brown University, Yale University, Princeton University, and hundreds more. The company's office supplies sales exceed two hundred million dollars annually, while its paper sales for its recently concluded Fiscal Year 2023 were over two hundred sixty million dollars, inclusive of its own private label paper brands including Flagship, Flagship Bright, Blizzard, My Copy, My Face, and My Image. W.B. Mason's toner sales for FY 2023 were nearly one hundred fifty million dollars; W.B. Mason is a Hewlett-Packard Preferred Partner.
Alone amongst providers with B-to-B as a primary focus, W.B. Mason has multiple Local Service Facilities located within the state of Maine. It's locations at 106 Pine Tree Industrial Parkway in South Portland and 120 Rice St. in Bangor continue a physical presence that W.B. Mason has maintained in the State for over twenty (20) years.

Provide a description of projects that occurred within the past five years which reflect experience and expertise needed in performing the functions described in Part II-Scope of Services to be Provided of the RFP. Please note that contract history with the State of Maine, whether positive or negative, may be considered in rating proposals even if not provided by the Bidder.

| Project One |  |  |
| :---: | :---: | :---: |
| Client Name: | University of Maine |  |
| Client Contact Person: | Anne-Marie Nadeau, Procu | rement Services Manager |
| Telephone: | (207) 621-3261 |  |
| E-Mail: | amnadeau@maine.edu |  |
|  | Brief Description of | Project |

Total purchases by the University system with W.B. Mason for the Company's Fiscal 2023 totaled over $\$ 1.3$ million dollars, including over $\$ 250,000.00$ in office supplies purchases, over $\$ 100,000.00$ in paper purchases, and over $\$ 200,000.00$ in toner purchases. W.B. Mason provides desktop delivery for end users of the University of Maine.

| Project Two |  |  |
| :---: | :---: | :---: |
| Client Name: | State of Rhode Island |  |
| Client Contact Person: | Gerald Teixeira |  |
| Telephone: | (401) 574-8100 |  |
| E-Mail: | Gerald.Teixeira@purchasing | g.ri.gov |
| Brief Description of Project |  |  |
| W.B. Mason has been the contractor for office supplies, toner, and paper with the State of Rhode Island for nearly thirty years without interruption. The latest contract cycle, which began in 2022, encompasses those three product categories plus school supplies. In addition to servicing stage agencies proper under the contract, W\|B. Mason extends the contracts to municipalities, public schools, and quasi-public agencies throughout the state. Mason sales to the state of other eligible contract users under this contract total over five million dollars annually. |  |  |
| Project Three |  |  |
| Client Name: | MaineHealth |  |
| Client Contact Person: | Rudy Gabrielson, Manager, | Corporate Contracting, Supply Chain |
| Telephone: | (207) 661-7693 |  |
| E-Mail: | Jeffrey.Chapman@MaineH | ealth.org |
| Brief Description of Project |  |  |
| W.B. Mason's FY2023 sales to MaineHealth were over $\$ 870,000.00$ in office supplies, $\$ 680,000.00$ in paper, and provides desktop delivery for end users of MaineHealth |  | \$3M, including approximately and $\$ 170,000.00$ in toner. W.B. Mason |

## 2. Subcontractors

The only subcontractor utilized by W.B. Mason in its servicing of the state of Maine as the contract holder for office supplies, paper, and toner is the use of a Bangor based courier service, Commercial Delivery Systems, to perform deliveries in more remote regions of the northern part of the state. CDS deliyers both small packages and large deliveries Next Business Day anywhere from Kittery to Fort Kent using a network of over thirty routes running throughout the State of Maine. CDS understands the rural geography of Maine because they are based in Maine, headquartered in Bangor. Its key personnel consisting of company President Dan Clark, General Manager Brian Woodbury, and Customer Service Manager Tammy Long, have over seventy five (75) years of experience in the courier business. Orders carried via CDS can be tracked and live updates can be provided.

## https://www.senditcds.com/

## 3. Organizational Chart

## W.B. Mason Organizational Chart for the State of Maine




THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CWNFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIR कATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S); AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.
IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ie $\mathbf{p}$ ) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain posicies may require an endorsempnt. A statement on this certficate does not confer rights to the certificate holder in lieu of such endorsement(s).
PRODILEER

## Eastern Insurance Group LLC

233 West Central Street
Natick
insured
WB Mason Co Inc
59 Centre Street

59 Centre Street

## Brockton

MÀ 02303
CERTIFICATE NUMRER:MASTER 2012-2013

|  | Risk Management |  |
| :---: | :---: | :---: |
|  | xti (508) $651-7700$ FAX NOL |  |
|  | R, 10.00028128 |  |
|  | INSURERIS AFFORDING COVEPAGE | NaIc: |
| Insurer | Hartford Fire Insurance Co. | 19682 |
| INSURER | Hartford Casualty Insurance Co | 29424 |
| INSURER | Trumbull Insurance Company | 27120 |
| INSURER | Continental Casualty Company | 20443 |
| INSURER |  |  |
| insurer | : |  |

COVERAGES

## REVISION NUNABER:

THS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWTHSTANDING ANY REQUIREMENT TERM OR CONDITION OF ANY GONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANGE AFFORDED BY THE POLICEES DESGRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS:

| - | TYPE OF INSURANCE |  |  |  | $\begin{aligned} & \mathrm{ADDL} \\ & \mathrm{NSOR} \end{aligned}$ | \|SUBR | POLCY NUMBER | , |  | mmulicy exp | umists |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| A. | GENERAL. UIABILITY |  |  |  |  |  |  |  | 10/2032 | 9/30/2013 | EACH OCCURRENCE | s | 1,000,000 |
|  | $\times$ | COMMERCIAL GENERAL LIABILITY |  |  |  |  |  |  |  |  | DAMAGE TORENTEL <br> PREMISES (Ea occurience) | 5 | 300,000 |
|  |  | Claims ma |  | OCOUR |  |  | 0aturidi556 |  |  |  | MED EXP A Any: ane person | s | 10,000 |
|  |  |  |  |  |  |  |  |  |  |  | PERSONAL 8 AdVINJURY | s | 3,000,000 |
|  |  |  |  |  |  |  |  |  |  |  | GENERAL AGGREGATE | 5 | 2,000,000 |
|  | GENL AGGREGATE LIMIT APPLIES PER: |  |  |  |  |  |  |  |  |  | PRODUCTS - COMPIOP AGG | s | 2,000,000 |
|  | X |  |  | LOC |  |  |  |  |  |  |  | s |  |
| A | ${ }^{\text {AUT }}$ | ANY AuTO all onned autos SChEDLAED AuTOS HIRED AUTOS NON-OWNED ALJTOS |  |  |  |  | 06 CSE ME3203 108 Cse Me3204 | ${ }^{9 / 3}$ | $30 / 2012$$0 / 2012$ | 9/30/2013 <br> 9/30/2013 | $\begin{aligned} & \text { COMEINED SiNGLE LIMIT } \\ & \text { EA acocident) } \end{aligned}$ | \$ | 1,000,000 |
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|  |  |  |  |  | PROPERTY DAMAGE (Per accident) |  |  |  |  |  | 5. |  |
|  |  |  |  |  | Merical Paymments |  |  |  |  |  | 5 | 10,000 |
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| B | $x$ | umbrella itab <br> EXCESS LAB |  | occur |  |  |  |  |  | 0/2012 | 9/30/2013 | EACH OCCURRENCE. | $s$ | 3,000,000 |
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| C | WORKERS COMPENSATON AND EMPLOYERS' LABBLITY ANY PROPRIETORIPARTNERIEXECUTIVE OFFICERMEMBER EXCUUED? $\qquad$ Mandatory in NK ) II yes. descrion uncerDESCRIPTION OF OPERATIONS below |  |  |  |  | (N/a |  | 08WImge 3200 | $9 / 1$ | 0/2012. | 9/30/2013 | $\mathbf{x} \text { WCSTATUE OTHA }$ |  |  |
|  |  |  |  |  |  |  | EL. EACHACCIDENT |  |  |  |  | 5 | 500,000 |
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|  |  |  |  |  |  |  |  |  |  |  | Aggregate |  | \$22,000,000 |

DESCRTPION OF OPERATIONS / LOCATONS /VEHICLES (AAttach ACORD I01; Addititinal Remarks. Schedule i) more space is required):
If required by contract, additional insured is automatic

CERTIFICATE HOLDER
PROOF OF INSURANCE

PROOF OF INSURANCE

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## CANCELLATION

SHOULD ANY OF THEABOVE DESCRIBED POLIGIES BE CANCELLED BEFORE
THE EKPIRATION DATE THEREOF, NOTIGE WILL BE DELIVERED IN
ACCORDANE WITH THE POHICY PROVSIONS.
AUTHORIZ
ROSEME REPESENTATIVE

## Bidder's Organ

Check the category(ies) of product the Bidder is proposing to provide. Describe the quality and types of items that would be available if awarded.
$\boxtimes$ Office Supplies
Paper
$\boxtimes$ Toner
Description of overall product offering:

1. The awarded Bidder(s) will use effective brand management and change techniques to ensure continuity and availability of all products provided throughout the term of the contract.

Describe how the continuity of products is ensured, and why and how brands might be changed throughout the term of a contract (if ever).
W.B. Mason's "BuyRight" sourcing and marketing philosophy is the ideal vehicle by which to drive effective brand management at the administrative and end user levels. The company maintains exceptional relationships with both name brand manufacturers including Hewlett-Packard, At-A-Glance, Avery, Lexmark, 3M, Newell Brands, and Tops (to name but a very few) and manufacturers of value products and brands such as Universal, Innovera, and Business Source. W.B. Mason also maintains a line of private brand products including its "Flagship" brands of copy paper, of which the company has sold to thousands of customers for many years including the State of Maine. This "BuyRight" program, offering the products to its customers that those customers want, rather than gerrymandering the available product selection to include primarily or even exclusively the brands that the provider wants to sell, is one of the "Seven Things" that sets W.B. Mason apart from its competitors. Those seven things are: the aforementioned "BuyRight" program inclusive of a king-sized selection of the products that people really want, www.wbmason.com, its customizable, flexible, and world class online ordering platform, its A.L.P.S. program of Amazingly Low Prices, G.O.L.D. Star (Guaranteed Overnight Local) Delivery inclusive of no delivery charges EVER, no minimum order requirements, personalized delivery on a fleet of Company owned vehicles based out of Local Service Facilities in Portland and Bangor, and next business day pickup and credit of returns, its "Masonville" business model of LOCALLY BASED sales representation, customer service, and

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#### Abstract

distribution, "One Source Wonderful" shopping, all resulting in a brand that has been trusted for over 125 years. Continuity of products is ensured primarily by partnering with established and trusted manufacturers such as those referenced above plus hundreds more. W.B. Mason's roster of manufacturing partners has been cultivated and maintained over the course of many years, and these partnerships, in contrast to a heavy reliance on private label products sourced overseas from unproven suppliers and manufacturers, have enabled W.B. Mason to provide a stable product offering to its customers over the years as the Company will continue to do going forward. Occasionally, a manufacturer may discontinue a product or set of products for a number of different reasons (toner cartridges for obsolete machines being one example). In such cases, W.B. Mason will notify the State of Maine of any such discontinuances as soon as it is made aware of them. The Company will at that time offer a replacement product to the State of equal or greater quality of that of the item(s) being discontinued at a price equal to or less than that of the original item(s), with samples provided as required and/or upon request.


2. The resulting contract(s) will be for office supplies, toner and paper only, and at the sole discretion of the State, end-users will not be permitted to purchase certain office supplies and other categories of supplies or equipment that may be offered in the awarded Bidders' inventory.

Describe how products that the State deems not approved for purchase can be restricted from inadvertent or intentional misuse by the end-users.
W.B. Mason can enact and maintain any type of product restrictions that the State may wish to put in place on www.wbmason.com, its fast and easy-to-use online ordering platform. Examples of product restrictions that may be enacted and maintained are restrictions by total order size limit, item net price limit, item extended total price limit, and product category (batteries, furniture, any product category for which the State has a separate contract, etc.).

The Company can maintain online an ordering environment that blocks even the visibility of these items outright and thus completely restrict their purchase, or instead may display the items and require one or more approvals from designated purchasing approvers before W.B. Mason processes any order for such items. Likewise, the Account Management Team assigned for many years by W.B. Mason is fully knowledgeable of any desired State item restrictions and will not process orders for such items placed over the phone or via fax as applicable.

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3. Describe what mechanisms are available to promote "Core List" items (with the most advantageous pricing) over other inventory items that might appear equivalent. Provide the total number of stock numbers (SKUs) that would be available through the awarded contract.
W.B. Mason has multiple methods by which it can promote the use of "Core List" items. The most straightforward way in which to achieve this goal is to restrict the available product selection to Core List items only. Similarly, "Favorites Lists" consisting exclusively of Core List items can be established for all State end users or on a user-by-user basis. Rules can be implemented in which one or more approvals would be required before W.B. Mason processes any order for a non-Core item. In a more open purchasing environment, Core List items are conspicuous and easy to spot by virtue of a highly visible red checkmark displayed online for such items along with item image, product description, etc. Further, another available search criterion available on www.wbmason.com is search by contract items, making such items even easier to purchase. W.B. Mason will work with the State of Maine in the development of an available listing of a total number that best suits the various needs and goals of the State, however many or few that number may be based on various restrictions that the State wishes to place on the program.

## B. STATEWIDE DISTRIBUTION

1. The awarded Bidder(s) must provide next-business-day delivery of all products provided to locations throughout the state, consolidating orders and delivering products to customers as conveniently as possible.

Provide a detailed narrative and/or schematic of the Bidder's distribution network covering the entire State. Describe nominal fill rate expectations at each level of the distribution network, time requirements to receive from each level, how the items from various levels are consolidated and/or delivered for the customer's convenience, whether deliveries are made via company employed trucks and operators, or via subcontracting.
The W.B. Mason Company provides Next Business Day delivery throughout the State of Maine on twenty-seven company owned vehicles, with distribution emanating from Company maintained Local Services facilities located in Portland (106 Pine Tree Industrial Parkway) and Bangor (78 Rice St.). Additionally, sales and customer service support for the State of Maine are based in W.B. Mason's Portland Local Service Facility. In addition to maintaining inventory in each of these Local Service Facilities, W.B. Mason also accesses inventory daily for State of Maine end users from its regional stocking hub located in South Boston, MA as well as wholesaler facilities located in Nashua, NH, Coxsackie, NY, and Cranbury, NJ. This wide-ranging

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access to inventory enables W.B. Mason to consistently maintain an extremely high daily line-item Fill Rate resulting in more complete deliveries, better service, and, ultimately, lower prices for W.B. Mason customers as W.B. Mason makes the fewest deliveries per order of any B-to-B Business Products dealer and passes those operational savings on to its customers. The Company maintains warehouse staffing during all three shifts, and it is during the second and third shifts that orders are processed, and the products contained are combined at each Local Service Facility as applicable into complete single orders for all end users. State of Maine end users receive Next Business Day delivery on orders placed by 6:00 PM local time, and the Company maintains live customer service until 6:00 PM Monday through Friday to assist customers in placing those occasionally unavoidable lastminute orders for Next Business Day delivery. W.B. Mason makes virtually all deliveries for State of Maine end users on its own fleet of iconic trucks, running nearly three dozen trucks within the State of Maine. All deliveries made on W.B. Mason trucks are performed by uniformed employees of the company in who are in possession of photo identification at all times. With regards to continuity of service, W.B. Mason has demonstrated its long-term commitment to State of Maine inclusive of all customers therein by building and opening in 2010 a 60,000 square foot state-of-the-art Local Service Facility in the city of Portland which currently employs over fifty people including sales, customer service, and distribution personnel. To ensure consistently high levels of service throughout the State, W.B. Mason an additional Local Service Facility in Bangor. The result is a far reaching, substantial, meaningful, and enduring presence within the State which will continue to the mutual benefit of both W.B. Mason and the State of Maine for many years to come.
2. The awarded Bidder(s) must ensure no loss of delivery infrastructure or capability during the period of performance of the anticipated contract.

Discuss what procedures and/or processes are available or will be developed to meet this requirement.
W.B. Mason's optimal levels of service are maintained and supported by a detailed and comprehensive Disaster Recovery/Business Continuity Policy, detailed below:

DISASTER RECOVERY CAPABILITIES: W.B. Mason maintains over sixty Local Service Facilities throughout the Continental United States, primarily in the Northeast and Mid-Atlantic that serve as support for one another in the event of emergency. Each facility maintains independent telephone and power capabilities so that any Local Service Facility can function independently from all others should an emergency occur in one or more locations. All computer

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systems technology has server backup in case of unforeseen interruption of computer service.

## BUSINESS CONTINUITY:

- Business Continuity/Disaster Recovery Planning (BCDR) is ultimately determined at a senior level by W.B. Mason's Chief Executive Officer, who works in conjunction with the Chief Information Officer, Chief Financial Officer, Senior Director of Operations, and various Branch Managers in the establishment and execution (if necessary) of said planning.
- The team outlined above works in conjunction with their appropriate subordinates in the ongoing planning and establishment of BCDR policies. For example, the Chief Information Officer will work with his designated employees in Wholesaler Order Transmission on policies that pertain to backup plan(s) in the event of disruption of daily resources. Similarly, the Senior Director of Operations engages various G.O.L.D. (Guaranteed Overnight Local Delivery) Warehouse Supervisors and Distribution Managers in procedures for assisting other W.B. Mason local service facilities, should the need arise. This interlocking staff reports to the Chief Executive Officer who maintains final responsibility for the Company Disaster Planning.
- W.B. Mason maintains over 60 Local Service Facilities nationwide. These facilities are supported by approximately thirty wholesaler facilities located throughout the continental United States. These facilities provide physical and logical redundancies for one another in the event of an emergency. Each facility maintains independent telephone and power capabilities so that any local service facility can function independently from all others should an emergency befall onto one or more facilities. All computer systems technology has server backup in case of unforeseen interruption in computer service. Detailed information can be found in "Datacenter Quick Reference", below.
- W.B. Mason maintains several internal operational redundancies, procedures, and protocols in conjunction with its primary suppliers, including United Stationers, the nation's largest wholesaler, which ensure that service to its' customers can remain uninterrupted in the event of unforeseen or extra normal circumstances. For example, in 2011 W.B. Mason's Albany, New York local service facility experienced an overnight power outage. Its' local service facility in Boston, as well as wholesaler


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facilities in Woburn, MA and Coxsackie, NY, provided support for Customer Service, product fulfillment, and technologically based operational functions. This support resulted in uninterrupted service for customers regularly serviced by W.B. Mason's Albany facility. In 2010, much of Rhode Island was inundated by historic flooding. W.B. Mason's local service facility in Cranston was able to provide all services without interruption due to the aid and support of other local W.B. Mason facilities in Boston, Worcester, and Brockton.
W.B. Mason DataCenter Quick Reference: We lease space at One Summer St., Boston, MA, which is run by The Markley Group
(www.markleygroup.com) Datacenter

- 24-hour on-site monitoring
- Separate, redundant fiber entry points
- N+2 A/C
- N+2 UPS and Generators, tested weekly
- Onsite Fuel storage to provide four days of power at full load, 27 days at current load (90,000 gallons)
- SAS 70 Type II Compliant


## Our Server Cages:

- ID, Prox Card and Biometric, and physical key barriers
- All four need to be used before getting access to our cage
- Redundant Tier 1 ISPs with link balancing for internet connectivity
- Redundant Tier 1 connectivity to Brockton corporate office
- Redundant servers with link balancing
- Redundant firewalls
- Data kept on HP Storage Area Network (SAN) o Backed up off SAN, (Disk to disk) then to tape
- Tapes kept securely off-site
- Six HP Chassis with 92 HP blades split among racks and power circuits to provide redundancy
- $20 \times 30 \mathrm{~A} 208$ circuits for full power redundancy
- Monitored power distribution units
- 24-hour system monitoring and alerting
W.B. Mason maintains sufficient scale and multiplicity of resources to generally provide customers with minimal to no interruption service on essentials such as bottled water and facilities maintenance products. The company has assurances from its bottled water suppliers that regular


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stocking levels will be maintained for existing W.B. Mason customers at all times. In instances where the company provides on a contracted basis essential goods and/or services, it is typically exempt from government mandated orders for non-essential businesses to close.

To ensure the health of its employees both for their ongoing benefit and in order to continue to provide goods and services to its customer base, W.B. Mason strongly encourages its employees to follow the CDC's recommendations to prevent the spread of respiratory viruses, including Coronavirus. These recommendations include a) the periodic washing of hands with hot and for a minimum of twenty seconds and to use alcohol based sanitizer when soap and water are not available b) avoid the touching of eyes, nose, and mouth with unwashed hands c) avoid close contact with people who are sick d) strongly encouraging employees with any respiratory illnesses to stay home.

## C. PLACING ORDERS

The awarded Bidder(s) must support registering new users and all ways that orders may be placed from users. At a minimum, the State of Maine requires a comprehensive, user-friendly online ordering system. The system must accept both credit card and ACH payments. Please note: if an ordered item is out of stock, the Contractor must notify the ordering entity for prior approval before substituting for the out-of-stock item.
W.B. Mason maintains an in-house staff of E-Commerce support personnel who can register and setup new users without hours of request. State end users may continue to place orders at www.wbmason.com, the Company's fast and easy-to-use online ordering platform as they have for approximately fifteen years. www.wbmason.com accepts payments both by credit card and via ACH. End users may also place orders via toll-free phone, via e-mail, via conventional mail, or through their assigned outside Account Executive. Should an end user place an order for an item that is out of stock at time of order, W.B. Mason will notify that end user of the backorder situation and, wherever applicable, offer an alternate of equal or greater quality at a price equal to or less than that of the out-of-stock item. The end user will then have the option of accepting the alternate item or waiting for the original item to be delivered. Out of stock items are typically and filled and delivered by W.B. Mason within three business days of date of original order.

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## D. REPORTING

1. On a quarterly basis, the awarded Bidder(s) must provide reports including information on usage, payment, real-time delivery tracking, and all other types of information to the State in an electronic format. Reports must be provided via email in MS Excel $®$ format.
2. It will be the awarded Bidders' responsibility to schedule and hold all quarterly meetings on a timely basis, at a location of the Department's choosing (such as a State facility or a facility owned by the awarded Bidder), and provide electronic copies of reports at least one (1) week prior to quarterly meetings.
3. Usage reporting information includes information such as ordering entity (e.g. governmental entity within Maine), order number, date of order, date of delivery, item, quantity, unit price, item total, and total cost by account.
4. Payment reporting information includes information such as order number, amount invoiced, amount paid, when payment was received, and any data pertaining to outstanding amounts due.

State the expected time required to respond with requested reporting information from the time of the request (if not regularly scheduled or available online), and whether the information is available online to the departmental end-users and the Division of Procurement Services. Include a sample of the MS Excel reports that the State will receive (attach to this application or insert below).
W.B. Mason will continue to provide to the State of Maine comprehensive reporting on a quarterly basis, inclusive of:

- Detailed Usage Report customized to include: customer Account Number, Account Name, Address Code, Invoice Number, Sales Order Number, Invoice Date, Item Number, Item Description, Item Unit of Measure, Unit Price, Quantity for item ordered on each individual invoice, extended total for that line, Product Category, Delivery Address, End User for each order/item, and specific Pricing Methodology/Default (Core Item, Catalog Discount, Open Web Less, etc.) for each item.
- Form of Payment Report detailing the number of orders paid for by P-Card, Check, and Wire for each quarter.
- A comprehensive Delivery Report which includes the number of orders delivered to each individual State of Maine end user each quarter along with delivery method (Mason truck, non-Mason truck).


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- A Quarterly Fill Rate Report, which details W.B. Mason's Fill Rate for each business day and includes each specific day of the quarter along with the number of lines and backorders along with the corresponding fill rate and backorder percentages for that day.
- A Discontinued Items Report detailing items that have been discontinued by the manufacturer during the preceding quarter.
- A Rebate Report detailing and verifying the rebate earned by the State for the preceding quarter.
- A Short Ship Report detailing number of short ships for the preceding quarter.
- A comprehensive User Report detailing all users by name, E-mail address, Contact Person ID, associated W.B. Mason Account Number, order limit (if applicable), user status (active/inactive), name, E-mail address, and approver type of associated approver (if applicable), address for each user, and user/approver Expense Allocation.

As part of its proposal, W.B. Mason has included samples of each of the reports referenced above.

## E. CORPORATE COMMITMENT

The awarded Bidders' program must have the support of senior management, especially as it relates to providing exceptional customer service to State of Maine departments and agencies; and if a lower price is available to an ordering entity for non-core products, the supplier will also meet and provide that price to the State of Maine.

Please provide the name of a senior level manager who will champion this commitment.
W.B. Mason hereby commits that, if selected, the program offered to the State of Maine by W.B. Mason will have the support of the Company's senior management, inclusive of the company's Massachusetts based ownership group consisting of Leo J. Meehan III (Chief Executive Officer) and John Greene (President). This ownership group, which has been together since the early 1980's, has time and again demonstrated its commitment to the State of Maine by opening over the past 20+ years numerous Local Service Facilities within the State and currently employing approximately ninety residents of the State of Maine in providing service to thousands of W.B. Mason customers within the State. W.B. Mason also commits to matching

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pricing to the State of Maine in instances where a lower price is offered by a competitor, consistent with the Company's published price guarantee. This commitment will be championed by Jeff DePaul, W.B. Mason's Regional Vice President of Sales for northern New England, and John McDonald, W.B. Mason's regional Manager for the State of Maine and originally from Scarborough. John has been with W.B. Mason for sixteen years and has ascended to his current position having started with the Company in a sales capacity. A graduate of Bates College, John currently makes his home in Portland. This program will also be championed by Amanda Drummond, the longtime Account Manager assigned by W.B. Mason to both the State of Maine and the University system. Amanda has been with W.B. Mason for ten years and has been assigned by Mason to the State of Maine for the entirety of the current contract cycle. Amanda is a state of Maine resident.

## F. SUSTAINABILITY

The awarded Bidder(s) must include sustainable product offerings, business practices that have minimal environmental impact, and develop or maintain a plan for increasing these offerings over throughout the resulting contract term.

Describe the Bidder's business practices as they relate to increasing sustainable product offerings, reducing environmental impact, and promoting these practices in the future. Include any established plans or related environmental efforts the Bidder is currently using.
W.B. Mason has long demonstrated and brought to market a strong commitment to sustainability. The Company offers for sale thousands of products that contain recycled content and/or otherwise green (such as ACMI certified Non-Toxic markers and highlighters) and makes those items easy for end users to find and purchase using highly conspicuous icons as applicable such as those listed below:


Products made with at least $30 \%$ recycled content


Products made with less than $30 \%$ recycled materials

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The Company's portfolio of items containing recycled content extends across the full workplace products platform, inclusive of $100 \%$ recycled copy paper, remanufactured toner utilizing recycled cartridges, batteries now containing some recycled content, recycled paper towels and facial tissue, plates and bowls, chair mats, dry erase boards, binders, labels, correction supplies, pads, Post-lt notes, desk accessories, and filing supplies; products found in every corner and closet and on every desk in today's workplace. Non-toxic office products sold by the Company include markers, highlighters, art supplies, and adhesives, while its biodegradable item selection ranges across the product spectrum from Green Wave and Wincup brand cups and plates to packing peanuts to Jam brand presentation folders to Earth Friendly Products brand white board cleaner to Heavenly brand bathroom tissue and beyond. Worth noting is that a search on www.wbmason.com for "biodegradable" products returns over 140 items, any of which could be made part of an optional or mandatory online "Swap-'N-Save-The-Environment" alternate product program. This program would suggest or mandate the use of recycled and/or "green" products wherever items not containing those attributes are initially chosen, thereby embedding "green" consumption habits wherever this program is implemented and maintained. Many of the appliances offered by the Company, including refrigerators, printers, dehumidifiers, water coolers, etc., are Energy Star compliant. For many years the Company's delivery vehicles have been programmed with a top speed of 65 MPH and to shut down after five minutes of idling time. In 2017 it rolled out the first of its all-

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electric, range- extended step vans.
This E-GEN step van demonstrates 40 MPGe fuel efficiency in onthe-road applications, which reduces vehicle emissions by $75 \%$ and is six times more efficient than conventional step vans. The E-GEN provides an average range of 120 miles on a single charge, with 60 miles all-electric utilizing Panasonic Li-Ion battery packs, and an additional 60 miles using the integrated BMW range extender. Workhorse's proprietary chassis design, powertrain, battery management system and real-time Metron telematics system provide reliable performance and optimize driver efficiency.

Other operational practices that promote sustainability include the retrofitting of a number of its Local Service Facilities with motion sensor detection lighting as a means to conserve energy and the recycling of all toner cartridges, copy paper, and corrugated packaging used in house. It's Local Service Facility at 647 Summer St. in South Boston, MA is home to the largest solar installation in Boston at 2.8 MW. With regards to additional customer facing initiatives, the Company offers to its customers the opportunity to partake in a program of delivery of office supply items wherever feasible in reusable plastic totes in place of corrugated packaging. Customers who participate in this program receive delivery of appropriate items in these totes, which are then left at the end user's desktop for pickup by their W.B. Mason driver as part of their next delivery. In this manner the totes are used repeatedly, thereby cutting down substantially in the amount of corrugated and other packaging materials utilized in the servicing of the end user. Among the entities who have participated in this program are Princeton University, Hamilton College, Hobart and William Smith Colleges, Skidmore College, St. Lawrence University, Union College, and Fairfield University. The Company also engages in various environmental initiatives with specific customers including the reclaiming of obsolete hardbound catalogs each year which then are recycled, and the pickup of spent toner cartridges for empty shell recycling. In fact, W.B. Mason directly reclaims and earmarks for recycling over 400,000 empty toner cartridges each year. The Company also utilizes recyclable materials in its packaging in instances where the reusable plastic totes are not used. The Company can also provide detailed consumption analysis for the State, resulting in increased end user purchases of recycled and otherwise "green" items (ACMI certified non-toxic writing implements, for example) facilitated via W.B. Mason's aforementioned "Swap' $N$-Save The Environment" program. Some of W.B. Mason's environmental initiatives come from the unlikeliest of sources. After seeing a news presentation on the proliferation of plastic beverage bottles collecting in the world's oceans and choking

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the environment, one of W.B. Mason's owners was determined to have the Company offer a viable, greener alternative to its customers. Soon thereafter, W.B. Mason's 'Blizzard' water cooler service was born, designed to provide pure and refreshing spring water to W.B. Mason customers in BPA free five-gallon jugs, eliminating the waste of disposable plastic bottles. W.B. Mason now distributes millions of bottles of five-gallon bottles to its customers each year in reusable plastic, thereby having an immeasurable effect on the collective carbon footprint of those customers by eliminating the use of individual plastic bottles for individual consumption which so often end up in an already swollen waste stream.

## G. CUSTOMER SUPPORT

The awarded Bidder(s) must provide support to departmental end-users, ensuring the departmental end-users are informed of the support available, how to access it, and instructed on the process involved. An account manager must be made available who end-users can contact in the event of an issue. The awarded Bidder(s) will manage and resolve complaints, issues, and challenges escalated by end-users, and work with the Department to exchange feedback, and identify/resolve problems.

Describe the level of customer support for end users that will be provided by the Bidder and how the Bidder will conduct issue resolution. Discuss when, how, and with whom in the Bidders' management team the Department can work with to exchange feedback and identify/resolve problems.
W.B. Mason will continue to provide dedicated and locally based sales and customer service support to the State of Maine and will make the services of that personnel plus those of W.B. Mason's 200+ client relations specialists and customer advisors for all State end users. W.B. Mason's lead outside Account Executive for the State of Maine is Amanda Drummond. Amanda has ten years of experience in the office products industry. Amanda has been W.B. Mason's lead Account Executive for the State of Maine for the full duration of the past current State of Maine Office Supplies/Toner/Paper contract cycle. The Company has also has dedicated and will continue to dedicate Heather Simard as the dedicated customer service representative for the State. Heather has been with the Company in a customer service capacity for the past sixteen years and is based out of W.B. Mason's Portland Local Service Facility. Both Heather and Amanda's contact information is accessible via the www.wbmason.com homepage custom center stage enjoyed by all State end users. Concurrent with Heather's assignment by W.B. Mason as the dedicated customer service representative for the State of Maine, Heather was made the customer service manager for the Company's Maine regional operations. Additionally, W.B. Mason employs a total of four customer service representatives in the State of Maine in its Portland Local Service Facility located, all of whom are and will be fully versed in the full details of any Agreement between the W.B. Mason and the State, thus ensuring prompt, knowledgeable, and locally based customer service on a

## APPENDIX D

## State of Maine Department of Administrative and Financial Services RESPONSE TO PROPOSED SERVICES FORM Statewide Office Supply Program

consistent basis for state administrators and end users. In a further effort to provide the State with unsurpassed customer support, W.B. Mason has established an E-mail address specifically for use by State of Maine contract users. This E-mail address, maineweb@wbmason.com, prioritizing messages received from State end users over those sent by other parties so that all requests and inquiries initiated by the State can be handled promptly and knowledgeably by the Maine based staff that monitors this E-mail address. This inbox is continuously monitored by the aforementioned Heather Simard as well as W.B. Mason's other three Portland based customer service representatives. Any issues that may arise during the normal course of contract execution, regular or otherwise, are typically handled by this team and/or by John McDonald, W.B. Mason's Portland Branch Manager who oversees the day-to-day account management team assembled by W.B. Mason for the State. This team is accessible during normal business hours of 7:30 AM through 6:00 PM Monday through Friday. Additionally, Amanda and John are available twenty-four hours a day, seven days a week via cell phone to address any emergency issues that the State may have regarding rush deliveries or other matters of a similar nature. This team assembled by W.B. Mason is empowered to resolve all problems should they occur to the satisfaction of the State; additionally, John McDonald interfaces daily with W.B. Mason's Chief Operating Officer and/or company ownership, further ensuring prompt and definitive resolution for the State for any issue state administrators/end users may experience.

## H. TRANSITION AND IMPLEMENTATION PLAN

The awarded Bidder(s) will market and transition current statewide users to the resulting contracted program, including roll-out, training, marketing, web ordering, etc. The ability to accept orders promptly after the resulting contract award is expected, however, this does not mean that the awarded Bidders' full programmatic solution needs to be in place at the time of award. Temporary "stop-gap" measures to accept orders are allowable within the earliest phase of the program.

Provide a realistic work plan for the implementation of the program through the first contract period. Include the Bidder's transition plan, indicating how soon orders can be placed by the State of Maine after this RFP's contract award announcement has been made. Display the work plan in a timeline chart. Concisely describe each program development and implementation task, the month it will be carried out and the person or position responsible for each task. If applicable, make note of all tasks to be delegated to subcontractors.
As the current contract holder for office supplies, paper, and toner with the State of Maine, W.B. Mason's full program for the State is currently in place. Upon award of contract, pricing could be activated under the terms of that contract on the day of official contract commencement and all aspects of service and delivery can continue

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for the State without any interruption of any kind whatsoever. Likewise, the State would not incur any of the considerable soft costs associated with switching vendors. For example, the State would not have to invest countless hours retraining end users on a new ordering platform (organizing and conducting in-person and remote meetings and demos, nor would state purchasing administrators need to undertake the highly labor intensive and time consuming tasks of providing alternate vendors with the names, addresses, and E-mail addresses of hundreds of far flung end users, oversee from scratch the development by another vendor(s) of the highly specific reporting and invoicing required by the State, etc. Some estimates put the cost of vendor change as high as fifteen percent (15\%) of year one purchases, costs that would be completely unrealized by the State by continuing to patronize W.B. Mason for office supplies, paper, and toner.

## I. OPPORTUNITIES FOR MUNICIPALITIES, POLITICAL SUBDIVISIONS, AND SCHOOL DISTRICTS

The Department is committed to providing purchasing opportunities for municipalities, political subdivisions, and school districts within the State of Maine. The awarded Bidder(s) are encouraged to make their products and services available to these entities through separate contracts, but under the same terms offered to the State of Maine.

Indicate the Bidder's willingness to work with these other entities within the State of Maine, should those entities seek to do business with the State's awarded Bidder(s) under this RFP.
W.B. Mason would be happy to extend the products and services available to municipal entities of the State of Maine, political subdivisions of the State, and school districts located within the State, as well as the University of Maine system under the same terms offered to the State of Maine.

## J. QUALITY ASSURANCE

The Department requires superior quality assurance and internal controls from the awarded Bidder(s). The awarded Bidder(s) will conform to and support the following quality assurance expectations under the resulting contract(s):
A. Internal Audits performed by the awarded Bidder(s): The awarded Bidder(s) may be requested by the Department to perform ad hoc internal audits.. The Department intends to perform its own internal auditing as a separate activity from any internal audit performed by the awarded Bidder(s). Internal audits, when requested, must be performed by the awarded Bidder(s) at no additional cost.

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B. Product Sampling: The awarded Bidder may occasionally be requested by the Department to provide office supply product samples. The purpose of product samples is to ensure quality and conformance to specifications.

Describe the Bidder's ability to conform to these requirements and include any additional quality assurance measures the Bidder will offer.
A. W.B. Mason will be happy to conduct at no additional cost to the State its own internal audits from time to time as requested by the State on an ad hoc basis as well as taking part in any independent audit that the State may conduct at any time.
B. W.B. Mason will provide product samples to the State Purchasing Department upon request for the purpose of ensuring ongoing quality and conformance to State specifications.
W.B. Mason can provide customized reporting to the State that reports on any Key Performance Metrics of most acute State interest for the purpose of guaranteeing best-in-class supplier service over the full life of the contract in addition to the current suite of reporting currently provided. As part of its submission, W.B. Mason has enclosed a sample of its Customized Reporting Capabilities, this particular sample being in Excel format. Be advised that W.B. Mason can customize reporting in any format desired (pdf, PowerPoint, Word, etc.)

## K. QUALITY ASSURANCE

The Department requires the awarded Bidder(s) to pay a one percent (1\%) administrative fee on gross sales for the entirely of the agreement term, including renewals, to be paid quarterly.

Bidders must acknowledge this requirement and describe any compliance related issues.
So noted and agreed to by W.B. Mason.

## VIDEO DEMO

Bidders must include a brief video demo of how to place an order on the proposed system.

This video file may be embedded below, or attached separately to the proposal submission email. Please note that the Delivery Instructions in Part III, C, 2 of the RFP apply, particularly that links to file sharing sites will not be accepted.

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## Per the State's Q \& A statement that:

"It would be acceptable to include a link to the video where it is posted on a publicly visible platform, i.e. Youtube."
W.B. Mason has made its video demo accessible via the following link to YouTube where the video can be viewed.
https://youtu.be/h KVx0jEJnM?si=uilDMBgbgwNz7yIK









| Item Description | Unit of Measure | StockItem Number | Quantity Ordered During Previous Contract's Lifecycle | Bidder's Proposed Unit Price for this Item (or equivalent) | Decription of Bidder's Proposed Item | Unit of Measure of Bidder's Proposed Item | $\begin{array}{\|c\|} \hline \text { Stock/ltem Number } \\ \text { for Bidder's } \\ \text { Proposed Item } \end{array}$ | Proposed Cost |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ABRACADABRA LTR 8.5X11, 20\#, 97B PAPER | CT | MAG71200 | 73 | 36.80 | ABRACADABRALTR 8.5X11, 20\#, 97B PAPER | CT | MAG71200 | \$ | 2,686.40 |
| PAPER, 92 BRIGHT, 20LB, 8 -1/2 $\times 11$ WHT | CT | CAS054922 | 20 | 53.80 | PPR,8.5X11,100\%RECY,5000/CT | CT | WBM20100 | \$ | 1,076.00 |
| PAPER,28LB, 11X17, 100BR,PHOTO,WHITE | CT | HAM102541 | 46 | 65.89 | PAPER,MY FACE, 11X17, 28\#, 100 BRT,SMTH | CT | MYP88817 | \$ | 3,030.94 |
| PAPER,8.5X11,110LB,WHITE,250/PK | PK | WAU40411 | 117 | 8.99 | INDEX, 8.5×11,110\#,WE,250/PK | PK | SPHL015300 | \$ | 1,051.83 |
| PAPER,8.5X11,20LB,REDBRITEBLUE,98BR,5000/CT | CT | RBB61200 | 27 | 36.80 | PAPER,8.5X11,20LB,REDBRITEBLUE,98BR,5000/0 | CT | RBB61200 | \$ | 993.60 |
| PAPER,8.5X11,24LB,GALAXYGOLD,500/RM | RM | WAU22571 | 282 | 12.09 | PAPER,8.5X11,24LB,GALAXYGOLD,500/RM | RM | WAU22571 | \$ | 3,409.38 |
| PAPER,8.5X11,24LB,PARCHMENT,IVORY,500/RM | BX | SOU984C | 123 | 30.94 | PAPER,8.5X11,24LB,PARCHMENT,IVORY,500/RM | BX | SOU984C | \$ | 3,805.62 |
| PAPER,8.5X11,24LB,SOLARYELLOW,500/RM | RM | WAU22531 | 106 | 12.09 | PAPER,8.5X11,24LB,SOLARYELLOW, 500/RM | RM | WAU22531 | \$ | 1,281.54 |
| PAPER,8.5X11,32\#,LASERPRINT,4M/CT | CT | HAM104646 | 113 | 79.00 | PAPER, 8.5X11,32\#,LASERPRINT,4M/CT | Ст | HAM104646 | \$ | 8,927.00 |
| PAPER,8.5X11,32LB, PARCHMENT,IVORY,250/PK | BX | SOUJ988C | 147 | 24.22 | PAPER,8.5X11,32LB, PARCHMENT,IVORY,250/PK | BX | SOUJ988C | \$ | 3,560.34 |
| PAPER,8.5X11,65LB,REENTRYRED,250/PK | PK | WAU22751 | 128 | 12.99 | PAPER,8.5X11,65LB,REENTRYRED,250/PK | PK | WAU22751 | \$ | 1,662.72 |
| PAPER,8.5X11,65LB,WHITE,250/PK | PK | WAU91904 | 108 | 14.19 | PAPER,8.5X11,65LB,WHITE,250/PK | PK | WAU91904 | \$ | 1,532.52 |
| PAPER,8.5X11,67LB,WHITE,250/PK | PK | WAU80211 | 459 | 7.59 | PPR,LTR,67\#V.B.,WHT, 250/PK,2000/CT | PK | SPHL016000 | \$ | 3,483.81 |
| PAPER, 8.5X11,98BRT, 20 LB,WHITE,5000/CT | CT | WBM97200 | 1984 | 36.80 | PAPER, $8.5 \times 11,98 \mathrm{BRT}, 20$ LB,WHITE,5000/CT | CT | WBM97200 | \$ | 73,011.20 |
| PAPER, $8.5 \times 11,98$ BRT, 20 LB, WHITE,5000/CT | CT | BLZ41200 | 430 | 36.80 | PAPER, 8.5X11,98BRT, 20 LB,WHITE,5000/CT | CT | BLZ41200 | \$ | 15,824.00 |
| PAPER,8.5X11,FIREWORX,GLDRD | RM | CASMP2201GRP | 491 | 4.99 | PPR,CIRCUS,8.5X11,20LB,GOLD,500/RM | RM | WBM22201GD | \$ | 2,450.09 |
| PAPER,8.5X14,20\#, BLUE,FOREDP,500/RM | RM | HMM103317 | 155 | 9.85 | PAPER,8.5X14,20\#, BLUE,FOREDP,500/RM | RM | HMM103317 | \$ | 1,526.75 |
| PAPER,8.5X14,20LB,CANARY,500/RM | RM | HMM103358 | 120 | 9.85 | PAPER,8.5X14,20LB,CANARY,500/RM | RM | HMM103358 | \$ | 1,182.00 |
| PAPER, 80\# COVER, 17X11S,WE, 1000/CT | CT | XER3R11771 | 23 | 105.80 | PAPER,80\# COVER, 17X11S,WE,1000/CT | CT | XER3R11771 | \$ | 2,433.40 |
| PAPER,92 BRITE \#20,WE | CT | CASSPRC20 | 4352 | 23.75 | PAPER,92 BRITE \#20,WE | CT | CASSPRC20 | \$ | 103,360.00 |
| PAPER,92 BRITE \#20,WE | CT | CASSP8420P | 608 | 22.75 | PAPER,92 BRITE \#20,WE | CT | CASSP8420P | \$ | 13,832.00 |
| PAPER,92 BRITE \#20,WE,2500/CT | CT | CASSP8420 | 891 | 21.75 | PAPER,92 BRITE \#20,WE,2500/CT | CT | CASSP8420 | \$ | 19,379.25 |
| PAPER,92BRITE,20\#, WHITE,2500/CT | CT | CASOX9001JR | 10914 | 21.75 | PAPER,928RITE,20\#, WHITE,2500/CT | CT | CASOX9001JR | \$ | 237,379.50 |
| PAPER,ASPEN 30,LTR,20\#WHT | CT | CAS054901 | 3198 | 39.80 | PPR, 8.5X11,30RECY,20LB,5000/CT | CT | WBM20030 | \$ | 127,280.40 |
| PAPER,C.COPY,LTR, 100BR, 28\# WHITE | RM | HAM102467 | 392 | 8.00 | PAPER,MY FACE, 8.5 X11,28\#, 100B(8RM=CT) | RM | MYP88811 |  | 3,136.00 |
| PAPER,COLORCPR, PHWE | CT | HAM102450 | 30 | 55.90 | PAPER,COLORCPR,PHWE | CT | HAM102450 | \$ | 1,677.00 |
| PAPER,COVER,COL COPY, 80\# 250/PK | PK | HAM120023 | 152 | 12.24 | PAPER,COVER,COL COPY, 80\# 250/PK | PK | HAM120023 | \$ | 1,860.48 |
| PAPER,CTD.36INX300FT | RL | HEWC6980A | 80 | 114.45 | PAPER,CTD.36INX300FT | RL | HEWC6980A | \$ | 9,156.00 |
| PAPER,FLGSHP, 8.5X11,92BR,20\# | CT | WBM21200 | 43958 | 36.80 | PAPER,FLGSHP, 8.5×11,92BR,20\# | CT | WBM21200 |  | 1,617,654.40 |
| PAPER,GREAT WE,LTR,20\#RCY | CT | HAM86700 | 82 | 39.80 | PPR, 8.5X11,30RECY,20LB,5000/CT | CT | WBM20030 | \$ | 3,263.60 |
| PAPER,LEGAL SIZE,20\#BLUE | RM | CASMP2204BE | 163 | 9.85 | PAPER,8.5X14, 20\#, BLUE,FOREDP,500/RM | RM | HMM103317 | \$ | 1,605.55 |
| PAPER,LSR,LTR,24\# LASER PRINT | RM | HAM104604 | 35 | 6.99 | PAPER,MY IMAGE, 8.5X11,24\#, 100BRITE | RM | MYP84411 | \$ | 244.65 |
| PAPER,LSRJET, 8.5X11,24\#,WE(HPJ1124) | RM | HEW112400 | 148 | 7.99 | PAPER,LSRJET, 8.5X11,24\#,WE (HPJ1124) | RM | HEW112400 | \$ | 1,182.52 |
| PAPER,LTR,20\#, WHT,3HP,SPLX,RCY, 2500/CT | CT | CASSPRC20P | 162 | 24.75 | PAPER,LTR,20\#,WHT,3HP,SPLX,RCY, 2500/CT | CT | CASSPRC20P | \$ | 4,009.50 |
| PAPER,LTR,22LB,98BRT,WE | CT | BLZ78200 | 517 | 44.80 | PAPER,LTR,22LB,98BRT,WE | CT | BLZ78200 | \$ | 23,161.60 |
| PAPER,LTR,F/4200DP,WE,92B | CT | XER3R02047 | 65 | 36.80 | PAPER,FLGSHP, 8.5×11,92BR,20\# | CT | WBM21200 | \$ | 2,392.00 |
| PAPER,MY COPY,8.5×11,20\#, 98BRITE | CT | MYP81200 | 88 | 36.80 | PAPER,MY COPY,8.5X11,20\#, 98BRITE | CT | MYP81200 |  | 3,238.40 |
| PAPER, PARCH, $24 \#$, 500 SH,BE | BX | SOU964C | 85 | 30.94 | PAPER,PARCH,24\#,500SH,BE | BX | SOU964C | \$ | 2,629.90 |
| PAPER, PERF, 3 1/2,20\#,WE,5/CT | RM | TST30030 | 510 | 8.49 | PAPER, PERF, 3 1/2,20\#,WE,5/CT | RM | TST30030 | \$ | 4,329.90 |
| PAPER, PHOTO PAPER | PK | EPSS041667 | 122 | 24.95 | PAPER, PHOTO PAPER | PK | EPSS041667 | \$ | 3,043.90 |
| PAPER,TMP EXPRESS PACK, 20\#, 8.5X11,WE | CT | HAM163120 | 1932 | 21.80 | PAPER, XERO2O\#LTR WE5RM/CN | CT | UNV11289 | \$ | 42,117.60 |
| PAPER, X $\mathrm{CRO}, 3 \mathrm{HP}, \mathrm{WHT}, 8.5 \times 11$ | RM | CASC054901P | 48 | 5.95 | PPR,8.5X11, D3H,30\%RECY, 5000/CT | RM | WBM20330 | \$ | 285.60 |
| PAPER,XERO,LTR,24\#, CA FORE DP | RM | HMM104307 | 80 | 9.85 | PAPER, XERO,LTR,24\#, CA FORE DP | RM | HMM104307 |  | 788.00 |
| PAPER,XERO,RCY,WE,8.5X14 | RM | CAS054904 | 126 | 7.57 | PPR, 8.5X14,30\%RECY,5000/CT | RM | WBM20314 | \$ | 953.82 |
| PAPER, XERO,WE, 8.5X11,24LB,92BR | CT | CASCCC2241 | 40 | 55.80 | PAPER,XERO,WE,8.5X11,24LB,92BR | CT | CASCCC2241 |  | 2,232.00 |
| PAPER,XERO,WHT, 8.5X11,20\# | CT | CASOX9001 | 1250 | 36.80 | PPR,8.5X11,20LB,5000/CT | CT | TK051200 | \$ | 46,000.00 |
| PAPER, XERO/DUP, 20\#, LTR, BE | RM | CASMP2201BE | 1000 | 4.99 | PPR,CIRCUS, $8.5 \times 11,20 L B$, BLUE,500/RM | RM | WBM22201BE |  | 4,990.00 |
| PAPER,XERO/DUP,20\#,LTR,GN | CT | CASMP2201GN | 1176 | 49.40 | PPR,CIRCUS, $8.5 \times 11,20$ LB,GREEN,500/RM | CT | WBM22201GN | \$ | 58,094.40 |
| PAPER,XERO/DUP,20\#,LTR,PK | RM | CASMP2201PK | 538 | 4.99 | PPR,CIRCUS, $8.5 \times 11,20 L B$, PINK,500/RM | RM | WBM22201PK |  | 2,684.62 |
| PAPER,XERO/DUP,20\#,LTR,SN | RM | CASMP2201SN | 291 | 4.99 | PPR,CIRCUS,8.5X11,20LB,SALMON,500/RM | RM | WBM22201SN | \$ | 1,452.09 |
| PAPER,XERO/DUP,WE,LDG,20\# | RM | WBM28110 | 293 | 8.86 | PAPER,XERO/DUP, WE,LDG,20\# | RM | WBM28110 | \$ | 2,595.98 |
| PAPER,XERO/DUP, WE,LGL,20\# | RM | WBM24200 | 476 | 5.08 | PAPER,XERO/DUP,WE,LGL,20\# | RM | WBM24200 | \$ | 2,418.08 |
| PAPER,XERO/DUP,WE,LTR,3HD | RM | WBM28230 | 724 | 4.43 | PAPER, XERO/DUP, WE,LTR,3HD | RM | WBM28230 | \$ | 3,207.32 |
| PAPER,XERO/DUP,WE.LTR,20\#, 92BRT | CT | UNV21200 |  | 36.80 | PAPER,XERO/DUP, WE.LTR,20\#, 92BRT | CT | UNV21200 | S | 2,208.00 |
| PPR 11X17 COVER 80\# WHITE 250/PK | PK | HMM121962 | 266 | 23.25 | PPR 11X17 COVER 80\# WHITE 250/PK | PK | HMM121962 |  | 6,184.50 |
| PPR, 8.5X11,30RECY,20LB,5000/CT | CT | WBM20030 | 1709 | 39.80 | PPR, 8.5X11,30RECY,20LB,5000/CT | CT | WBM20030 | \$ | 68,018.20 |
| PPR,11X17,20LB,98BR,WHITE,2500/CT | CT | WBM97217 | 23 | 39.30 | PPR, 11X17,20LB,98BR,WHITE,2500/CT | CT | WBM97217 | \$ | 903.90 |
| PPR,8.5X11,100\%RECY,5000/CT | CT | WBM20100 |  | 53.80 | PPR,8.8X11,100\%RECY,5000/CT | CT | WBM20100 | S | 2,421.00 |
| PPR,8.5X11,20LB,CANARY,500/RM(LMPIT160) | RM | CASMP2201CY | 1005 | 4.99 | PPR,CIRCUS,8.5X11,20LB,YELLOW,500/RM | RM | WBM22201CY | S | 5,014.95 |
| PPR, 8.5×11,20LB, DREAM,96BRT,5000/CT | CT | DRM48200 | 56 | 36.80 | PPR,8.5X11,20LB, DREAM, 96BRT,5000/CT | CT | DRM48200 | \$ | 2,060.80 |
| PPR,8.5X11,3HP,20LB,98BR,WHITE,5000/CT | CT | WBM97230 | 20 | 39.30 | PPR,8.5×11,3HP,20LB,98BR,WHITE,5000/CT | CT | WBM97230 |  | 786.00 |
| PPR, 8.5 $\times 11,50 \%$ RECY, $5000 / \mathrm{CT}$ | CT | WBM20050 | 52 | 48.80 | PPR,8.5X11,50\%RECY,5000/CT | CT | WBM20050 | \$ | 2,537.60 |
| PPR,8.5X11, D3 H,30\%RECY,5000/CT | RM | WBM20330 | 68 | 4.99 | PPR,8.5X11, D3H,30\%RECY, $5000 / \mathrm{CT}$ | RM | WBM20330 | \$ | 339.32 |
| PPR,8.5X14,30\%RECY,5000/CT | RM | WBM20314 | 64 | 5.99 | PPR, $8.5 \times 14,30 \%$ RECY,5000/CT | RM | WBM20314 | \$ | 383.36 |
| PPR,80\#CVR,ACNTSM, LTR,WH,250/PK | PK | HMM131482 | 353 | 11.49 | PPR,80\#CVR,ACNTSM.LTR,WH,250/PK | PK | HMM131482 | \$ | 4,055.97 |
| PPR,CIRCUS, $8.5 \times 11,20 \mathrm{LB}$, BLUE,500/RM | RM | WBM22201BE | 367 | 4.99 | PPR,CIRCUS, $8.5 \times 11,20 L B$, BLUE,500/RM | RM | WBM22201BE | \$ | 1,831.33 |
| PPR,CIRCUS,8.5X11,20LB, GOLD,500/RM | RM | WBM22201GD | 200 | 4.99 | PPR,CIRCUS,8.5X11,20LB,GOLD,500/RM | RM | WBM22201GD | \$ | 998.00 |
| PPR,CIRCUS, $8.5 \times 11,20 \mathrm{LB}, \mathrm{GREEN}, 500 / \mathrm{RM}$ | RM | WBM22201GN | 251 | 4.99 | PPR,CIRCUS $, 8.5 \times 11,20 L B, G R E E N, 500 / R M$ | RM | WBM22201GN | \$ | 1,252.49 |
| PPR,CIRCUS,8.5X11,20LB,IVORY,500/RM | CT | WBM222011Y | 31 | 49.40 | PPR,CIRCUS,8.5X11,20LB,IVORY,500/RM | CT | WBM22201IY | \$ | 1,531.40 |
| PPR,CIRCUS,8.5X11,20LB, PINK,500/RM | RM | WBM22201PK | 330 | 4.99 | PPR,CIRCUS, $8.5 \times 11,20 \mathrm{LB}, \mathrm{PINK}, 500 / \mathrm{RM}$ | RM | WBM22201PK | \$ | 1,646.70 |
| PPR,CIRCUS,8.5X11, 20LB,YELLOW,500/RM | RM | WBM22201CY | 529 | 4.99 | PPR,CIRCUS,8.5X11,20LB,YELLOW,500/RM | RM | WBM22201CY | \$ | 2,639.71 |
| PPR,OPAQUE,70\# SMOOTH,8.5 $\times 11,4000 / \mathrm{CT}$ | CT | HMM05335 | 31 | 64.00 | PPR,OPAQUE,70\# SMOOTH, $8.5 \times 11,4000 / \mathrm{CT}$ | CT | HMM05335 | s | 1,984.00 |
| PPR,STRATH,24\#WOVE ULTIMATE WHITE | RM | STT300068 | 114 | 21.99 | PPR,STRATH,24\#WOVE ULTIMATE WHITE | RM | STT300068 | \$ | 2,506.86 |

2,593,869.29

| The items shown below are not considered part of the State of Maine's core list of items (above), and therefore, a fixed unit price is not sought. These items are included as a representation of what may be purchased through the discount-from-list-price structure for non-core list items. |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Item Description | Unit of Measure | Stock/ltem Number | Quantity Ordered During Previous Contract's Lifecycle | Bidder's Current Catalog List Price for this Item (or equivalent) | Decription of Bidder's Proposed Item | Unit of Measure of Bidder's Proposed Item | Stock/ltem Number for Bidder's Proposed Item | Category in Bidder's Catalog under which this item (or equivalent) is found | Discount from List Price Percentage offered for this item's Catalog Category (as shown on Other Items tab) |
| PAPER,8.5X11,24LB,COSMICORANGE,500/RM | RM | WAU22651 | 87 | 35.43 | PAPER,500SH,24LB,FOE | RM | WAU22651 | Specialty Paper | 58.00\% |
| PAPER,CARBONLESS,2PTRE,WH | CT | XER3R12850 | 11 | 202.75 | PAPER,CARBONLESS,2PTRE,WH | CT | XER3R12850 | Specialty Paper | 58.00\% |
| PAPER,PHOTO,4X6, 100SH,GLS | PK | HEWQ6638A | 111 | 16.99 | PAPER,PHOTO,4X6, 100SH,GLS | PK | HEWQ6638A | Specialty Paper | 58.00\% |


| Item Description | Unit of Measure | Stock/ltem Number | Quantity Ordered During Previous Contract's Lifecycle | Bidder's Proposed Unit Price for this Item (or equivalent) | Decription of Bidder's Proposed Item | Unit of Measure of Bidder's Proposed Item | Stock/ltem Number for Bidder's Proposed Item |  | Proposed Cost |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TONER , 202A 3/PK CLR. CMY,F/M254, MFP M281-3.9K | PK | HEWCF500AM | 19 | 199.99 | TONER , 202A 3/PK CLR. CMY,F/M254, MFP M | PK | HEWCF500AM | \$ | 3,799.81 |
| TONER,202X 2/PK, BLK.F/M254, MFP M281-6.4K | PK | HEWCF500XD | 16 | 169.09 | TONER,202X 2/PK,BLK.F/M254, MFP M281-6. | PK | HEWCF500XD | \$ | 2,705.44 |
| TONER, F/LJ5200-12K | EA | HEWQ7516A | 28 | 206.05 | TONER, FILJ5200-12K | EA | HEWQ7516A | \$ | 5,769.40 |
| TONER F/LJ4250/4350-20K-DISC. USE HEWQ5942A | EA | HEWQ5942X | 34 | 45.00 | TONER F/LJ4250/4350-20K-DISC. USE HEWC | EA | HEWQ5942X | \$ | 1,530.00 |
| TONER YEL.654A, M651-15K | EA | HEWCF332A | 45 | 369.95 | TONER YEL.654A, M651-15K | EA | HEWCF332A | \$ | 16,647.75 |
| TONER (125A)FICLJCP1215,MA-1.4K | EA | HEWCB543A | 39 | 59.50 | TONER (125A)F/CLJCP 1215,MA-1.4K | EA | HEWCB543A | \$ | 2,320.50 |
| TONER, 202X 3/PK CLR. CMY,F/M254, MFP M281-7.5K | PK | HEWCF500XM | 18 | 269.99 | TONER, 202X 3/PK CLR. CMY,F/M254, MFP M | PK | HEWCF500XM | \$ | 4,859.82 |
| TONER, 508A 3/PK CLR. CMY,F/M 553 , MFP M577-15K | PK | HEWCF360AM | 16 | 544.99 | TONER, 508A 3/PK CLR. CMY,F/M553, MFP M | PK | HEWCF360AM | \$ | 8,719.84 |
| TONER, BLK. 215A,F/M182/183-1050 PGS | EA | HEWW2310A | 45 | 46.89 | TONER, BLK. 215A,F/M 182/183-1050 PGS | EA | HEWW2310A | \$ | 2,110.05 |
| TONER, DUAL PACK F/M401 | BX | HEWCF280XD |  | 315.14 | TONER, DUAL PACK FIM401 | BX | HEWCF280XD | \$ | 1,890.84 |
| TONER, (125A(FICLJCP1215,YW-1.4K | EA | HEWCB542A | 46 | 59.50 | TONER, (125A(F/CLJCP1215,YW-1.4K | EA | HEWCB542A | \$ | 2,737.00 |
| TONER, (125A)FICLJCP1215,BK -2.2K | EA | HEWCB540A | 51 | 73.01 | TONER,(125A)FICLJCP1215,BK - 2.2 K | EA | HEWCB540A | \$ | 3,723.51 |
| TONER,(125A)F/CLJCP1215,CYN-1.4K | EA | HEWCB541A | 50 | 59.50 | TONER, (125A)F/CLJCP1215,CYN-1.4K | EA | HEWCB541A | \$ | 2,975.00 |
| TONER, 131A, BLK.F/M251/276-1.6K | EA | HEWCF210A | 50 | 70.39 | TONER, 131A, BLK. F/M $2511276-1.6 \mathrm{~K}$ | EA | HEWCF210A | \$ | 3,519.50 |
| TONER, 131A, CYN.F/M251/276-1.8K | EA | HEWCF211A | 29 | 88.15 | TONER, 131A,CYN.F/M251/276-1.8K | EA | HEWCF211A |  | 2,556.35 |
| TONER, 131A,MAG.FIM251/276-1.8K | EA | HEWCF213A | 28 | 88.15 | TONER, 131A,MAG.F/M251/276-1.8K | EA | HEWCF213A | \$ | 2,468.20 |
| TONER, 131A,YEL.F/M251/276-1.8K | EA | HEWCF212A | 32 | 88.15 | TONER, 131A,YEL.F/M251/276-1.8K | EA | HEWCF212A | \$ | 2,820.80 |
| TONER, 147A, BK.FIM610/611/612-10.5K | EA | HEWW1470A | 62 | 173.79 | TONER, 147A,BK.F/M610/611/612-10.5K | EA | HEWW1470A |  | 10,774.98 |
| TONER, 148A,F/LJ PRO 4001,MFP4101S136982081-2.9K | EA | HEWW1480A | 20 | 95.43 | TONER, 148A,FLLJ PRO 4001,MFP4101S13698 | EA | HEWW1480A | \$ | 1,908.60 |
| TONER,2/PK, F/1012 | BX | HEWQ2612D | 26 | 141.92 | TONER,2/PK,F/1012 | BX | HEWQ2612D | \$ | 3,689.92 |
| TONER, 212A,BK,F/M $554,555, \mathrm{MFP}$ M $578-5.5 \mathrm{~K}$ | EA | HEWW2120A | 96 | 154.65 | TONER,212A, BK,F/M $554,555, \mathrm{MFP}$ M $578-5.5 \mathrm{~K}$ | EA | HEWW2120A | \$ | 14,846.40 |
| TONER, 212A,CN,F/M554, M555, MFP M578-4.5K | EA | HEWW2121A | 73 | 193.77 | TONER,212A,CN,FIM554, M555, MFP M578-4. | EA | HEWW2121A |  | 14,145.21 |
| TONER,212A,MG,F/M554, M555, MFP M578-4.5K | EA | HEWW2123A | 64 | 193.77 | TONER,212A,MG,F/M554, M555, MFP M578-4. | EA | HEWW2123A | \$ | 12,401.28 |
| TONER, $212 \mathrm{~A}, \mathrm{YL}, \mathrm{F}$, M 554 , M 555 , MFP M 578 -4.5K | EA | HEWW2122A | 70 | 193.77 | TONER,212A, YL,F/M 554, M 555, MFP M $578-4.5$ | EA | HEWW2122A | \$ | 13,563.90 |
| TONER, 212X,BK, F/M $554,555, \mathrm{MFP}$ M M 78 -13K | EA | HEWW2120X | 12 | 226.43 | TONER, 212X,BK,F/M554,555,MFP M 578 -13K | EA | HEWW2120X | \$ | 2,717.16 |
| TONER,212X,CN,F/M554,555,MFP M 578 -10 K | EA | HEWW2121X | 7 | 319.72 | TONER,212X,CN,F/M 5454,555, MFP M M $578-10 \mathrm{~K}$ | EA | HEWW2121X |  | 2,238.04 |
| TONER,212X,MG,F/M554,555,MFP M578-10K | EA | HEWW2123X |  | 319.72 | TONER,212X,MG,F/M554,555,MFP M578-10K | EA | HEWW2123X |  | 1,918.32 |
| TONER, $212 \mathrm{X}, \mathrm{YL,F/F} \mathbf{M} 554,555, \mathrm{MFP}$ M $578-10 \mathrm{~K}$ | EA | HEWW2122X | 8 | 319.72 | TONER, 212X,YL,F/M $554,555, \mathrm{MFP}$ M 578 -10 K | EA | HEWW2122X | \$ | 2,557.76 |
| TONER,237Y,XHY,LJ,BK-41K | EA | HEWCF237Y |  | 374.96 | TONER,237Y,XHY,LJ,BK-41K | EA | HEWCF237Y |  | 1,874.80 |
| TONER,26X,HY,LJ,2PK,BK | PK | HEWCF226XD | 26 | 364.99 | TONER,26X,HY,LJ,2PK,BK | PK | HEWCF226XD | \$ | 9,489.74 |
| TONER,304A,F/ CP2025,BK-3.5K | EA | HEWCC530A | 19 | 114.24 | TONER,304A,F/ CP2025,BK-3.5K | EA | HEWCC530A |  | 2,170.56 |
| TONER, 304A,F/CP2025,CYN-2.8K | EA | HEWCC531A | 17 | 99.00 | TONER,304A,F/CP2025,CYN-2.8K | EA | HEWCC531A | \$ | 1,683.00 |
| TONER,304A,VALUE PK,CYM, 1 TRI PK CLRS -/BX | BX | HEWCF340A | 6 | 297.00 | TONER, 304A, VALUE PK, CYM, 1 TRI PK CLRS | BX | HEWCF340A |  | 1,782.00 |
| TONER,305,F/M451,CMYK | PK | HEWCE305AQ1 |  | 420.33 | TONER,305,F/M451,CMYK | PK | HEWCE305AQ1 |  | 2,101.65 |
| TONER,307A,F/CP5225,BK-7K | EA | HEWCET40A | 43 | 155.85 | TONER,307A,FICP5225,BK-7K | EA | HEWCET40A | \$ | 6,701.55 |
| TONER,307A,F/CP5225,CN-7.3K | EA | HEWCE741A | 28 | 273.89 | TONER,307A,F/CP5225,CN-7.3K | EA | HEWCE741A |  | 7,668.92 |
| TONER,307A,FICP5225,MG-7.3K | EA | HEWCE743A | 23 | 273.89 | TONER,307A,F/CP5225,MG-7.3K | EA | HEWCE743A | \$ | 6,299.47 |
| TONER,307A,F/CP5225,YL-7.3K | EA | HEWCE742A | 21 | 273.89 | TONER, 307A,FICP5225,YL-7.3K | EA | HEWCE742A | \$ | 5,751.69 |
| TONER,410,CYAN,MAG.YEL,3/PK | PK | HEWCF251AM | 18 | 302.68 | TONER, 410, CYAN,MAG.YEL, 3/PK | PK | HEWCF251AM |  | 5,448.24 |
| TONER,410,4/PK,BK,CY,MG,YL.,F/M452--2.3K | PK | HEWCF410AQ | 12 | 397.89 | TONER,410,4/PK, BK, CY, MG, YL..F/M452.-2.3K | PK | HEWCF410AQ | \$ | 4,774.68 |
| TONER,410X, DP, HY, 2/PK,BK | PK | HEWCF410XD |  | 263.99 | TONER,410X,DP, HY, 2/PK,BK | PK | HEWCF410XD |  | 2,111.92 |
| TONER,521X,F/MS711/MS811/MS812-45K | EA | LEX52D1X00 | 12 | 499.00 | TONER,521X,F/MS711/MS811/MS812-45K | EA | LEX52D1X00 | \$ | 5,988.00 |
| TONER,651A,M775,BK-13.5K | EA | HEWCE340A | 24 | 174.39 | TONER,651A,M775,BK-13.5K | EA | HEWCE340A |  | 4,185.36 |
| TONER,651A,M775,CN-16K | EA | HEWCE341A | 13 | 439.09 | TONER, $651 \mathrm{~A}, \mathrm{M} 775, \mathrm{CN}-16 \mathrm{~K}$ | EA | HEWCE341A | \$ | 5,708.17 |
| TONER,651A,M775,MG-16K | EA | HEWCE343A | 11 | 439.09 | TONER,651A,M775,MG-16K | EA | HEWCE343A | \$ | 4,829.99 |
| TONER,651A,M775,YL-16K | EA | HEWCE342A | 12 | 439.09 | TONER, 651A,M775,YL-16K | EA | HEWCE342A |  | 5,269.08 |
| TONER,655A,LJ,BK-12.5K | EA | HEWCF450A | 71 | 196.77 | TONER,655A,LJ, BK-12.5K | EA | HEWCF450A | \$ | 13,970.67 |
| TONER,655A,LJ,CN-10.5K | EA | HEWCF451A | 39 | 244.44 | TONER,655A,LJ, CN-10.5K | EA | HEWCF451A | \$ | 9,533.16 |
| TONER,655A,LJ,MG-10.5K | EA | HEWCF453A | 31 | 244.44 | TONER,655A,LJ,MG-10.5K | EA | HEWCF453A |  | 7,577.64 |
| TONER,655A,LJ,YL-10.5K | EA | HEWCF452A | 37 | 244.44 | TONER,655A,LJ,YL-10.5K | EA | HEWCF452A | \$ | 9,044.28 |
| TONER, 659A CYN.FIM776/856-13K | EA | HEWW2011A |  | 348.07 | TONER,659A CYN.FIM776/856-13K | EA | HEWW2011A |  | 2,784.56 |
| TONER,659A MAG.FIM776/856-13K | EA | HEWW2013A | 8 | 348.07 | TONER,659A MAG.FIM776/856-13K | EA | HEWW2013A | \$ | 2,784.56 |
| TONER,659A YEL.F/M776/856-13K | EA | HEWW2012A |  | 348.07 | TONER, 659A YEL.F/M 7766856 -13K | EA | HEWW2012A |  | 2,436.49 |
| TONER,659X,BLK F/M $856 \mathrm{DN} / \mathrm{X}$, MFP M M 776 DN -34K | EA | HEWW2010X | 8 | 241.85 | TONER,659X, BLK F/M856DN/ X, MFP M776DN | EA | HEWW2010X | \$ | 1,934.80 |
| TONER,659X,CYN F/ M856DN/ X, MFP M 776 CDN -29K | EA | HEWW2011X | 3 | 536.80 | TONER,659X,CYN F/ M856DN/X, MFP M 776D | EA | HEWW2011X |  | 1,610.40 |
| TONER,659X,MAG F/ M856DN/ X, MFP M M76DN-29K | EA | HEWW2013X | 3 | 536.80 | TONER,659X,MAG F/ M856DN/ X, MFP M M76D | EA | HEWW2013X |  | 1,610.40 |
| TONER,659X, YEL F/ M856DN/X, MFP M 776 CN -29K | EA | HEWW2012X | 3 | 536.80 | TONER,659X, YEL F/ M856DN $/$ X, MFP M 776 DI | EA | HEWW2012X | \$ | 1,610.40 |
| TONER,87X,HY,LJ,2/PK, BK | PK | HEWCF287XD |  | 539.99 | TONER, 87X,HY,LJ,2/PK,BK | PK | HEWCF287XD |  | 3,779.93 |
| TONER,89A,F/M507-5K | EA | HEWCF289A | 102 | 141.24 | TONER, 89A,F/M507-5K | EA | HEWCF289A | \$ | 14,406.48 |
| TONER, BK,F/P P4015,2PK | BX | HEWCC364XD | 12 | 508.98 | TONER,BK,F/P4015,2PK | BX | HEWCC364XD |  | 6,107.76 |
| TONER,BK. $652 \mathrm{~A}, \mathrm{~F} / \mathrm{M} 651 \mathrm{~N} / \mathrm{M} 680-11.5 \mathrm{~K}$ | EA | HEWCF320A | 100 | 201.92 | TONER,BK. 652A,F/M651N/M680-11.5K | EA | HEWCF320A | \$ | 20,192.00 |
| TONER,BLK, F/3600/3800-6K | EA | HEWQ6470A | 17 | 156.89 | TONER,BLK,F/3600/3800-6K | EA | HEWQ6470A | \$ | 2,667.13 |
| TONER,BLK,F/4600/4650 (9K) | EA | HEWC9720A | 38 | 49.00 | TONER,BLK, F/4600/4650 (9K) | EA | HEWC9720A | \$ | 1,862.00 |
| TONER,BLK,F/CLJ4700-11K | EA | HEWQ5950A | 89 | 205.00 | TONER,BLK,F/CLJ4700-11K | EA | HEWQ5950A | \$ | 18,245.00 |
| TONER,BLK,F/CP3525/3530-10.5K | EA | HEWCE250X | 18 | 186.70 | TONER,BLK,F/CP3525/3530-10.5K | EA | HEWCE250X |  | 3,360.60 |
| TONER,BLK,F/CP4525-17K | EA | HEWCE260X | 10 | 215.00 | TONER,BLK,FICP4525-17K | EA | HEWCE260X | \$ | 2,150.00 |
| TONER,BLK. F/ M180NW - 2044 A -1.1K | EA | HEWCF510A | 96 | 48.75 | TONER,BLK. F/ M180NW -204A-1.1K | EA | HEWCF510A | \$ | 4,680.00 |
| TONER,BLK.\# 826A,FM855-29K | EA | HEWCF310A | , | 319.99 | TONER,BLK.\# 826A,FM855-29K | EA | HEWCF310A | \$ | 1,919.94 |
| TONER,BLK.\#201A,M277DW-1.5K | EA | HEWCF400A | 89 | 68.97 | TONER,BLK.\#201A,M277DW-1.5K | EA | HEWCF400A | s | 6,138.33 |
| TONER,BLK.\#58A,F/M404/428-3K | EA | HEWCF258A | 311 | 98.99 | TONER,BLK. ${ }^{\text {/58A,F/M404/428-3K }}$ | EA | HEWCF258A | \$ | 30,785.89 |
| TONER, BLK. .458 X, F/M $404 / \mathrm{M} 428-10 \mathrm{~K}$ | EA | HEWCF258X | 29 | 191.64 | TONER,BLK. T 58X,F/F/M404/M428-10K | EA | HEWCF258X | \$ | 5,557.56 |
| TONER, BLK. (94A)F/M118, MFP M148-1.2K | EA | HEWCF294A | 62 | 44.79 | TONER,BLK.(94A)F/M118, MFP M148-1.2K | EA | HEWCF294A | \$ | 2,776.98 |
| TONER,BLK. 202A,F/M254DW-1.4K | EA | HEWCF500A | 152 | 61.99 | TONER,BLK. $202 \mathrm{~A}, \mathrm{~F} / \mathrm{M} 2544 \mathrm{LW}$-1.4K | EA | HEWCF500A | \$ | 9,422.48 |
| TONER, BLK. 202X,F/M2545W-3.2K | EA | HEWCF500X | 128 | 92.49 | TONER,BLK.202X,F/M254DW-3.2K | EA | HEWCF500X | \$ | $11,838.72$ 5774 5 |
| TONER,BLK. 206A,F/M255/M283-1350PGS | EA | HEWW2110A | 96 | 60.15 | TONER,BLK.206A,F/M255/M283-1350PGS | EA | HEWW2110A | \$ | $5,774.40$ $3,399.84$ |
| TONER, BLK.410A F/M452/477-2.3K | EA | HEWCF410A | 326 | 87.99 | TONER,BLK.410A F/M452/477-2.3K | EA | HEWCF410A | \$ | 28,684.74 |


| TONER,BLK.414A,FIM454-2.4K | EA | HEWW2020A | 399 | 80.12 | TONER,BLK.414A,F/M454-2.4K | EA | HEWW2020A | \$ | 31,967.88 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TONER,BLK.414X,F/M454-7.5K | EA | HEWW2020X | 111 | 162.14 | TONER,BLK.414X,F/M454-7.5K | EA | HEWW2020X | \$ | 17,997.54 |
| TONER,BLK.87A.F/M $506 / \mathrm{M} 527-9 \mathrm{~K}$ | EA | HEWCF287A | 329 | 221.94 | TONER,BLK.87A.F/M $506 / \mathrm{M} 527-9 \mathrm{~K}$ | EA | HEWCF287A | \$ | 73,018.26 |
| TONER,BLK.87X.F/M506/M527-18K | EA | HEWCF287X | 59 | 295.84 | TONER, BLK. 87 X.F/M $506 / \mathrm{M} 527-18 \mathrm{~K}$ | EA | HEWCF287X | \$ | 17,454.56 |
| TONER,BLK.F/305A-2.2K | EA | HEWCE410A | 210 | 83.85 | TONER,BLK.F/305A-2.2K | EA | HEWCE410A | \$ | 17,608.50 |
| TONER,BLK.F/5500-EP86-13K | EA | HEWC9730A | 27 | 205.00 | TONER,BLK.F/5500-EP86-13K | EA | HEWC9730A | \$ | 5,535.00 |
| TONER,BLK.F/CP3525/3530-5K | EA | HEWCE250A | 86 | 131.25 | TONER, BLK.F/CP3525/3530-5K | EA | HEWCE250A | \$ | 11,287.50 |
| TONER,BLK.F/CP4025/4525-8.5K | EA | HEWCE260A | 171 | 125.00 | TONER,BLK.F/CP4025/4525-8.5K | EA | HEWCE260A | \$ | 21,375.00 |
| TONER,BLK.F/H2240-2.6K | EA | BRTTN450 | 167 | 45.33 | TONER,BLK.FIH2240-2.6K | EA | BRTTN450 | \$ | 7,570.11 |
| TONER,BLK.F/HL2240-1.2K | EA | BRTTN420 | 113 | 30.20 | TONER,BLK.F/HL2240-1.2K | EA | BRTTN420 | S | 3,412.60 |
| TONER,BLK.F/HLL $2300-1.2 \mathrm{~K}$ | EA | BRTTN630 | 50 | 30.20 | TONER,BLK.F/HLL $2300-1.2 \mathrm{~K}$ | EA | BRTTN630 | \$ | 1,510.00 |
| TONER,BLK.F/M452/477-6.5K | EA | HEWCF410X | 118 | 144.80 | TONER,BLK.FIM452/477-6.5K | EA | HEWCF410X | \$ | 17,086.40 |
| TONER,BLK.FIM552,\#508A-6K | EA | HEWCF360A | 568 | 153.89 | TONER,BLK.F/M552,\#508A-6K | EA | HEWCF360A | \$ | 87,409.52 |
| TONER,BLK.F/M 552, \#5508X-12.5K | EA | HEWCF360X | 294 | 206.69 | TONER,BLK.FIM $552, \pm 5508 \mathrm{X}-12.5 \mathrm{~K}$ | EA | HEWCF360X | \$ | 60,766.86 |
| TONER,BLK.F/M806,HP 25X,34.5K | EA | HEWCF325X | 140 | 292.73 | TONER,BLK.F/M $806, \mathrm{HP}$ 25X,34.5K | EA | HEWCF325X | \$ | 40,982.20 |
| TONER,BLK.HP 134A-1.1K | EA | HEWW1340A | 86 | 44.09 | TONER,BLK.HP 134A-1.1K | EA | HEWW1340A | \$ | 3,791.74 |
| TONER,BLK.HY.\#201X,F/M277DW-2.8K | EA | HEWCF400X | 114 | 92.64 | TONER,BLK.HY.\#201X,F/M277DW-2.8K | EA | HEWCF400X | \$ | 10,560.96 |
| TONER,CE255X, DUAL PACK, BK | BX | HEWCE225XD | 5 | 401.73 | TONER,CE255X,DUAL PACK, BK | BX | HEWCE255XD | \$ | 2,008.65 |
| TONER,CE278A,DUAL PACK-NEW\#HEWCE278AD | BX | HEWCE278D | 133 | 143.19 | TONER, CE278A,DUAL PACK-NEW\#HEWCE27 ${ }^{\text {a }}$ | BX | HEWCE278D | \$ | 19,044.27 |
| TONER, CE285A, DUAL PACK,BK-NEW\#HEWCE285AD | BX | HEWCE285D | 15 | 124.96 | TONER, CE285A, DUAL PACK,BK-NEW\#HEWC | BX | HEWCE285D | \$ | 1,874.40 |
| TONER,CE505A, DUAL PACK, BK | BX | HEWCE505D | 58 | 155.90 | TONER, CE505A, DUAL PACK,BK | BX | HEWCE505D | \$ | 9,042.20 |
| TONER,CRG128,BK,F/MF4570-2.1K | EA | CNM35008001 | 73 | 79.29 | TONER,CRG128,BK,F/MF4570-2.1K | EA | CNM35008001 | \$ | 5,788.17 |
| TONER,CYN . FICLJ4700-10K | EA | HEWQ5951A | 72 | 289.00 | TONER,CYN . FICLJ4700-10K | EA | HEWQ5951A | \$ | 20,808.00 |
| TONER, CYN,F/3525/3535-7K(504A) | EA | HEWCE251A | 47 | 223.50 | TONER, CYN, F/3525/3535-7K(504A) | EA | HEWCE251A | \$ | 10,504.50 |
| TONER,CYN,F/4600/4650 (8K) | EA | HEWC9721A | 11 | 52.50 | TONER,CYN,F/4600/4650 (8K) | EA | HEWC9721A | \$ | 577.50 |
| TONER,CYN,FICLJ3800-6K | EA | HEWQ7581A |  | 39.00 | TONER,CYN,FICLJ3800-6K | EA | HEWQ7581A | \$ | 312.00 |
| TONER,CYN,F/CP4025/4525-11K | EA | HEWCE261A | 99 | 280.45 | TONER,CYN,F/CP4025/4525-11K | EA | HEWCE261A | \$ | 27,764.55 |
| TONER,CYN,F/CX82XICX860 EXTR HY RET -22K | EA | LEX82K1XC0 | 16 | 298.39 | TONER, CYN,FICX82XICX860 EXTR HY RET -2 | EA | LEX82K1XC0 | \$ | 4,774.24 |
| TONER,CYN,F/M552,\#508X-9.5K | EA | HEWCF361X | 164 | 302.84 | TONER,CYN,F/M552,\#508X -9.5K | EA | HEWCF361X | \$ | 49,665.76 |
| TONER,CYN. F/ M180NW -204A-900PG | EA | HEWCF511A | 57 | 53.44 | TONER,CYN. F/ M180NW -204A-900PG | EA | HEWCF511A | \$ | 3,046.08 |
| TONER,CYN.\#201A,F/M277DW-1.4K | EA | HEWCF401A | 58 | 81.36 | TONER,CYN. $\mathrm{H} 201 \mathrm{~A}, \mathrm{~F} / \mathrm{M} 277 \mathrm{DW}$-1.4K | EA | HEWCF401A | \$ | 4,718.88 |
| TONER, CYN. $202 \mathrm{~A}, \mathrm{FI}$ M254DW-1.3K | EA | HEWCF501A | 68 | 73.19 | TONER,CYN.202A,FIM254DW-1.3K | EA | HEWCF501A | \$ | 4,976.92 |
| TONER,CYN.202X,F/M254DW-2.5K | EA | HEWCF501X | 82 | 97.55 | TONER,CYN. $202 \mathrm{X}, \mathrm{FI}$ / 254 DW -2.5K | EA | HEWCF501X | \$ | 7,999.10 |
| TONER,CYN.206A,F/M255/M283-1250PG | EA | HEWW2111A | 62 | 70.37 | TONER,CYN.206A,F/M255/M283-1250PG | EA | HEWW2111A | \$ | 4,362.94 |
| TONER,CYN.312A-2.7K | EA | HEWCF381A | 15 | 126.59 | TONER,CYN.312A-2.7K | EA | HEWCF381A | \$ | 1,898.85 |
| TONER,CYN.414A,FIM $454-2.1 \mathrm{~K}$ | EA | HEWW2021A | 283 | 103.68 | TONER,CYN.414A,FIM $454-2.1 \mathrm{~K}$ | EA | HEWW2021A | \$ | 29,341.44 |
| TONER,CYN.414X,F/M454-6K | EA | HEWW2021X | 49 | 221.52 | TONER,CYN.414X,F/M454-6K | EA | HEWW2021X | \$ | 10,854.48 |
| TONER,CYN.654A, M651-15K | EA | HEWCF331A | 52 | 369.95 | TONER,CYN.654A, M651-15K | EA | HEWCF331A | \$ | 19,237.40 |
| TONER,CYN.658X,F/M751-28K | EA | HEWW2001X | 3 | 703.30 | TONER,CYN.658X,F/M751-28K | EA | HEWW2001X | \$ | 2,109.90 |
| TONER,CYN.F/305A-2.6K | EA | HEWCE411A | 147 | 117.10 | TONER,CYN.F/305A-2.6K | EA | HEWCE411A | \$ | 17,213.70 |
| TONER,CYN.F/M452/477-2.3K | EA | HEWCF411A | 153 | 113.80 | TONER,CYN.F/M452/477-2.3K | EA | HEWCF411A | \$ | 17,411.40 |
| TONER,CYN.F/M4521477-5K | EA | HEWCF411X | 68 | 193.85 | TONER,CYN.F/M4521477-5K | EA | HEWCF411X | \$ | 13,181.80 |
| TONER,CYN.FIM $552,4508 \mathrm{~A}-5 \mathrm{~K}$ | EA | HEWCF361A | 379 | 197.84 | TONER,CYN.FIM552,\#508A-5K | EA | HEWCF361A | \$ | 74,981.36 |
| TONER,CYN.HY.\#201X,F/M277DW-2.3K | EA | HEWCF401X | 60 | 102.77 | TONER,CYN.HY. \#201X,F/M277DW-2.3K | EA | HEWCF401X | \$ | 6,166.20 |
| TONER,CYN/F5500-EP 86(12K) | EA | HEWC9731A | 18 | 289.00 | TONER, CYN/F5500-EP 86(12K) | EA | HEWC9731A | \$ | 5,202.00 |
| TONER, $\mathrm{F}^{*}$ B $300, \mathrm{~B} 405, \mathrm{BK}$-14K | EA | XER106R03582 | 40 | 263.49 | TONER, $\mathrm{F}^{*}$ B $400, \mathrm{~B} 405, \mathrm{BK}$-14K | EA | XER106R03582 | \$ | 10,539.60 |
| TONER, ${ }^{*}{ }^{*}$ B400,B405, BK-6K | EA | XER106R03580 | 13 | 161.10 | TONER, $\mathrm{F}^{*}$ * $400, B 405, \mathrm{BK}$-6K | EA | XER106R03580 | \$ | 2,094.30 |
| TONER, $\mathrm{F}^{*} \mathrm{C} 400, \mathrm{C} 405, \mathrm{BK}-2.5 \mathrm{~K}$ | EA | XER106R03500 | 55 | 105.65 | TONER, F* C400,C405,BK-2.5K | EA | XER106R03500 | \$ | 5,810.75 |
| TONER, $\mathrm{F}^{*}$ C $400, \mathrm{C} 405, \mathrm{CN}-2.5 \mathrm{~K}$ | EA | XER106R03502 | 18 | 138.90 | TONER, $\mathrm{F}^{*}$ C $400, \mathrm{C} 405, \mathrm{CN}-2.5 \mathrm{~K}$ | EA | XER106R03502 | \$ | 2,500.20 |
| TONER, $\mathrm{F}^{*}$ C $400, \mathrm{C} 405, \mathrm{MG}$-2.5K | EA | XER106R03503 | 19 | 139.88 | TONER, $\mathrm{F}^{*} \mathrm{C} 400, \mathrm{C} 405, \mathrm{MG}-2.5 \mathrm{~K}$ | EA | XER106R03503 | \$ | 2,657.72 |
| TONER, $\mathrm{F}^{*} \mathrm{C} 400, \mathrm{C} 405, \mathrm{YL}-2.5$ | EA | XER106R03501 | 16 | 138.99 | TONER, $\mathrm{F}^{*} \mathrm{C} 400, \mathrm{C} 405, \mathrm{YL}-2.5$ | EA | XER106R03501 | \$ | 2,223.84 |
| TONER, F ${ }^{*}$ CP6015,CYN | EA | HEWCB381A | 6 | 49.00 | TONER, ${ }^{*}$ +P6015,CYN | EA | HEWCB381A | \$ | 294.00 |
| TONER, $\mathrm{F}^{*}$ CRG119 II,BK-6.4K | EA | CNM 34808001 | 34 | 119.00 | TONER, $\mathrm{F}^{*}$ CRG119 II,BK-6.4K | EA | CNM 34808001 | \$ | 4,046.00 |
| TONER, $\mathrm{F}^{*}$ D1120/1150(120)-5K | EA | CNM2617B001 | 63 | 154.85 | TONER, $\mathrm{F}^{*} \mathrm{D} 1120 / 1150(120)$-5K | EA | CNM2617B001 | \$ | 9,755.55 |
| TONER, F*D1620,1650-(CRG121)-5K | EA | CNM3252C001 | 209 | 159.24 | TONER, F * ${ }^{\text {D }} 1620,1650-(\mathrm{CRG121)-5K}$ | EA | CNM 3252 COO 1 | \$ | 33,281.16 |
| TONER, $\mathrm{F}^{*}$ HP 90AJ, EY, BK-18K | EA | IVRE90AJ | 15 | 59.49 | TONER,F*HP 90AJ,EY,BK-18K | EA | IVRE90AJ | \$ | 892.35 |
| TONER, $\mathrm{F}^{*}$ HP, 87A,BK-9K(200896P) | EA | IVRF287A | 15 | 59.00 | TONER, $\mathrm{F}^{*}$ HP, 87A,BK-9K(200896P) | EA | IVRF287A | \$ | 885.00 |
| TONER, $\mathrm{F}^{*}$ MF4750,CRG128-2.1K | EA | CNM3500B001AA | 78 | 79.29 | TONER,F*MF4750,CRG128-2.1K | EA | CNM3500B001AA | \$ | 6,184.62 |
| TONER, F. P1005/1006-1.5K | EA | HEWCB435A | 55 | 62.82 | TONER,F.P1005/1006-1.5K | EA | HEWCB435A | \$ | 3,455.10 |
| TONER,FI CS/X92X HI YLD CYAN-34K | EA | LEX76COHC0 | 4 | 525.75 | TONER,FI CS/X92X HI YLD CYAN-34K | EA | LEX76COHC0 | \$ | 2,103.00 |
| TONER,F/ CS92X HI YLD BLACK-34K | EA | LEX76COHK0 | 13 | 318.99 | TONER,F/ CS92X HI YLD BLACK-34K | EA | LEX76COHK0 | \$ | 4,146.87 |
| TONER,F/ LJ CP6015,BK | EA | HEWCB380A | 13 | 49.00 | TONER,F/ LJ CP6015,BK | EA | HEWCB380A | \$ | 637.00 |
| TONER,F/ LJ4200,BK-12K | EA | HEWQ1338A | 24 | 49.00 | TONER,F/L L J 2000, BK-12K | EA | HEWQ1338A | \$ | 1,176.00 |
| TONER,F/ MFC8600,(3K) | EA | BRTTN430 | 95 | 50.67 | TONER,F/ MFC8600,(3K) | EA | BRTTN430 | \$ | 4,813.65 |
| TONER,F/ MFC8600,(6K) | EA | BRTTN460 | 69 | 73.67 | TONER,F/ MFC8600,(6K) | EA | BRTTN460 | \$ | 5,083.23 |
| TONER,F/ UF6200-9K | EA | PANUG5580 | 10 | 131.09 | TONER,F/ UF6200-9K | EA | PANUG5580 | \$ | 1,310.90 |
| TONER,F/B600, B605, B610, B615,BK-46.7K | EA | XER106R03944 | 8 | 366.97 | TONER,F/B600, B605, B610, B615,BK-46.7K | EA | XER106R03944 | \$ | 2,935.76 |
| TONER,F/CP4005,BK-7.5K | EA | HEWCB400A | 9 | 59.00 | TONER,FICP4005,BK-7.5K | EA | HEWCB400A | \$ | 531.00 |
| TONER, FICP4005,CYN-7.5K | EA | HEWCB401A | 7 | 59.00 | TONER,FICP4005,CYN-7.5K | EA | HEWCB401A | \$ | 413.00 |
| TONER,FICP4005,MAG-7.5K | EA | HEWCB403A | 6 | 59.00 | TONER,FICP4005,MAG-7.5K | EA | HEWCB403A | \$ | 354.00 |
| TONER,FICP5525,BK-13.5K | EA | HEWCE270A | 92 | 246.59 | TONER,FICP5525,BK-13.5K | EA | HEWCE270A | \$ | 22,686.28 |
| TONER,F/CP5525,CN-15K | EA | HEWCE271A | 56 | 399.00 | TONER,F/CP 5 525,CN-15K | EA | HEWCE271A | \$ | 26,334.00 |
| ToNER,F/CP5525,MG-15K | EA | HEWCE273A | 52 | 399.00 | TONER,F/CP5525,MG-15K | EA | HEWCE273A | \$ | $20,748.00$ $\mathbf{2 3 , 1 4 2 0 0}$ |
| TONER,F/CP6015,MA | EA | HEWCB383A | 5 | 499.00 | TONER,F/CP6015,MA | EA | HEWCE272A | \$ | 23,142.00 |
| TONER,F/CS/X92X HI YLD, YELLOW-34K | EA | LEX76COHYO | 4 | 525.75 | TONER,FICS/X92X HI YLD, YELLOW-34K | EA | LEX76COHYO | \$ | 2,103.00 |
| TONER,F/CS820, CX820,CX825, CX860, XC6152, XC6153RTN,BK-33K | EA | LEX72K1XK0 | 52 | 297.79 | TONER,FICS820, CX820,CX825, CX860, XC61. | EA | LEX72K1XK0 | \$ | 15,485.08 |
| TONER,F/CS92X HI YLD MAG-34K | EA | LEX76COHMO | 4 | 525.75 | TONER,F/CS92X HII YLD MAG-34K | EA | LEX76COHM0 | \$ | 2,103.00 |
| TONER, F/HL2350-1.2K | EA | BRTTN730 | 52 | 32.09 | TONER,F/HL2350-1.2K | EA | BRTTN730 | \$ | 1,668.68 |
| TONER,F/HL5000/6200-8K | EA | BRTTN850 | 25 | 85.96 | TONER,F/HL5000/6200-8K | EA | BRTTN850 | \$ | 2,149.00 |
| TONER,F/HL5000/L6200, 12K | EA | BRTTN880 | 33 | 99.19 | TONER,F/HL5000/L6200, 12K | EA | BRTTN880 | \$ | 3,273.27 |
| TONER,F/HLL2300D,HY,BK-2K | EA | BRTTN660 | 67 | 45.33 | TONER,F/HLL2300D,HY,BK-2K | EA | BRTTN660 | \$ | 3,037.11 |


| TONER,F/HP P1102,BK-1.6K | EA | HEWCE285A | 462 |  | TONER,F/HP P1102,BK-1.6K | EA | HEWCE285A | \$ | 27,313.44 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TONER, F/LJ 1012/3030(2K) | EA | HEWQ2612A | 211 | 67.00 | TONER, F/LJ 1012/3030(2K) | EA | HEWQ2612A | \$ | 14,137.00 |
| TONER, F/LJ1160/1320-2.5K | EA | HEWQ5949A | 20 | 89.00 | TONER,F/LJ1160/1320-2.5K | EA | HEWQ5949A | S | 1,780.00 |
| TONER,FLLJ1320 HY-6K | EA | HEWQ5949X | 10 | 165.00 | TONER,FLLJ1320 HY-6K | EA | HEWQ5949X | \$ | 1,650.00 |
| TONER,F/LJ $4240 / 4250 / 4350-10 \mathrm{~K}$ | EA | HEWQ5942A | 78 | 149.00 | TONER,F/LJ $4240 / 4250 / 4350-10 \mathrm{~K}$ | EA | HEWQ5942A | \$ | 11,622.00 |
| TONER,F/M102/103/130-1.6K | EA | HEWCF217A | 667 | 62.46 | TONER,F/M102/103/130-1.6K | EA | HEWCF217A | \$ | 41,660.82 |
| TONER,F/M125/M127/M201/M225-1.5K | EA | HEWCF283A | 1440 | 59.49 | TONER,F/M125/M127/M201/M225-1.5K | EA | HEWCF283A | \$ | 85,665.60 |
| TONER,F/M201(83X)-2.2 2 K | EA | HEWCF283X | 43 | 79.49 | TONER,F/M201(83X)-2.2K | EA | HEWCF283X | \$ | 3,418.07 |
| TONER,F/M2033/227,30A-1.6K | EA | HEWCF230A | 420 | 64.39 | TONER,F/M203/227,30A-1.6K | EA | HEWCF230A | \$ | 27,043.80 |
| TONER,F/M203/227,30X-3.5K | EA | HEWCF230X | 247 | 95.99 | TONER,F/M203/227,30X-3.5K | EA | HEWCF230X | \$ | 23,709.53 |
| TONER,F/M209, MFP M234-2.4K | EA | HEWW1340X | 27 | 72.45 | TONER,F/M209, MFP M234-2.4K | EA | HEWW1340X | \$ | 1,956.15 |
| TONER,F/M401/425-2.7K | EA | HEWCF280A | 519 | 95.79 | TONER,F/M401/425-2.7K | EA | HEWCF280A | \$ | 49,715.01 |
| TONER,F/M401/425-6.9K | EA | HEWCF280X | 216 | 158.19 | TONER,F/M401/425-6.9K | EA | HEWCF280X | \$ | 34,169.04 |
| TONER,F/M402/426 (26A)-3.1K | EA | HEWCF226A | 829 | 118.55 | TONER,F/M402/426 (26A)-3.1K | EA | HEWCF226A | \$ | 98,277.95 |
| TONER, F/M402/1426 (26X)-9K | EA | HEWCF226X | 583 | 195.24 | TONER,F/M402/426 (26)-9K | EA | HEWCF226X | \$ | 113,824.92 |
| TONER,F/M601,602,603/M4555,BK-10K | EA | HEWCE390A | 1213 | 157.50 | TONER,F/M601,602,603/M4555,BK-10K | EA | HEWCE390A | \$ | 191,047.50 |
| TONER,F/M602,M603/M4555,24K,BLK | EA | HEWCE390X | 58 | 232.35 | TONER,F/M602,M603/M4555,24K,BLK | EA | HEWCE390X | \$ | 13,476.30 |
| TONER, F/M604/605/606/630-10.5K | EA | HEWCF281A | 876 | 173.59 | TONER, F/M604/605/606/630-10.5K | EA | HEWCF281A | \$ | 152,064.84 |
| TONER,F/M630/605/ 606 -81X)-25K | EA | HEWCF281X | 125 | 273.59 | TONER,F/M630/605/ 606-811)-25K | EA | HEWCF281X | \$ | 34,198.75 |
| TONER,F/MX710/711/810/811/812-45K | EA | LEX62D1X00 | 6 | 499.00 | TONER,F/MX710/711/810/811/812-45K | EA | LEX62D1X00 | \$ | 2,994.00 |
| TONER,F/P 1505-PG YLD 2K | EA | HEWCB436A | 55 | 71.29 | TONER,F/P 1505-PG YLD 2K | EA | HEWCB436A | \$ | 3,920.95 |
| TONER,F/P1606,BK-2.1K | EA | HEWCE278A | 1118 | 67.71 | TONER,F/P1606,BK-2.1K | EA | HEWCE278A | \$ | 75,699.78 |
| TONER,FIP2015 \#53X-7K | EA | HEWQ7553X | 13 | 184.96 | TONER,F/P2015 \#53X-7K | EA | HEWQ7553X | \$ | 2,404.48 |
| TONER,F/P2015-\#53A(3K) | EA | HEWQ7553A | 46 | 100.21 | TONER,F/P2015-\#53A(3K) | EA | HEWQ7553A | \$ | 4,609.66 |
| TONER,F/P2035/2055-2.3K | EA | HEWCE505A | 452 | 76.95 | TONER,FIP 2035/2055-2.3K | EA | HEWCE505A | \$ | 34,781.40 |
| TONER,F/P2055-6.5K | EA | HEWCE505X | 26 | 135.50 | TONER,F/P2055-6.5K | EA | HEWCE505X | \$ | 3,523.00 |
| TONER,F/P3015, BK-12.5K | EA | HEWCE255X | 77 | 207.93 | TONER,F/P3015, BK-12.5K | EA | HEWCE255X | \$ | 16,010.61 |
| TONER,F/P3015, BK-6K | EA | HEWCE255A | 143 | 146.25 | TONER,FIP 3015,BK-6K | EA | HEWCE255A | \$ | 20,913.75 |
| TONER, F/P4014/P4015-10K | EA | HEWCC364A | 419 | 159.59 | TONER,F/P4014/P4015-10K | EA | HEWCC364A | \$ | 66,868.21 |
| TONER,F/P4015/4515-24K | EA | HEWCC364X | 78 | 254.49 | TONER,F/P4015/4515-24K | EA | HEWCC364X | \$ | 19,850.22 |
| TONER,FIPHS3610/WC 3615(25.3K) | EA | XER106R02731 | 5 | 398.99 | TONER,F/PHS3610NWC 3615(25.3K) | EA | XER106R02731 | \$ | 1,994.95 |
| TONER,F/PRO M15,MFP28-1K | EA | HEWCF248A | 362 | 47.24 | TONER,FIPRO M15,MFP28-1K | EA | HEWCF248A | \$ | 17,100.88 |
| TONER,F/T652/654-7K | EA | LEXT650A11A | 168 | 186.99 | TONER,FTT652/654-7K | EA | LEXT650A11A | \$ | 31,414.32 |
| TONER,F/UF4500/5500-3K | EA | PANUG5591 | 43 | 29.95 | TONER,F/UF4500/5500-3K | EA | PANUG5591 | s | 1,287.85 |
| TONER,F/UF720008200-10K | EA | PANUG5570 | 13 | 159.00 | TONER,FIUF7200/8200-10 K | EA | PANUG5570 | \$ | 2,067.00 |
| TONER,F/WC3330/3335/3345-8.5K | EA | XER106R03622 | 7 | 218.86 | TONER,FWC $3330 / 3335 / 3345-8.5 \mathrm{~K}$ | EA | XER106R03622 | \$ | 1,532.02 |
| TONER,FM12W, MFP M26NW -1K | EA | HEWCF279A | 36 | 55.77 | TONER,FM12W, MFP M26NW -1K | EA | HEWCF279A | s | 2,007.72 |
| TONER, HP 128A CYM TRI,AST | BX | HEWCF371AM | 13 | 187.99 | TONER,HP 128A CYM TRI,AST | BX | HEWCF371AM | s | 2,443.87 |
| TONER, HP 4300 (18K) | EA | IVR83039 | 12 | 22.29 | TONER,HP 4300 (18K) | EA | IVR83039 | \$ | 267.48 |
| TONER, HP 507A, BK-5.5K | EA | HEWCE400A | 513 | 148.53 | TONER, HP 507A,BK-5.5K | EA | HEWCE400A | \$ | 76,195.89 |
| TONER,HP 507A,CYN-6K | EA | HEWCE401A | 389 | 221.27 | TONER,HP 507A,CYN-6K | EA | HEWCE401A | \$ | 86,074.03 |
| TONER,HP 507A,MAG-6K | EA | HEWCE403A | 371 | 221.27 | TONER,HP 507A,MAG-6K | EA | HEWCE403A | \$ | 82,091.17 |
| TONER, HP 507A,YEL-6K | EA | HEWCE402A | 362 | 221.27 | TONER,HP 507A,YEL-6K | EA | HEWCE402A | s | 80,099.74 |
| TONER,HP 507X,HY, BK-11K | EA | HEWCE400X | 120 | 195.94 | TONER,HP 507X,HY,BK-11K | EA | HEWCE400X | \$ | 23,512.80 |
| TONER,HP283AD,LJ,2PK,BK | BX | HEWCF283AD | 106 | 117.12 | TONER,HP283AD,LJ,2PK,BK | BX | HEWCF283AD | S | 12,414.72 |
| TONER,HP312A,3PK,LJ,AST | PK | HEWCF440AM |  | 340.94 | TONER,HP312A,3PK,LJ,AST | PK | HEWCF440AM | \$ | 3,068.46 |
| TONER,HPM402,2PK,BK-NEW \#HEWCF226AD | PK | HEWCF226AD1 | 14 | 222.79 | TONER, HPM402,2PK, BK-NEW \#HEWCF226AL | PK | HEWCF226AD1 | \$ | 3,119.06 |
| TONER,LJ 305A, CMY -3/PK | PK | HEWCF370AM | 20 | 332.89 | TONER,LJ 305A,CMY -3/PK | PK | HEWCF370AM | \$ | 6,657.80 |
| TONER,LJ305X BLK.-4K | EA | HEWCE410X | 43 | 96.94 | TONER,LJ305X BLK.-4K | EA | HEWCE410X | \$ | 4,168.42 |
| TONER,M607,M608,M631LJ,BK-11K | EA | HEWCF237A | 474 | 177.69 | TONER,M607,M608,M631LJ,BK-11K | EA | HEWCF237A | \$ | 84,225.06 |
| TONER,M608,609,630 SER,HY,LJ,BK-25K | EA | HEWCF237X | 8 | 275.49 | TONER,M608,609,630 SER,HY,LJ,BK-25K | EA | HEWCF237X | \$ | 2,203.92 |
| TONER,MAG,F/5500-E86(12K) | EA | HEWC9733A | 18 | 289.00 | TONER,MAG,F/5500-E86(12K) | EA | HEWC9733A | \$ | 5,202.00 |
| TONER,MAG,F/CLJ3800-6K | EA | HEWQ7583A | 8 | 39.00 | TONER,MAG,FICLJ3800-6K | EA | HEWQ7583A | \$ | 312.00 |
| TONER, MAG, FICLJ $34700-10 \mathrm{~K}$ | EA | HEWQ5953A | 53 | 289.00 | TONER,MAG,F/CLJ $4700-10 \mathrm{~K}$ | EA | HEWQ5953A | S | 15,317.00 |
| TONER,MAG,F/CP3525/35-7K | EA | HEWCE253A | 43 | 223.50 | TONER,MAG,F/CP3525/35-7K | EA | HEWCE253A | \$ | 9,610.50 |
| TONER,MAG,F/CP4025/4525-11K | EA | HEWCE263A | 86 | 280.45 | TONER,MAG,F/CP4025/4525-11K | EA | HEWCE263A | \$ | 24,118.70 |
| TONER,MAG. F/M180NW -204A-900PG | EA | HEWCF513A | 54 | 53.44 | TONER,MAG. F/ M180NW -204A-900PG | EA | HEWCF513A | \$ | 2,885.76 |
| TONER,MAG.\#201A,F/M277DW-1.4K | EA | HEWCF403A | 50 | 81.36 | TONER,MAG.\#201A,F/M277DW-1.4K | EA | HEWCF403A | \$ | 4,068.00 |
| TONER,MAG.\#826A,F/M855-31.5K | EA | HEWCF313A | 4 | 524.99 | TONER,MAG.\#826A,F/M855-31.5K | EA | HEWCF313A | \$ | 2,099.96 |
| TONER,MAG.202A,F/M254DW-1.3K | EA | HEWCF503A | 69 | 73.19 | TONER,MAG.202A,FIM254DW-1.3K | EA | HEWCF503A | \$ | 5,050.11 |
| TONER,MAG.202X,F/M254DW-2.5K | EA | HEWCF503X | 74 | 97.55 | TONER,MAG.202X,F/M254DW-2.5K | EA | HEWCF503X | \$ | 7,218.70 |
| TONER,MAG.206A,F/M255/M283-1250PG | EA | HEWW2113A | 60 | 70.37 | TONER,MAG.206A,F/M255/M283-1250PG | EA | HEWW2113A | s | 4,222.20 |
| TONER,MAG.312A-2.7K | EA | HEWCF383A | 15 | 126.59 | TONER,MAG.312A-2.7K | EA | HEWCF383A | s | 1,898.85 |
| TONER,MAG.414A,F/M454-2.1K | EA | HEWW2023A | 264 | 103.68 | TONER,MAG.414A,F/M454-2.1K | EA | HEWW2023A | \$ | 27,371.52 |
| TONER,MAG.414X,F/M454-6K | EA | HEWW2023X | 48 | 221.52 | TONER,MAG.414X,F/M454-6K | EA | HEWW2023X | \$ | 10,632.96 |
| TONER,MAG.654A, M651-15K | EA | HEWCF333A | 49 | 369.95 | TONER,MAG.654A, M651-15K | EA | HEWCF333A | S | 18,127.55 |
| TONER,MAG. 658 X,M751-28K | EA | HEWW2003X | 2 | 703.30 | TONER,MAG.658X,M751-28K | EA | HEWW2003X | s | 1,406.60 |
| TONER,MAG.F/305A-2.6K | EA | HEWCE413A | 140 | 117.10 | TONER,MAG.F/305A-2.6K | EA | HEWCE413A | \$ | 16,394.00 |
| TONER,MAG.F/4600/4650(8K) | EA | HEWC9723A | 19 | 52.50 | TONER,MAG.F/4600/4650(8K) | EA | HEWC9723A | \$ | 997.50 |
| TONER,MAG.F/CX82XICX860,EXTR HY RET-22K | EA | LEX82K1XM0 | 15 | 298.39 | TONER,MAG.FICX82XICX860,EXTR HY RET-2 | EA | LEX82K1XM0 | \$ | 4,475.85 |
| TONER,MAG.FIM452/477-2.3. | EA | HEWCF413A | 128 | 113.80 | TONER,MAG.FIM452/477-2.3K | EA | HEWCF413A | \$ | 14,566.40 |
| TONER,MAG.F/M4521477-5K | EA | HEWCF413X | 50 | 193.85 | TONER,MAG.F/M452/477-5K | EA | HEWCF413X | \$ | 9,692.50 |
| TONER,MAG.F/M552,\#508A-5K | EA | HEWCF363A | 329 | 197.84 | TONER,MAG.F/M552,\#5508-5K | EA | HEWCF363A | \$ | 65,089.36 |
| TONER,MAG.FIM $552, \# 508 \mathrm{C}-9.5 \mathrm{~K}$ | EA | HEWCF363X | 140 | 302.84 | TONER,MAG.F/M552.\#508X-9.5K | EA | HEWCF363X | s | 42,397.60 |
| TONER,MAG.HY .\#201X,FMM277DW-2.3K TONER,MS/MX7/8 | EA | HEWCF403X | 51 50 | 102.77 359.95 | TONER,MAG.HY .\#201X,F/M277DW-2.3K TONER,MS/MX778 | EA | HEWCF403X | \$ | 5,241.27 |
| TONER, PHASER 4600/4620,30K | EA | XER106R01535 | 7 | 384.99 | TONER,PHASER 4600/4620,30K | EA | XER106R01535 | \$ | 2,694.93 |
| TONER, X950,X952 X $954, \mathrm{MG}$-22K | EA | LEXX950X2MG | 7 | 488.17 | TONER,X950,X952 X $954, \mathrm{MG}$-22K | EA | LEXX950X2MG | \$ | 3,417.19 |
| TONER, X950, X952 X 954, YL-22K | EA | LEXX950X2YG | 8 | 488.17 | TONER,X950,X952 X954,YL-22K | EA | LEXX950X2YG | \$ | 3,905.36 |
|  | EA | LEXX950X2CG | 6 | 488.17 | TONER,X950,X952,X954,CN-22K | EA | LEXX950X2CG | s | 2,929.02 |
| TONER, YEL F/4600/4650 (8K) | EA | HEWC9722A | 13 | 52.50 | TONER, YEL F/4600/4650 (8K) | EA | HEWC9722A | \$ | 682.50 |
| TONER,YEL F/5500-EP86 (12K) | EA | HEWC9732A | 19 | 289.00 | TONER, YEL F/5500-EP86 (12K) | EA | HEWC9732A | S | 5,491.00 |



|  discount-from-list-price structure for non-core list items. |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Item Description | Unit of Measure | Stock/Item Number | Quantity Ordered During Previous Contract's Lifecycle | Bidder's Current Catalog List Price for this Item (or equivalent) | Decription of Bidder's Proposed Item | Unit of Measure of Bidder's Proposed Item | Stock/tem Number for Bidder's Proposed Item | Category in Bidder's Catalog under which this item (or equivalent) is found | Discount from List Price Percentage offered for this item's Catalog Category (as shown on Other Items tab) |
| TONER,045,LBP612,MF634,MG-1.3K | EA | CNM1240C001 | 16 | 100.22 | TONER,045LBP7110,MF628,MG | EA | CNM1240C001 | Ink \& Toner | 37.00\% |
| TONER,045,LBP612,MF634,YL-1.3K | EA | CNM1239C001 | 16 | 100.22 | TONER,045,LBP612,MF634,YL | EA | CNM1239C001 | Ink \& Toner | 37.00\% |
| TONER,304,FICP2025,YW-2.8K | EA | HEWCC532A | 13 | 202.69 | TONER,F/ HP CP2025,YW | EA | HEWCC532A | Ink \& Toner | 37.00\% |
| TONER,304A,BLK,F/CM2320-2/PK-7K | BX | HEWCC530AD | 8 | 205.64 | TONER, 304A,BLK, F/CM2320-2/PK-7K | BX | HEWCC530AD | Ink \& Toner | 37.00\% |
| TONER,304A,F/CP2025,MA-2.8K | EA | HEWCC533A | 13 | 202.69 | TONER, F/ HP CP2025,MA | EA | HEWCC533A | Ink \& Toner | 37.00\% |
| TONER,BLK.\#130A-1.3K | EA | HEWCF350A | 25 | 93.81 | TONER,LSRJT,CF350A,BK | EA | HEWCF350A | Ink \& Toner | 37.00\% |
| TONER,BLK.658X,F/M751-33K | EA | HEWW2000X |  | 648.28 | TONER,BLK.658X,FIM751-33K | EA | HEWW2000X | Ink \& Toner | 37.00\% |
| TONER,BLK.CRG045,LBP612,MF634BK-1.4K | EA | CNM1242C001 | 20 | 88.28 | TONER,CARTRIDGE,045,BK | EA | CNM1242C001 | Ink \& Toner | 37.00\% |
| TONER, BLK.F/C8045/C8055/C8070-26K | EA | XER006R01697 | 7 | 203.00 | TONER,BLK.F/C8045/C8055/C8070-26K | EA | XER006R01697 | Ink \& Toner | 37.00\% |
| TONER,BLK.F/HLL3210CW/3710-3K | EA | BRTTN227BK | 18 | 84.49 | TONER,BLK.F/HLL3210CW/3710-3K | EA | BRTTN227BK | Ink \& Toner | 37.00\% |
| TONER,CYN.\#826A,F/M855-31.5K | EA | HEWCF311A | 3 | 848.72 | TONER,LSRJT, CF311A,CN | EA | HEWCF311A | Ink \& Toner | 37.00\% |
| TONER, CYN. $213 \mathrm{X}, 5700$ ENT. SFP,-6K | EA | HEWW2131X | 5 | 358.12 | TONER,CYN.213X,5700 ENT. SFP.-6K | EA | HEWW2131X | Ink \& Toner | 37.00\% |
| TONER,CYN.F/HLL3210CW/3710-2.3K | EA | BRTTN227C | 13 | 107.99 | TONER,CYN.FIHLL3210CW/3710-2.3K | EA | BRTTN227C | Ink \& Toner | 37.00\% |
| TONER, F/B2546DW, B2650DW-10K | EA | LEXB251X00 | 6 | 300.78 | TONER,F/B2546DW, B2650DW-10K | EA | LEXB251X00 | Ink \& Toner | 37.00\% |
| TONER,F/CP6015,YW | EA | HEWCB382A | 4 | 563.43 | TONER,F/CP6015,YW | EA | HEWCB382A | Ink \& Toner | 37.00\% |
| TONER, FIP 1005-2PK | BX | HEWCB435D | 11 | 203.54 | TONER,F/ HP P1005,2BX,BK | BX | HEWCB435D | Ink \& Toner | 37.00\% |
| TONER,MAG. $213 \mathrm{X}, 5700 \mathrm{ENT}$. SFP,-6K | EA | HEWW2133X | 5 | 358.12 | TONER,MAG. $213 \mathrm{X}, 5700$ ENT. SFP.-6K | EA | HEWW2133X | Ink \& Toner | 37.00\% |
| TONER,MAG.F/HLL3210CW/3710-2.3K | EA | BRTTN227M | 13 | 107.99 | TONER,MAG.FIHLL3210CW/3710-2.3K | EA | BRTTN227M | Ink \& Toner | 37.00\% |
| TONER, X950, X952, X954,BK-32K | EA | LEXX950X2KG | 11 | 169.52 | TONER, X950, X952, X954,BK-32K | EA | LEXX950X2KG | Ink \& Toner | 37.00\% |
| TONER, YEL. $213 \mathrm{X}, 5700$ ENT. SFP,-6K | EA | HEWW2132X |  | 358.12 | TONER,YEL. $213 \mathrm{X}, 5700$ ENT. SFP,-6K | EA | HEWW2132X | Ink \& Toner | 37.00\% |
| TONER, YEL.215A,F/M182/183-850PGS | EA | HEWW2312A | 22 | 81.67 | TONER, YEL.215A,F/M 182/183-850PGS | EA | HEWW2312A | Ink \& Toner | 37.00\% |
| TONER,YEL.312A-2.7K | EA | HEWCF382A | 12 | 204.20 | TONER,HPCF382A,LJ,YL | EA | HEWCF382A | Ink \& Toner | 37.00\% |

Bidders must include a discount from list price percentage that shall be used for all items that are not on the State's core list and not otherwise shown in the Bidder's standard office supplies catalog. This discount shall apply for all miscellaneous orders that, for one reason or another, do not appear within the core list or catalog discount structure described above.

| Item Description | Fixed Percentage Discount |
| :---: | ---: |
| Miscellaneous Items not within Core List of Items or Catalog Items |  |

** Discount applicable to prices listed by W.B. Mason
to the general public on www.wbmason.com, resulting
in discounting of up to $81 \%$ off of MSRP.

Bidders must include written information within the Cost Proposal that clearly lists and describes any suggested rebates, improvements, and/or alternatives that would provide additional cost savings or efficiencies to the State of Maine and its end-users. Examples of such improvements might be, but are not limited to: usage-based rebate programs; incentive discounts for online ordering targets; incentive discounts for maintaining a target average order size/value; incentive discounts for extending delivery days (although next-day- delivery is currently required); and/or incentive discounts for prompt (or early) payment. Including a discount for payment made by State of Maine Procurement Card is required, in order to incentivize the use of efficient P-Card payments among State agencies.

| Discount/Program Title |  | Percentage (if <br> applicable) |
| :--- | :--- | :--- |
| Procurement Card Discount (required) |  |  |
| add lines as needed |  | $2.00 \%$ |
|  |  |  |
| Volume Rebate | Rebate Payable on all Core, Catalog, and Open Web Discount Purchases if Mason awarded one category |  |
| Volume Rebate | Rebate Payable on all Core, Catalog, and Open Web Discount Purchases if Mason awarded two categories |  |
| Volume Rebate | Rebate Payable on all Core, Catalog, and Open Web Discount Purchases if Mason awarded all three categories |  |
|  |  | $2.00 \%$ |
|  |  | $2.25 \%$ |
|  |  | 2 |

Notes regarding "Office Supplies" items bid:
Excel Row 3: Item is priced in OEM item Unit of Measure of 8 rolls; the item is sold by W.B. Mason in PKs/6, price of $\$ 11.94$ per PK/6 Excel Row 24: Item is priced in OEM item Unit of Measure of 36 each; the item is sold by W.B. Mason in BXs/24; price of $\$ 8.88$ per BX/24 Excel Row 141: Item is priced in OEM item Unit of Measure of 4 pads; the item is sold by W.B. Mason in CTs/2; price of $\$ 26.66$ per CT/2 Excel Row 142: Item is priced in OEM item Unit of Measure of 6 pads; the item is sold by W.B. Mason in CTs/2; price of $\$ 26.66$ per CT/2 Excel Row 220: Item is priced in OEM item Unit of Measure of 600 each; the item is sold by W.B. Mason in PKs $/ 100$; price of $\$ 2.56$ per PK/100 Excel Row 221: Item is priced in OEM item Unit of Measure of 600 each; the item is sold by W.B. Mason in PKs/100; price of $\$ 2.56$ per PK/100 Excel Row 222: Item is priced in OEM item Unit of Measure of 600 each; the item is sold by W.B. Mason in PKs/100; price of $\$ 2.56$ per PK/100 Excel Row 223: Item is priced in OEM item Unit of Measure of 600 each; the item is sold by W.B. Mason in PKs/100; price of $\$ 2.56$ per PK/100 Excel Row 410: Item is priced in OEM item Unit of Measure of 36 each; the item is sold by W.B. Mason in PKs/12; price of $\$ 3.96$ per PK/12 Excel Row 558: Item is priced in OEM item Unit of Measure of 200 each; the item is sold by W.B. Mason in PKs/100; price of $\$ 12.69$ per PK/100 Excel Row 621: Item is priced in OEM item Unit of Measure of 16 RLs; the item is sold by W.B. Mason in PKs/6; price of $\$ 5.22$ per PK/6 Excel Row 622: Item is priced in OEM item Unit of Measure of 12 RLs ; the item is sold by W.B. Mason in PKs/6; price of $\$ 5.22$ per PK/6 Excel Row 632: Item is priced in OEM item Unit of Measure of 10 RLs ; the item is sold by W.B. Mason in PKs/6; price of $\$ 5.22$ per PK/6 Excel Row 633: Item is priced in OEM item Unit of Measure of 24 RLs ; the item is sold by W.B. Mason in PKs/6; price of $\$ 5.22$ per PK/6 Excel Row 634: Item is priced in OEM item Unit of Measure of 18 RLs; the item is sold by W.B. Mason in PKs/6; price of $\$ 5.22$ per PK/6

## RIDER G: IDENTIFICATION OF COUNTRY IN WHICH CONTRACTED WORK WILL BE PERFORMED

Please identify the country in which the services purchased through this contract will be performed:
$\boxtimes$ United States. Please identify state: Enter State
Other. Please identify country: Enter Country

Notification of Changes to the Information:
The Provider agrees to notify the Division of Procurement Services of any changes to the information provided above.

