

TAB 6 PRICE

(a) Complete the BPUB Pricing Proposal Form by providing your best proposed prices provided and placed on the form behind this tab. The Pricing Proposal Form is found on the following pages of the RFP. Pricing shall be inclusive of all materials, travel and expenses required to complete the scope of work described here in.

PROPOSAL COST SHEET P021-20

The undersigned Firm, having read and examined the requirements and specifications for the above, proposes to perform the services set forth in the Original Proposal. The undersigned Firm hereby proposes to furnish the following product, as described herein, for the rate of:

Description	Annual Estimate	Rate	Total
Utility Service Billing (2 Sheets - 4 pages)	585,000	\$0.116	\$67,275.00
Utility Service Billing (3 Sheets - 6 pages)	58,500	\$0.169	\$9,886.50
Utility Service Billing (Avg. 10 pages)	6,500	\$0.277	\$1,800.50
1 Sheet 2 Pages Insert	542,000	\$0.005	\$2,710.00
2 Sheet 4 Pages Insert	108,000	\$0.01	\$1,080.00
Envelopes #9 for Bills	650,000	\$0.0145	\$9,425.00
Envelopes #10 for Bills	650,000	\$0.0165	\$10,725.00
Postage Estimate	650,000	\$0.386*	\$250,900.00
Reminder Notices (1 Sheet - 1 Page)	130,000	\$0.061	\$7,930.00
Envelopes #10 Reminder Notices	130,000	\$0.0165	\$2,145.00
Postage Estimate	130,000	\$0.386*	\$50,180.00
Option - Bill Redesign Services	N/A	Free during implementation**	

Price per item to include all labor, equipment, materials, composition of bills and reminder notice reports, data interfacing, printing, handling and mail services.

Note: BPUB reserves the right to award services to one or various vendors based on price and/or references and as deemed most advantageous to BPUB.

Company Name: InfoSend, Inc

Authorized Company Representative: Russ Rezel - President

Authorized Company Representative: 
Signature (Failure to sign properly sign proposal will disqualify it)

Company Address: 4240 E La Palma Ave
Anahelm, CA 92807

Telephone #: 800.955.9330

Fax #: 714.993.1306

Email: russ.r@infosend.com

*Actual postage realized is passed through without increase? Rate reflects best available USPS rate InfoSend can obtain.

** See Pricing Detail sheets that follow for redesign fees at 6 and 12 months from contract execution.

InfoSend Data Processing, Print and Mail Pricing Detail

Document Production Summary – All Bill and Notice Types	
One Page Document One 8.5" x 11" sheet of perforated paper, printed up to two color duplex (2/2), machine inserted, and including InfoSend standard outgoing #10 and return #9 envelopes	\$0.092 per document
Two Page Document Two 8.5" x 11" sheets of perforated paper, each sheet printed up to two color duplex (2/2), machine inserted, and including InfoSend standard outgoing #10 and return #9 envelopes	\$0.148 per document
Three Page Document Three 8.5" x 11" sheets of perforated paper, each sheet printed up to two color duplex (2/2), machine inserted, and including InfoSend standard outgoing #10 and return #9 envelopes	\$0.20 per document
Five Page Document Five 8.5" x 11" sheets of perforated paper, each sheet printed up to two color duplex (2/2), machine inserted, and including InfoSend standard outgoing #10 and return #9 envelopes	\$0.308 per document

The below provides the components of the summary price given above. Green highlighted cells below represent standard components of the print and mail package priced directly above. All pricing is based on "Client Volume Assumptions" listed and excludes applicable sales tax.

Setup and Data Processing	
Setup Fee - Express PDF Input Files	\$0.00 - Waived
Setup Fee – Data Only Input Files	\$0.00 - Waived
Document Re-Design Fee (during initial implementation)	\$0.00 – Included during data only implementation
Document Redesign Fee – 6 Months After Contract	40 hours development for free
Document Redesign Fee – 12 Months After Contract	40 hours development for free
Data Processing Fee (per document)	\$0.007

Printing and Mailing Service	
USPS Postage	Pass-through A postage deposit will be required prior to starting service.
Per Page Print Fee – per duplex printed sheet, up to 2/2 ink	\$0.04
Print Color Options (colors per side)	\$0.040 for up to 2/2 printing \$0.042 for up to 3/3 printing \$0.045 for 4/0 or 4/1 printing \$0.050 for 4/4 printing
Inline Insert Print Fee (cost for paper stock in addition. See materials section below)	\$0.025 Black printing \$0.032 Color printing
Batch Fee (per mailing batch under 100 mail pieces)	\$5.00
Excess Pages Handwork Surcharge (per mail piece)	\$0.30
Address Updates	\$0.20 NCOA, or \$0.20 ACS

Materials	
Standard Paper Stock (per sheet)	\$0.014
Standard Outgoing #10 Envelope	\$0.0165
Standard Return #9 Envelope	\$0.0145
Custom #10 – 2/0 Flexo, 24#WW with single window	\$0.0225
Outgoing Flat Envelope – used for mail pieces with excess pages	\$0.15

Insert Services	
Insert Printing – InfoSend Produced	Quoted based on specification
Inserting Fee – (does not apply to Inline Inserts from previous section).	\$0.005 per insert
Electronic Inserts	\$0.005 per insert

Optional Services	
Envelope Messaging (Snipes)	Quoted based on specification
Print Image Archiving (Per Document Image) <i>with included outbound USPS mail tracking.</i> Inbound remit tracking available for \$100/month.	\$0.008 - For 12 Months of Retention \$0.014 - For 24 Months of Retention \$0.020 - For 36 Months of Retention
Final Doc Transfer (FTP)	\$0.0075 per image InfoSend Batch File \$0.012 per image Custom File Format
Outbound USPS mail tracking	Included with Print Image Archive
Inbound (Remit) USPS mail tracking	\$100 monthly support fee
Returned Mail Handling	\$0.20 per reported returned mail piece
Professional Services Rate (per hour)	\$125

Fee Explanations

Finished mail pieces are delivered to the USPS within one (1) business day. If samples (proofs) are requested then the mailing will be completed within one day of sample approval. File upload deadline for next-day mailing is 3:00PM local time at the production facility designated for your account. If samples are required then they must be approved by 5:30PM local time for the file to be mailed by the next business day.

Setup and Data Processing

- **Setup Fee - Express PDF Input:** requires a final composed PDF is uploaded to InfoSend for processing. Clients maintain control of document look and feel, but InfoSend designs a program to parse the necessary data from the PDF.
- **Setup Fee - Data Only Input:** requires the client provide a flat data extract, InfoSend creates, hosts and maintains an application to generate documents. Existing document design is copied.
- **Document Re-Design Fee:** using the "Data Only Input" method, InfoSend's Client Services Team assists in redesigning the format of printed documents to improve communications or to take advantage of new printing capabilities.
- **Data Processing Fee:** per document image that is processed by the InfoSend system for output.

Printing and Mailing Service

- **Postage:** clients are invoiced for the exact postage used. Leveraging InfoSend's USPS compliance and expertise, clients are provided the lowest possible USPS automated rates when client batches qualify.
- **Print Fee:** price includes baseline number of colors printed on the front and back of the sheet. All variable and static images are dynamically imaged onto white form with a perforation.
- **Optional Color Upgrades:** Different options are available at different prices. Numbers fewer than 4 equal individual colors, 4 equals full color. The number 1 means black or grey. All sheets are billed at the same rate; the price for the sheet with the highest number of colors is the applicable fee. 4 equals CM K (full color).
- **Inline Insert Print Fee:** price for inserts printed on demand as additional pages. Allows for more dynamic customer messaging without the extra pre-production lead time and overhead.
- **Batch Fee:** assessed to cover InfoSend costs when batches transferred to InfoSend fall below threshold.
- **Excess Pages Handwork Surcharge:** surcharge is assessed per mail piece (not per page). This surcharge only applies to multiple page bills that have too many pages to be inserted into a #10 envelope by machine. This surcharge covers the necessary manual labor required to process these mail pieces.
- **Address Updates – NCOALink or ACS:** per reported update. InfoSend electronically reports the addresses it received in your data that need to be updated because the customer filed a Change of Address Report with the USPS. Cost is per update.

Materials

- **Paper Stock:** white paper stock with or without perforation. Paper is 8.5x11" and 24lb. Price includes all inventory costs. A larger 8.5x14" format is available at a higher material cost and higher printing cost.
- **Outgoing #10 Envelope:** #10 InfoSend Standard Double Window Outgoing Envelope. Includes security tint printed on the inside of the paper stock and clear film that prevent the contents of the envelope from being viewed. Sourced with sustainably logged paper (SFI).
- **Return #9 Envelope:** #9 InfoSend Standard Single Window Return Envelope. Includes the same security tint and SFI paper as the #10.
- **Outgoing Flat Envelope:** single window envelope, only used for multiple page statements that do not fit in the #10 envelope.

Insert Services

- **InfoSend Produced Inserts:** utilizing InfoSend printing and/or design services, inserts can be produced by InfoSend. Price quoted on request.
- **Inserting Fee:** client provided or InfoSend produced inserts to be included with InfoSend produced mail. Additional fee applies if insert arrives at InfoSend but requires folding prior to insertion. Setup fees may apply for programming selective inserting. InfoSend-printed inserts are quoted upon request.
- **Electronic Inserts:** fee per digital image of a physically produced insert included in the PDF copy of a document. Ensures that client representatives and client customers can get the same information in the electronic bill as would go out physically.

Optional Services

- **Envelope Messaging (Snipes):** custom messages and images can be printed onto the standard InfoSend #10 double window envelope as a more cost-effective alternative to pre-manufactured custom envelopes. The price depends on the artwork – number of colors and whether it prints on one or both sides of the envelope, as well as order quantity. Price is quoted upon request.
- **Print Image Archiving:** fee per document to process, index, and store a document as a PDF for a set number of months. PDFs are securely accessed using an InfoSend website application. Third party applications can also access the PDFs via a lightweight API with no cost. Setup fees may apply depending on configuration needs.

- **Final Doc Transfer FTP:** each completed InfoSend batch is indexed and transferred to you via FTP or SFTP to store on your own network. InfoSend's standard Batch File format is one PDF per batch with an XML companion file providing meta data and page numbers. If the client requires a custom scheme, including individual PDFs per each image in a batch, the Custom fee applies. Note: setup fees may also apply for some custom setups.
- **Outbound Mail Tracking:** for clients utilizing the Print Image Archiving service, InfoSend will track outbound mail from mailing to delivery at the local USPS facility.
- **Remit Tracking:** for clients utilizing the Print Image Archiving service, InfoSend can also track inbound mail from customers utilizing an included remittance stub in the outbound mail. With Remit Tracking clients will be able to see when a customer responded to the original mail piece, as well as get a daily report of inbound mail with an estimated value of payment remittances based on the outbound mail.
- **Returned Mail Handling:** InfoSend will provide electronic reporting of mail that is returned by USPS, saving clients the hassle of receiving and opening returned mail to update records. All records which are not delivered will be securely destroyed and recycled after reporting.
- **Professional Services Fee:** per hour and performed only upon request for customizations made to processing program or document format after go-live. Work is only started after receiving client approval of a formal quote.