

Attachment A - Price Proposal Schedules
Schedule 1
Print Services Price Summary

Print Services Project Overall Price Total	SFY 2020/21	Service Month SFY 2021/22	Service Month SFY 2022/23	Service Month SFY 2023/24	Service Month SFY 2024/25	Service Month SFY 2025/26	Service Month SFY 2026/27	Service Month SFY 2027/28	Service Month SFY 2028/29	Service Month SFY 2029/30	Service Month SFY 2030/31	Print Services Maximum Amount - Change Order 4	Print Services Maximum Amount - Amendment 2/CO 3	Difference
Print Services Implementation Deliverables Price	\$ 159,129	\$ 618,638	\$ 54,000	\$ 147,419								\$ 979,185	\$ 979,185	\$ -
Print Services Initial M&O through November 2023		\$ 8,165,705	\$ 13,864,911	\$ 15,641,759								\$ 37,672,375	\$ 25,460,515	\$ 12,021,860
Print Services M&O through February 2026				\$ 11,919,081	\$ 26,525,933	\$ 26,714,393						\$ 45,159,406	\$ 45,057,204	\$ 102,202
Print Services Initial 5-Year Term Price Subtotal	\$ 159,129	\$ 8,784,342	\$ 13,918,911	\$ 27,708,259	\$ 26,525,933	\$ 26,714,393	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 103,810,967	\$ 91,686,904	\$ 12,124,062
Print Services Optional Extension Year 1						\$ 6,251,006	\$ 12,502,012					\$ 18,753,018	\$ 18,753,018	\$ -
Print Services Optional Extension Year 2							\$ 6,610,447	\$ 13,220,895				\$ 19,831,342	\$ 19,831,342	\$ -
Print Services Optional Extension Year 3								\$ 6,992,640	\$ 13,985,281			\$ 20,977,921	\$ 20,977,921	\$ -
Print Services Optional Extension Year 4									\$7,395,383	\$14,790,766		\$ 22,186,149	\$ 22,186,149	\$ -
Print Services Optional Extension Year 5										\$ 7,839,057	\$ 15,678,114	\$ 23,517,171	\$ 23,517,171	\$ -
Print Services Five 1-Year Optional Extensions Price Subtotal						\$ 6,251,006	\$ 19,112,460	\$ 20,213,535	\$ 21,380,664	\$ 22,629,823	\$ 15,678,114	\$ 105,265,602	\$ 105,265,602	\$ -
Print Services Change				\$ -	\$ -	\$ 12,124,062						\$ 19,975,938	\$ 32,100,000	\$ (12,124,062)
Print Services County Purchase				\$ -	\$ -	\$ -						\$ 9,000,000	\$ 9,000,000	\$ -
CatSAWS Project Site Facility Management Fee				\$ 774,633	\$ 1,549,265	\$ 1,032,843						\$ 3,356,741	\$ 3,356,741	\$ -
Print Services Optional Printing/Mailing Price Subtotal Through November 2023		\$ -	\$ -	\$ -								\$ -	\$ -	\$ -
Print Services Maximum Price Including Five 1-Year Optional Extensions	\$ 159,129	\$ 8,784,342	\$ 13,918,911	\$ 28,482,891	\$ 28,075,198	\$ 46,122,305	\$ 19,112,460	\$ 20,213,535	\$ 21,380,664	\$ 22,629,823	\$ 15,678,114	\$ 241,409,248	\$ 241,409,247	\$ 0

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Print Services Implementation Deliverables Price: February 2021 through November 2023

Assumptions	
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#	Line Items	Unit of Measure	Unit Price	Estimated Monthly Volume - 56 Counties	Estimated Monthly Volume - Contra Costa	Estimated Monthly Volume - Tulare	Estimated Monthly Volume - 58 Counties	Estimated Monthly Price	Estimated Annual Volume	Estimated Annual Price	Service Month SFY 2021/22 Total	Service Month SFY 2022/23 Total	Service Month SFY 2023/24 Total	Total Initial M&O Price
1	Impressions	Page	0.0411	25,480,123	563,327	653,211	26,696,661	\$ 1,097,233	320,359,932	\$ 13,166,793	\$ 7,211,369	\$ 12,149,952	\$ 13,462,502	\$ 32,823,823
2	Color Impressions	Page	0.0424	4,091	-	-	4,091	\$ 173	49,092	\$ 2,082	-	-	-	-
3	Inserts/Enclosures - Pre-folded	Page	0.0060	755,446	19,423	22,529	797,398	\$ 4,784	9,568,776	\$ 57,413	\$ 31,994	\$ 51,451	\$ 48,725	\$ 132,169
4	Inserts/Enclosures - Not folded	Page	0.0092	630,654	16,556	19,203	666,413	\$ 6,131	7,996,956	\$ 73,572	\$ 38,585	\$ 59,684	\$ 60,181	\$ 158,450
5	Other	Page	0.0290	16,012	-	-	16,012	\$ 464	192,144	\$ 5,572	\$ 2,164	\$ 4,132	\$ 2,604	\$ 8,900
6	Other - IVR PA6049	Page	0.0360	155,381	-	-	155,381	\$ 5,594	1,864,572	\$ 67,125	\$ 37,688	\$ 54,100	\$ 40,949	\$ 132,737
	Subtotal Impressions and Inserts			27,041,707	599,306	694,943	28,335,956	\$ 1,114,380	340,031,472	\$ 13,372,556	\$ 7,321,799	\$ 12,319,318	\$ 13,614,960	\$ 33,256,078
1	#9 Double Crease BRM Envelopes	Envelope	0.0201	230,068	4,082	4,722	238,872	\$ 4,801	2,866,464	\$ 57,616	-	\$ 38,902	\$ 93,591	\$ 132,492
2	#9 Inbound Envelopes	Envelope	0.0181	373,880	-	-	373,880	\$ 6,767	4,486,560	\$ 81,207	\$ 73,231	\$ 108,465	\$ 7,220	\$ 188,916
3	#10 Outbound Envelopes	Envelope	0.0205	2,557,128	63,849	73,895	2,694,872	\$ 55,245	32,338,464	\$ 662,939	\$ 352,451	\$ 566,089	\$ 633,794	\$ 1,552,334
4	6"x10" Double Score Flat Mail	Envelope	0.0381	49,485	-	-	49,485	\$ 1,885	593,820	\$ 22,625	\$ 48,707	\$ 7,205	\$ 49,639	\$ 105,551
5	Flat Manilla Envelopes	Envelope	0.1197	-	-	-	-	\$ -	-	\$ -	-	-	-	-
6	9"x12" Windowed Envelopes	Envelope	0.0920	512,470	11,006	12,768	536,244	\$ 49,334	6,434,928	\$ 592,013	\$ 212,036	\$ 603,427	\$ 560,936	\$ 1,376,399
7	Other	Envelope	0.0698	-	-	-	-	\$ -	-	\$ -	-	-	-	-
8	9"x12" Windowed Envelopes – Yellow	Envelope	0.1850	55,852	-	-	55,852	\$ 10,333	670,224	\$ 123,991	-	-	\$ 456,128	\$ 456,128
	Subtotal Envelopes			3,778,883	78,937	91,385	3,949,205	\$ 128,366	47,390,460	\$ 1,540,391	\$ 686,425	\$ 1,324,088	\$ 1,801,307	\$ 3,811,820
1	Flat Mail Envelopes Processed	Piece	0.0510	418,678	11,006	12,768	442,452	\$ 22,565	5,309,424	\$ 270,781	\$ 157,480	\$ 221,505	\$ 225,492	\$ 604,477
2	Other Mail Processed	Piece	0.0051	-	-	-	-	\$ -	-	\$ -	-	-	-	-
	Subtotal Mail Processed			418,678	11,006	12,768	442,452	\$ 22,565	5,309,424	\$ 270,781	\$ 157,480	\$ 221,505	\$ 225,492	\$ 604,477
1	Premise move to Base	Piece	0.0051	-	-	-	-	\$ -	-	\$ -	-	-	-	-
	Subtotal Premise move to Base			-	-	-	-	\$ -	-	\$ -	\$ -	\$ -	\$ -	\$ -
	Total Print Services Initial M&O Price			31,239,268	689,249	799,096	32,727,613	1,265,311	392,731,356	\$ 15,183,728	\$ 8,165,705	\$ 13,864,911	\$ 15,641,759	\$ 37,672,375

Assumptions

1	The Estimated Monthly Volume column is the average across the 27 months in this schedule.
2	Formula in the grey cells (columns I through K) = (Estimated Monthly Price column) times (Number of Months [hard-coded in the formula]). The only adjustment made to this schedule is the number of months.
3	In columns I through K, the number of months is based on the initial planned phased implementation dates. For example, Color Impressions per the RFP begin in Phase 3. Therefore, Color Impressions begin in month 21 of the contract and run through month 28 for SFY 2023; thus, there are only 8 months of operations for fiscal year 2023.
4	The Estimated Monthly Volume column is based on Section 2.6 of the RFP as the starting point. The starting point was adjusted for the 5% annual growth beginning month 13 of the contract and continued through SFY 2031 annually.
5	Volumes include: Los Angeles County, 39 C-IV Counties, and 16 CALWIN Counties; Volume exclude: Contra Costa and Tulare Counties.
6	Start Dates for M&O (Start of month following Implementation): Los Angeles County - 09/2021; C-IV Counties - 10/2021; CalWIN Counties - Wave 1: 11/2022; Wave 2: 03/2023; Wave 3: 05/2023; Wave 4: 07/2023; Wave 5: 09/2023; Wave 6: 11/2023.

Schedule 4
Print Services M&O Price: December 2023 - February 2026

#	Line Items	Unit of Measure	Unit Price	Estimated Monthly Volume - 56 Counties	Estimated Monthly Volume - Contra Costa	Estimated Monthly Volume - Tulare	Estimated Monthly Volume - 58 Counties	Estimated Monthly Price	Estimated Annual Volume	Estimated Annual Price	Service Month SFY 2023/24 Total	Service Month SFY 2024/25 Total	Service Month SFY 2025/26 Total	Total M&O Price
1	Impressions	Page	0.0395	54,120,904	624,673	724,537	55,470,114	\$ 2,191,070	665,641,368	\$ 26,292,834	\$ 10,335,527	\$ 21,694,083	\$ 21,570,038	\$ 53,599,648
2	Color Impressions	Page	0.0420	64,215	-	-	64,215	\$ 2,697	770,580	\$ 32,364	\$ -	\$ -	\$ -	\$ -
3	Inserts/Enclosures - Pre-folded	Page	0.0057	1,486,459	21,581	25,031	1,533,071	\$ 8,739	18,396,852	\$ 104,862	\$ 38,301	\$ 73,817	\$ 77,891	\$ 190,008
4	Inserts/Enclosures - Not folded	Page	0.0090	1,019,210	18,395	21,336	1,058,941	\$ 9,530	12,707,292	\$ 114,366	\$ 38,377	\$ 70,890	\$ 76,763	\$ 186,030
5	Other	Page	0.0287	30,502	-	-	30,502	\$ 875	366,024	\$ 10,505	\$ 1,020	\$ 1,898	\$ 1,940	\$ 4,858
6	Other - IVR PA6049	Page	0.0360	258,392	-	-	258,392	\$ 9,302	3,100,704	\$ 111,625	\$ 30,730	\$ 56,173	\$ 57,743	\$ 144,647
	Subtotal Impressions and Inserts			56,979,682	664,649	770,904	58,415,235	\$ 2,222,213	700,982,820	\$ 26,666,556	\$ 10,443,954	\$ 21,896,862	\$ 21,784,375	\$ 54,125,191
1	#9 Double Crease BRM Envelopes	Envelope	0.0199	971,650	4,523	5,246	981,419	\$ 19,530	11,777,028	\$ 234,363	\$ 63,041	\$ 216,910	\$ 180,759	\$ 460,710
2	#9 Inbound Envelopes	Envelope	0.0173	92,070	-	-	92,070	\$ 1,593	1,104,840	\$ 19,114	\$ 4,395	\$ 15,291	\$ 12,743	\$ 32,429
3	#10 Outbound Envelopes	Envelope	0.0196	4,342,709	70,665	81,962	4,495,336	\$ 88,109	53,944,032	\$ 1,057,303	\$ 442,181	\$ 1,568,887	\$ 1,307,406	\$ 3,318,473
4	6"x10" Double Score Flat Mail	Envelope	0.0378	178,237	-	-	178,237	\$ 6,737	2,138,844	\$ 80,848	\$ 90,364	\$ 288,724	\$ 240,603	\$ 619,690
5	Flat Manilla Envelopes	Envelope	0.1186	-	-	-	-	\$ -	-	\$ -	\$ -	\$ -	\$ -	\$ -
6	9"x12" Windowed Envelopes	Envelope	0.0880	681,258	12,228	14,186	707,672	\$ 62,275	8,492,064	\$ 747,302	\$ 475,087	\$ 1,586,469	\$ 1,322,057	\$ 3,383,613
7	Other	Envelope	0.0692	-	-	-	-	\$ -	-	\$ -	\$ -	\$ -	\$ -	\$ -
8	9"x12" Windowed Envelopes - Yellow	Envelope	0.1850	226,780	-	-	226,780	\$ 41,954	2,721,360	\$ 503,452	\$ 232,360	\$ 645,251	\$ 537,709	\$ 1,415,321
	Subtotal Envelopes			6,492,704	87,416	101,394	6,681,514	\$ 220,198	80,178,168	\$ 2,642,381	\$ 1,307,427	\$ 4,321,532	\$ 3,601,277	\$ 9,230,237
1	Flat Mail Envelopes Processed	Piece	0.0504	681,727	12,228	14,186	708,141	\$ 35,690	8,497,692	\$ 428,284	\$ 167,699	\$ 307,538	\$ 340,458	\$ 815,695
2	Other Mail Processed	Piece	0.0050	-	-	-	-	\$ -	-	\$ -	\$ -	\$ -	\$ -	\$ -
	Subtotal Mail Processed			681,727	12,228	14,186	708,141	\$ 35,690	8,497,692	\$ 428,284	\$ 167,699	\$ 307,538	\$ 340,458	\$ 815,695
1	Return Mail - Address Processing	Address	0.0090	-	-	-	6,476,711	\$ 58,290	77,720,532	\$ 699,485	\$ -	\$ -	\$ 466,323	\$ 466,323
2	Return Mail - Tasks	Month	250.0000	-	-	-	58	\$ 14,500	696	\$ 174,000	\$ -	\$ -	\$ 116,000	\$ 116,000
3	Return Mail - Physical Return Mail	Piece	0.1550	-	-	-	323,836	\$ 50,195	3,886,032	\$ 602,335	\$ -	\$ -	\$ 401,557	\$ 401,557
4	Return Mail - Images	Piece	0.3400	-	-	-	1,619	\$ 550	19,428	\$ 6,606	\$ -	\$ -	\$ 4,404	\$ 4,404
	Subtotal Return Mail			681,727	12,228	14,186	7,510,365	\$ 159,226	90,124,380	\$ 1,910,709	\$ -	\$ -	\$ 988,284	\$ 988,284
1	Alternate Formats - Large Print - Impressions	Page	0.4400	-	-	-	-							
2	Alternate Formats - Large Print - Per Mail Piece	Piece	2.4700	-	-	-	-							
3	Alternate Formats - Braille - Impressions	Page	15.6300	-	-	-	-							
4	Alternate Formats - Braille - Per Mail Piece	Piece	2.4700	-	-	-	-							
5	Alternate Formats - Audio CD - Impressions (Dynamic)	Page	279.3800	-	-	-	-							
6	Alternate Formats - Audio CD - Impressions (Static)	Page	33.7900	-	-	-	-							
7	Alternate Formats - Audio CD - PW Protect	Piece	17.6500	-	-	-	-							
8	Alternate Formats - Audio CD - Per Mail Piece	Piece	6.8900	-	-	-	-							
9	Alternate Formats - Data CD - Impressions (Dynamic)	Page	25.4800	-	-	-	-							
10	Alternate Formats - Data CD - Impressions (Static)	Page	0.0400	-	-	-	-							
11	Alternate Formats - Data CD - PW Protect	Piece	17.6500	-	-	-	-							
12	Alternate Formats - Data CD - Per Mail Piece	Piece	6.8900	-	-	-	-							
	Subtotal Alternate Formats													
1	Premise move to base	Piece	0.3400	-	-	-	1,619	\$ 550	19,428	\$ 6,606	\$ -	\$ -	\$ -	\$ -
	Subtotal Premise move to base			681,727	12,228	14,186	14,314,208	\$ 283,312	171,770,496	\$ 3,399,740	\$ -	\$ -	\$ -	\$ -
	Total Print Services M&O Price							\$ 2,637,328	\$ 879,783,060	\$ 31,647,930	\$ 11,919,081	\$ 26,525,933	\$ 26,714,393	\$ 65,159,406

Assumptions

1	The Estimated Monthly Volume column is the average across the 27 months in this schedule.
2	The Estimated Monthly Volume column is based on Section 2.6 of the RFP as the starting point. The starting point was adjusted for the 5% annual growth beginning month 13 of the contract and continued through SFY 2031 annually.
3	Volumes include: Los Angeles County, 39 C-IV Counties, and 16 CALWIN Counties; Volumes exclude: Contra Costa and Tulare Counties.

Schedule 5
Print Services Optional Extension Year 1 Price: March 2026 - February 2027

#	Line Items	Unit of Measure	Unit Price	Estimated Monthly Volume - 56 Counties	Estimated Monthly Volume - Contra Costa	Estimated Monthly Volume - Tulare	Estimated Monthly Volume - 58 Counties	Estimated Monthly Price	Estimated Annual Volume	Estimated Annual Price	SFY 2025/26 Total	SFY 2026/27 Total	Total M&O Optional Year 1
1	Impressions	Page	0.0407	31,516,266	534,588	630,743	32,681,597	\$ 1,330,141	392,179,164	\$ 15,961,692	\$ 5,320,564	\$ 10,641,128	\$ 15,961,692
2	Color Impressions	Page	0.0468	69,618	-	-	69,618	\$ 3,258	835,416	\$ 39,097	\$ 13,032	\$ 26,065	\$ 39,097
3	Inserts/Enclosures - Pre-folded	Page	0.0071	1,892,186	-	-	1,892,186	\$ 13,435	22,706,232	\$ 161,214	\$ 53,738	\$ 107,476	\$ 161,214
4	Inserts/Enclosures - Not folded	Page	0.0114	2,274,808	294,213	271,210	2,840,231	\$ 32,379	34,082,772	\$ 388,544	\$ 129,515	\$ 259,029	\$ 388,544
5	Other	Page	0.0331	169,702	117,677	-	287,379	\$ 9,512	3,448,548	\$ 114,147	\$ 38,049	\$ 76,098	\$ 114,147
6	Other - IVR PA6049	Page	0.0360	-	-	-	-	\$ -	-	\$ -	\$ -	\$ -	\$ -
	Subtotal Impressions and Inserts			35,922,580	946,478	901,953	37,771,011	\$ 1,388,725	453,252,132	\$ 16,664,694	\$ 5,554,898	\$ 11,109,796	\$ 16,664,694
1	#9 Double Crease BRM Envelopes	Envelope	0.0201	131,083	2,593	31,416	165,092	\$ 3,318	1,981,104	\$ 39,820	\$ 13,273	\$ 26,547	\$ 39,820
2	#9 Inbound Envelopes	Envelope	0.0175	606,802	-	-	606,802	\$ 10,619	7,281,624	\$ 127,428	\$ 42,476	\$ 84,952	\$ 127,428
3	#10 Outbound Envelopes	Envelope	0.0198	3,741,165	105,342	71,066	3,917,573	\$ 77,568	47,010,876	\$ 930,815	\$ 310,272	\$ 620,544	\$ 930,815
4	6"x10" Double Score Flat Mail	Envelope	0.0380	48,742	-	-	48,742	\$ 1,852	584,904	\$ 22,226	\$ 7,409	\$ 14,818	\$ 22,226
5	Flat Manilla Envelopes	Envelope	0.1195	21,366	5,799	-	27,165	\$ 3,246	325,980	\$ 38,955	\$ 12,985	\$ 25,970	\$ 38,955
6	9"x12" Windowed Envelopes	Envelope	0.0887	236,855	5,799	5,822	248,476	\$ 22,040	2,981,712	\$ 264,478	\$ 88,159	\$ 176,319	\$ 264,478
7	Other	Envelope	0.0697	695,579	-	-	695,579	\$ 48,482	8,346,948	\$ 581,782	\$ 193,927	\$ 387,855	\$ 581,782
8	9"x12" Windowed Envelopes - Yellow	Envelope	0.1850	-	-	-	-	\$ -	-	\$ -	\$ -	\$ -	\$ -
	Subtotal Envelopes			5,481,592	119,533	108,304	5,709,429	\$ 167,125	68,513,148	\$ 2,005,505	\$ 668,502	\$ 1,337,003	\$ 2,005,505
1	Flat Mail Envelopes Processed	Piece	0.0697	21,366	5,799	-	27,165	\$ 1,893	325,980	\$ 22,721	\$ 7,574	\$ 15,147	\$ 22,721
2	Other Mail Processed	Piece	0.0072	695,579	-	-	695,579	\$ 5,008	8,346,948	\$ 60,098	\$ 20,033	\$ 40,065	\$ 60,098
	Subtotal Mail Processed			716,945	5,799	-	722,744	\$ 6,902	8,672,928	\$ 82,819	\$ 27,606	\$ 55,213	\$ 82,819
	Total Print Services Optional Extension Year 1			42,121,117	1,071,810	1,010,257	44,203,184	\$ 1,562,752	530,438,208	\$ 18,753,018	\$ 6,251,006	\$ 12,502,012	\$ 18,753,018

Assumptions	
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Schedule 6

Print Services Optional Extension Year 2 Price: March 2027 - February 2028

#	Line Items	Unit of Measure	Unit Price	Estimated Monthly Volume - 56 Counties	Estimated Monthly Volume - Contra Costa	Estimated Monthly Volume - Tulare	Estimated Monthly Volume - 58 Counties	Estimated Monthly Price	Estimated Annual Volume	Estimated Annual Price	SFY 2026/27 Total	SFY 2027/28 Total	Total M&O Optional Year 2
1	Impressions	Page	0.0410	33,092,079	561,318	662,281	34,315,678	\$ 1,406,943	411,788,136	\$ 16,883,314	\$ 5,627,771	\$ 11,255,542	\$ 16,883,314
2	Color Impressions	Page	0.0472	73,099	-	-	73,099	\$ 3,450	877,188	\$ 41,403	\$ 13,801	\$ 27,602	\$ 41,403
3	Inserts/Enclosures - Pre-folded	Page	0.0072	1,986,795	-	-	1,986,795	\$ 14,305	23,841,540	\$ 171,659	\$ 57,220	\$ 114,439	\$ 171,659
4	Inserts/Enclosures - Not folded	Page	0.0114	2,388,549	308,924	284,770	2,982,243	\$ 33,998	35,786,916	\$ 407,971	\$ 135,990	\$ 271,981	\$ 407,971
5	Other	Page	0.0333	178,187	123,561	-	301,748	\$ 10,048	3,620,976	\$ 120,579	\$ 40,193	\$ 80,386	\$ 120,579
6	Other - IVR PA6049	Page	0.0360	-	-	-	-	\$ -	-	\$ -	\$ -	\$ -	\$ -
	Subtotal Impressions and Inserts			37,718,709	993,803	947,051	39,659,563	\$ 1,468,744	475,914,756	\$ 17,624,925	\$ 5,874,975	\$ 11,749,950	\$ 17,624,925
1	#9 Double Crease BRM Envelopes	Envelope	0.0202	137,638	2,723	32,987	173,348	\$ 3,502	2,080,176	\$ 42,020	\$ 14,007	\$ 28,013	\$ 42,020
2	#9 Inbound Envelopes	Envelope	0.0176	637,142	-	-	637,142	\$ 11,214	7,645,704	\$ 134,564	\$ 44,855	\$ 89,710	\$ 134,564
3	#10 Outbound Envelopes	Envelope	0.0199	3,928,223	110,609	74,619	4,113,451	\$ 81,858	49,361,412	\$ 982,292	\$ 327,431	\$ 654,861	\$ 982,292
4	6"x10" Double Score Flat Mail	Envelope	0.0383	51,179	-	-	51,179	\$ 1,960	614,148	\$ 23,522	\$ 7,841	\$ 15,681	\$ 23,522
5	Flat Manilla Envelopes	Envelope	0.1203	22,435	6,089	-	28,524	\$ 3,431	342,288	\$ 41,177	\$ 13,726	\$ 27,452	\$ 41,177
6	9"x12" Windowed Envelopes	Envelope	0.0893	248,698	6,089	6,113	260,900	\$ 23,298	3,130,800	\$ 279,580	\$ 93,193	\$ 186,387	\$ 279,580
7	Other	Envelope	0.0702	730,358	-	-	730,358	\$ 51,271	8,764,296	\$ 615,254	\$ 205,085	\$ 410,169	\$ 615,254
8	9"x12" Windowed Envelopes - Yellow	Envelope	0.1850	-	-	-	-	\$ -	-	\$ -	\$ -	\$ -	\$ -
	Subtotal Envelopes			5,755,673	125,510	113,719	5,994,902	\$ 176,534	71,938,824	\$ 2,118,409	\$ 706,136	\$ 1,412,273	\$ 2,118,409
1	Flat Mail Envelopes Processed	Piece	0.0702	22,435	6,089	-	28,524	\$ 2,002	342,288	\$ 24,029	\$ 8,010	\$ 16,019	\$ 24,029
2	Other Mail Processed	Piece	0.0073	730,358	-	-	730,358	\$ 5,332	8,764,296	\$ 63,979	\$ 21,326	\$ 42,653	\$ 63,979
	Subtotal Mail Processed			752,793	6,089	-	758,882	\$ 7,334	9,106,584	\$ 88,008	\$ 29,336	\$ 58,672	\$ 88,008
	Total Print Services Optional Extension Year 2			44,227,175	1,125,402	1,060,770	46,413,347	\$ 1,652,612	556,960,164	\$ 19,831,342	\$ 6,610,447	\$ 13,220,895	\$ 19,831,342

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Schedule 7

Print Services Optional Extension Year 3 Price: March 2028 - February 2029

#	Line Items	Unit of Measure	Unit Price	Estimated Monthly Volume - 56 Counties	Estimated Monthly Volume - Contra Costa	Estimated Monthly Volume - Tulare	Estimated Monthly Volume - 58 Counties	Estimated Monthly Price	Estimated Annual Volume	Estimated Annual Price	SFY 2027/28 Total	SFY 2028/29 Total	Total M&O Optional Year 3
1	Impressions	Page	0.0413	34,746,683	589,383	695,395	36,031,461	\$ 1,488,099	432,377,532	\$ 17,857,192	\$ 5,952,397	\$ 11,904,795	\$ 17,857,192
2	Color Impressions	Page	0.0475	76,754	-	-	76,754	\$ 3,646	921,048	\$ 43,750	\$ 14,583	\$ 29,167	\$ 43,750
3	Inserts/Enclosures - Pre-folded	Page	0.0072	2,086,135	-	-	2,086,135	\$ 15,020	25,033,620	\$ 180,242	\$ 60,081	\$ 120,161	\$ 180,242
4	Inserts/Enclosures - Not folded	Page	0.0115	2,507,976	324,370	299,009	3,131,355	\$ 36,011	37,574,260	\$ 432,127	\$ 144,042	\$ 288,085	\$ 432,127
5	Other	Page	0.0336	187,096	129,739	-	316,835	\$ 10,646	3,802,020	\$ 127,748	\$ 42,583	\$ 85,165	\$ 127,748
6	Other - IVR PA6049	Page	0.0360	-	-	-	-	\$ -	-	\$ -	\$ -	\$ -	\$ -
	Subtotal Impressions and Inserts			39,604,644	1,043,492	994,404	41,642,540	\$ 1,553,422	499,710,480	\$ 18,641,059	\$ 6,213,686	\$ 12,427,373	\$ 18,641,059
1	#9 Double Crease BRM Envelopes	Envelope	0.0204	144,519	2,859	34,636	182,014	\$ 3,713	2,184,168	\$ 44,557	\$ 14,852	\$ 29,705	\$ 44,557
2	#9 Inbound Envelopes	Envelope	0.0177	668,999	-	-	668,999	\$ 11,841	8,027,988	\$ 142,095	\$ 47,365	\$ 94,730	\$ 142,095
3	#10 Outbound Envelopes	Envelope	0.0201	4,124,634	116,140	78,350	4,319,124	\$ 86,814	51,829,488	\$ 1,041,773	\$ 347,258	\$ 694,515	\$ 1,041,773
4	6"x10" Double Score Flat Mail	Envelope	0.0386	53,738	-	-	53,738	\$ 2,074	644,856	\$ 24,891	\$ 8,297	\$ 16,594	\$ 24,891
5	Flat Manilla Envelopes	Envelope	0.1212	23,557	6,393	-	29,950	\$ 3,630	359,400	\$ 43,559	\$ 14,520	\$ 29,040	\$ 43,559
6	9"x12" Windowed Envelopes	Envelope	0.0900	261,133	6,393	6,419	273,945	\$ 24,655	3,287,340	\$ 295,861	\$ 98,620	\$ 197,240	\$ 295,861
7	Other	Envelope	0.0707	766,876	-	-	766,876	\$ 54,218	9,202,512	\$ 650,618	\$ 216,873	\$ 433,745	\$ 650,618
8	9"x12" Windowed Envelopes - Yellow	Envelope	0.1850	-	-	-	-	\$ -	-	\$ -	\$ -	\$ -	\$ -
	Subtotal Envelopes			6,043,456	131,785	119,405	6,294,646	\$ 186,946	75,535,752	\$ 2,243,354	\$ 747,785	\$ 1,495,569	\$ 2,243,354
1	Flat Mail Envelopes Processed	Piece	0.0707	23,557	6,393	-	29,950	\$ 2,117	359,400	\$ 25,410	\$ 8,470	\$ 16,940	\$ 25,410
2	Other Mail Processed	Piece	0.0074	766,876	-	-	766,876	\$ 5,675	9,202,512	\$ 68,099	\$ 22,700	\$ 45,399	\$ 68,099
	Subtotal Mail Processed			790,433	6,393	-	796,826	\$ 7,792	9,561,912	\$ 93,508	\$ 31,169	\$ 62,339	\$ 93,508
	Total Print Services Optional Extension Year 3			46,438,533	1,181,670	1,113,809	48,734,012	\$ 1,748,160	584,808,144	\$ 20,977,921	\$ 6,992,640	\$ 13,985,281	\$ 20,977,921

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Schedule 8

Print Services Optional Extension Year 4 Price: March 2029 - February 2030

#	Line Items	Unit of Measure	Unit Price	Estimated Monthly Volume - 56 Counties	Estimated Monthly Volume - Contra Costa	Estimated Monthly Volume - Tulare	Estimated Monthly Volume - 58 Counties	Estimated Monthly Price	Estimated Annual Volume	Estimated Annual Price	SFY 2028/29 Total	SFY 2029/30 Total	Total M&O Optional Year 4
1	Impressions	Page	0.0416	36,484,017	618,853	730,164	37,833,034	\$ 1,573,854	453,996,408	\$ 18,886,251	\$ 6,295,417	\$ 12,590,834	\$ 18,886,251
2	Color Impressions	Page	0.0479	80,591	-	-	80,591	\$ 3,860	967,092	\$ 46,324	\$ 15,441	\$ 30,882	\$ 46,324
3	Inserts/Enclosures - Pre-folded	Page	0.0073	2,190,442	-	-	2,190,442	\$ 15,990	26,285,304	\$ 191,883	\$ 63,961	\$ 127,922	\$ 191,883
4	Inserts/Enclosures - Not folded	Page	0.0116	2,633,375	340,589	313,959	3,287,923	\$ 38,140	39,455,076	\$ 457,679	\$ 152,560	\$ 305,119	\$ 457,679
5	Other	Page	0.0338	196,451	136,226	-	332,677	\$ 11,244	3,992,124	\$ 134,934	\$ 44,978	\$ 89,956	\$ 134,934
6	Other - IVR PA6049	Page	0.0360	-	-	-	-	\$ -	-	\$ -	\$ -	\$ -	\$ -
	Subtotal Impressions and Inserts			41,584,876	1,095,668	1,044,123	43,724,667	\$ 1,643,089	524,696,004	\$ 19,717,070	\$ 6,572,357	\$ 13,144,713	\$ 19,717,070
1	#9 Double Crease BRM Envelopes	Envelope	0.0205	151,745	3,002	36,368	191,115	\$ 3,918	2,293,380	\$ 47,014	\$ 15,671	\$ 31,343	\$ 47,014
2	#9 Inbound Envelopes	Envelope	0.0179	702,449	-	-	702,449	\$ 12,574	8,429,388	\$ 150,886	\$ 50,295	\$ 100,591	\$ 150,886
3	#10 Outbound Envelopes	Envelope	0.0202	4,330,866	121,947	82,268	4,535,081	\$ 91,609	54,420,972	\$ 1,099,304	\$ 366,435	\$ 732,869	\$ 1,099,304
4	6"x10" Double Score Flat Mail	Envelope	0.0389	56,425	-	-	56,425	\$ 2,195	677,100	\$ 26,339	\$ 8,780	\$ 17,559	\$ 26,339
5	Flat Manilla Envelopes	Envelope	0.1222	24,734	6,713	-	31,447	\$ 3,843	377,364	\$ 46,114	\$ 15,371	\$ 30,743	\$ 46,114
6	9"x12" Windowed Envelopes	Envelope	0.0907	274,190	6,713	6,740	287,643	\$ 26,089	3,451,716	\$ 313,071	\$ 104,357	\$ 208,714	\$ 313,071
7	Other	Envelope	0.0712	805,220	-	-	805,220	\$ 57,332	9,662,640	\$ 687,980	\$ 229,327	\$ 458,653	\$ 687,980
8	9"x12" Windowed Envelopes - Yellow	Envelope	0.1850	-	-	-	-	\$ -	-	\$ -	\$ -	\$ -	\$ -
	Subtotal Envelopes			6,345,629	138,375	125,376	6,609,380	\$ 197,559	79,312,560	\$ 2,370,708	\$ 790,236	\$ 1,580,472	\$ 2,370,708
1	Flat Mail Envelopes Processed	Piece	0.0712	24,734	6,713	-	31,447	\$ 2,239	377,364	\$ 26,868	\$ 8,956	\$ 17,912	\$ 26,868
2	Other Mail Processed	Piece	0.0074	805,220	-	-	805,220	\$ 5,959	9,662,640	\$ 71,504	\$ 23,835	\$ 47,669	\$ 71,504
	Subtotal Mail Processed			829,954	6,713	-	836,667	\$ 8,198	10,040,004	\$ 98,372	\$ 32,791	\$ 65,581	\$ 98,372
	Total Print Services Optional Extension Year 4			48,760,459	1,240,756	1,169,499	51,170,714	\$ 1,848,846	614,048,568	\$ 22,186,149	\$ 7,395,383	\$ 14,790,766	\$ 22,186,149

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Schedule 9
Print Services Optional Extension Year 5 Price: March 2030 - February 2031

#	Line Items	Unit of Measure	Unit Price	Estimated Monthly Volume - 56 Counties	Estimated Monthly Volume - Contra Costa	Estimated Monthly Volume - Tulare	Estimated Monthly Volume - 58 Counties	Estimated Monthly Price	Estimated Annual Volume	Estimated Annual Price	SFY 2029/30 Total	SFY 2030/31 Total	Total M&O Optional Year 5
1	Impressions	Page	0.0420	38,308,218	649,795	766,673	39,724,686	\$ 1,668,437	476,696,232	\$ 20,021,242	\$ 6,673,747	\$ 13,347,495	\$ 20,021,242
2	Color Impressions	Page	0.0483	84,621	-	-	84,621	\$ 4,087	1,015,452	\$ 49,046	\$ 16,349	\$ 32,698	\$ 49,046
3	Inserts/Enclosures - Pre-folded	Page	0.0073	2,299,964	-	-	2,299,964	\$ 16,790	27,599,568	\$ 201,477	\$ 67,159	\$ 134,318	\$ 201,477
4	Inserts/Enclosures - Not folded	Page	0.0117	2,765,044	357,618	329,657	3,452,319	\$ 40,392	41,427,828	\$ 484,706	\$ 161,569	\$ 323,137	\$ 484,706
5	Other	Page	0.0342	206,274	143,038	-	349,312	\$ 11,946	4,191,744	\$ 143,358	\$ 47,786	\$ 95,572	\$ 143,358
6	Other - IVR PA6049	Page	0.0360	-	-	-	-	\$ -	-	\$ -	\$ -	\$ -	\$ -
	Subtotal Impressions and Inserts			43,664,121	1,150,451	1,096,330	45,910,902	\$ 1,741,652	550,930,824	\$ 20,899,828	\$ 6,966,609	\$ 13,933,219	\$ 20,899,828
1	#9 Double Crease BRM Envelopes	Envelope	0.0207	159,333	3,152	38,186	200,671	\$ 4,154	2,408,052	\$ 49,847	\$ 16,616	\$ 33,231	\$ 49,847
2	#9 Inbound Envelopes	Envelope	0.0180	737,571	-	-	737,571	\$ 13,276	8,850,852	\$ 159,315	\$ 53,105	\$ 106,210	\$ 159,315
3	#10 Outbound Envelopes	Envelope	0.0204	4,547,409	128,044	86,381	4,761,834	\$ 97,141	57,142,008	\$ 1,165,697	\$ 388,566	\$ 777,131	\$ 1,165,697
4	6"x10" Double Score Flat Mail	Envelope	0.0393	59,246	-	-	59,246	\$ 2,328	710,952	\$ 27,940	\$ 9,313	\$ 18,627	\$ 27,940
5	Flat Manilla Envelopes	Envelope	0.1233	25,971	7,049	-	33,020	\$ 4,071	396,240	\$ 48,856	\$ 16,285	\$ 32,571	\$ 48,856
6	9"x12" Windowed Envelopes	Envelope	0.0915	287,899	7,049	7,077	302,025	\$ 27,635	3,624,300	\$ 331,623	\$ 110,541	\$ 221,082	\$ 331,623
7	Other	Envelope	0.0719	845,481	-	-	845,481	\$ 60,790	10,145,772	\$ 729,481	\$ 243,160	\$ 486,321	\$ 729,481
8	9"x12" Windowed Envelopes - Yellow	Envelope	0.1850	-	-	-	-	\$ -	-	\$ -	\$ -	\$ -	\$ -
	Subtotal Envelopes			6,662,910	145,294	131,644	6,939,848	\$ 209,397	83,278,176	\$ 2,512,760	\$ 837,587	\$ 1,675,173	\$ 2,512,760
1	Flat Mail Envelopes Processed	Piece	0.0719	25,971	7,049	-	33,020	\$ 2,374	396,240	\$ 28,490	\$ 9,497	\$ 18,993	\$ 28,490
2	Other Mail Processed	Piece	0.0075	845,481	-	-	845,481	\$ 6,341	10,145,772	\$ 76,093	\$ 25,364	\$ 50,729	\$ 76,093
	Subtotal Mail Processed			871,452	7,049	-	878,501	\$ 8,715	10,542,012	\$ 104,583	\$ 34,861	\$ 69,722	\$ 104,583
	Total Print Services Optional Extension Year 5			51,198,483	1,302,794	1,227,974	53,729,251	\$ 1,959,764	644,751,012	\$ 23,517,171	\$ 7,839,057	\$ 15,678,114	\$ 23,517,171

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Schedule 10
Print Services Change Order Hourly Rate Card

Staff Role	SFY 2020/21 Hourly Rate	SFY 2021/22 Hourly Rate	SFY 2022/23 Hourly Rate	SFY 2023/24 Hourly Rate	SFY 2024/25 Hourly Rate	SFY 2025/26 Hourly Rate	SFY 2026/27 Hourly Rate	SFY 2027/28 Hourly Rate	SFY 2028/29 Hourly Rate	SFY 2029/30 Hourly Rate	SFY 2030/31 Hourly Rate
Project Manager	\$ 155.23	\$ 157.41	\$ 159.61	\$ 161.84	\$ 164.11	\$ 166.41	\$ 168.74	\$ 171.10	\$ 173.50	\$ 175.92	\$ 178.39
Operations Manager	\$ 100.65	\$ 102.06	\$ 103.49	\$ 104.94	\$ 106.41	\$ 107.90	\$ 109.41	\$ 110.94	\$ 112.49	\$ 114.07	\$ 115.67
Liaison 1	\$ 90.90	\$ 92.17	\$ 93.46	\$ 94.77	\$ 96.10	\$ 97.44	\$ 98.81	\$ 100.19	\$ 101.59	\$ 103.02	\$ 104.46
Security Specialist	\$ 110.02	\$ 111.56	\$ 113.13	\$ 114.71	\$ 116.31	\$ 117.94	\$ 119.59	\$ 121.27	\$ 122.97	\$ 124.69	\$ 126.43
Tech Writer 1	\$ 78.75	\$ 79.85	\$ 80.97	\$ 82.10	\$ 83.25	\$ 84.42	\$ 85.60	\$ 86.80	\$ 88.01	\$ 89.25	\$ 90.50
System Tester 1	\$ 78.90	\$ 80.01	\$ 81.13	\$ 82.26	\$ 83.41	\$ 84.58	\$ 85.77	\$ 86.97	\$ 88.18	\$ 89.42	\$ 90.67
QA Specialist	\$ 80.44	\$ 81.57	\$ 82.71	\$ 83.87	\$ 85.04	\$ 86.23	\$ 87.44	\$ 88.66	\$ 89.91	\$ 91.16	\$ 92.44
Network Operator	\$ 90.74	\$ 92.01	\$ 93.30	\$ 94.61	\$ 95.93	\$ 97.28	\$ 98.64	\$ 100.02	\$ 101.42	\$ 102.84	\$ 104.28
Enterprise Computing System Administrator	\$ 90.74	\$ 92.01	\$ 93.30	\$ 94.61	\$ 95.93	\$ 97.28	\$ 98.64	\$ 100.02	\$ 101.42	\$ 102.84	\$ 104.28
Print Center Operator	\$ 31.75	\$ 32.19	\$ 32.65	\$ 33.10	\$ 33.57	\$ 34.04	\$ 34.51	\$ 35.00	\$ 35.49	\$ 35.98	\$ 36.49
Programmer/Analyst	\$ 102.33	\$ 103.77	\$ 105.22	\$ 106.69	\$ 108.19	\$ 109.70	\$ 111.24	\$ 112.79	\$ 114.37	\$ 115.97	\$ 117.60
Fulfillment Platform Programmer	\$ 135.71	\$ 137.61	\$ 139.54	\$ 141.49	\$ 143.48	\$ 145.48	\$ 147.52	\$ 149.59	\$ 151.68	\$ 153.80	\$ 155.96

Schedule 11
CalSAWS Project Site Facility Management Fee

	Line Item	Monthly Charge	Annual Charge	Service Month SFY 2023/24 Total	Service Month SFY 2024/25 Total	Service Month SFY 2025/26 Total	Total Initial M&O Price
	CalSAWS Project Site Facility Management Fee	129,105.43	1,549,265	774,633	1,549,265	1,032,843	3,356,741

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