

**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 - Amendment 3
	Print Services Implementation Deliverables Price	\$ 159,129	\$ 618,638	\$ 54,000	\$ 147,419								\$ 979,185
	Print Services Initial M&O through November 2023		\$ 6,996,438	\$ 11,336,245	\$ 12,632,629								\$ 30,965,312
	Print Services M&O through February 2026				\$ 17,131,714	\$ 34,189,382	\$ 20,288,708						\$ 71,609,804
	<b>Print Services Initial 5-Year Term Price Subtotal</b>	<b>\$ 159,129</b>	<b>\$ 7,615,076</b>	<b>\$ 11,390,245</b>	<b>\$ 29,911,761</b>	<b>\$ 34,189,382</b>	<b>\$ 20,288,708</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 103,554,301</b>
	Print Services Extension Year 1					\$ 17,218,871	\$ 46,960,628						\$ 64,179,499
	Print Services Extension Year 2						\$ 20,145,638	\$ 40,291,276					\$ 60,436,914
	Print Services Extension Year 3							\$ 20,583,867	\$ 41,167,735				\$ 61,751,602
	<b>Print Services Five 1-Year Optional Extensions (Executed and Unexecuted) Price Subtotal</b>					<b>\$ 17,218,871</b>	<b>\$ 67,106,266</b>	<b>\$ 60,875,144</b>	<b>\$ 41,167,735</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 186,368,015</b>
	Print Services Optional Extension Year 4								\$21,028,890	\$ 42,057,780			\$ 63,086,669
	Print Services Optional Extension Year 5									\$ 21,573,348	\$ 43,146,695		\$ 64,720,043
	<b>Print Services Five 1-Year Optional Extensions (Executed and Unexecuted) Price Subtotal</b>					<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 21,028,890</b>	<b>\$ 63,631,127</b>	<b>\$ 43,146,695</b>	<b>\$ -</b>	<b>\$ 127,806,712</b>
	Print Services Change				\$ -	\$ -							\$ 19,975,938
	Print Services County Purchase				\$ -	\$ -	\$ -						\$ 9,000,000
	CalSAWS Project Site Facility Management Fee				\$ 633,455	\$ 1,499,388	\$ 1,539,607	\$ 1,520,292	\$ 1,520,292	\$ 1,520,292	\$ 1,520,292	\$ 1,013,528	\$ 10,767,146
	Print Services Optional Printing/Mailing Price Subtotal Through November 2023		\$ -	\$ -	\$ -								\$ -
	<b>Print Services Maximum Price Including Five 1-Year Optional Extensions</b>	<b>\$ 159,129</b>	<b>\$ 7,615,076</b>	<b>\$ 11,390,245</b>	<b>\$ 30,545,216</b>	<b>\$ 35,688,770</b>	<b>\$ 39,047,186</b>	<b>\$ 68,626,558</b>	<b>\$ 62,395,436</b>	<b>\$ 63,716,917</b>	<b>\$ 65,151,419</b>	<b>\$ 44,160,223</b>	<b>\$ 457,472,112</b>

	<b>Assumptions</b>
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Schedule 2

Print Services Implementation Deliverables Price: February 2021 through November 2023

#	Deliverable Name	Review Period (Business Days)	Deliverable Due Date (Month/Year)	Target Invoice Date (Month/Year)	Value	Holdback	SFY 2020/21 Total	SFY 2021/22 Total	SFY 2022/23 Total	SFY 2023/24 Total	Total Deliverables Price
1	Monthly Status Reports (including Work Plan Updates)	10	Mar/2021	Apr/2021	\$ 88,405	\$ 8,840	\$ 79,564	\$ -	\$ -	\$ -	\$ 88,405
1	Monthly Status Reports (including Work Plan Updates)	10	Apr/2021	May/2021	\$ 88,405	\$ 8,840	\$ 79,564	\$ -	\$ -	\$ -	\$ 88,405
1	Monthly Status Reports (including Work Plan Updates)	10	May/2021	Jun/2021	\$ 88,405	\$ 8,840	\$ -	\$ 79,564	\$ -	\$ -	\$ 88,405
1	Monthly Status Reports (including Work Plan Updates)	10	Jun/2021	Jul/2021	\$ 88,405	\$ 8,840	\$ -	\$ 79,564	\$ -	\$ -	\$ 88,405
1	Monthly Status Reports (including Work Plan Updates)	10	Jul/2021	Aug/2021	\$ 88,405	\$ 8,840	\$ -	\$ 79,564	\$ -	\$ -	\$ 88,405
1	Monthly Status Reports (including Work Plan Updates)	10	Aug/2021	Sep/2021	\$ 88,405	\$ 8,840	\$ -	\$ 79,564	\$ -	\$ -	\$ 88,405
1	Monthly Status Reports (including Work Plan Updates)	10	Sep/2021	Oct/2021	\$ 5,000	\$ 500	\$ -	\$ 4,500	\$ -	\$ -	\$ 5,000
1	Monthly Status Reports (including Work Plan Updates)	10	Oct/2021	Nov/2021	\$ 5,000	\$ 500	\$ -	\$ 4,500	\$ -	\$ -	\$ 5,000
1	Monthly Status Reports (including Work Plan Updates)	10	Nov/2021	Dec/2021	\$ 5,000	\$ 500	\$ -	\$ 4,500	\$ -	\$ -	\$ 5,000
1	Monthly Status Reports (including Work Plan Updates)	10	Dec/2021	Jan/2022	\$ 5,000	\$ 500	\$ -	\$ 4,500	\$ -	\$ -	\$ 5,000
1	Monthly Status Reports (including Work Plan Updates)	10	Jan/2022	Feb/2022	\$ 5,000	\$ 500	\$ -	\$ 4,500	\$ -	\$ -	\$ 5,000
1	Monthly Status Reports (including Work Plan Updates)	10	Feb/2022	Mar/2022	\$ 5,000	\$ 500	\$ -	\$ 4,500	\$ -	\$ -	\$ 5,000
1	Monthly Status Reports (including Work Plan Updates)	10	Mar/2022	Apr/2022	\$ 5,000	\$ 500	\$ -	\$ 4,500	\$ -	\$ -	\$ 5,000
1	Monthly Status Reports (including Work Plan Updates)	10	Apr/2022	May/2022	\$ 5,000	\$ 500	\$ -	\$ 4,500	\$ -	\$ -	\$ 5,000
1	Monthly Status Reports (including Work Plan Updates)	10	May/2022	Jun/2022	\$ 5,000	\$ 500	\$ -	\$ -	\$ 4,500	\$ -	\$ 5,000
1	Monthly Status Reports (including Work Plan Updates)	10	Jun/2022	Jul/2022	\$ 5,000	\$ 500	\$ -	\$ -	\$ 4,500	\$ -	\$ 5,000
1	Monthly Status Reports (including Work Plan Updates)	10	Jul/2022	Aug/2022	\$ 5,000	\$ 500	\$ -	\$ -	\$ 4,500	\$ -	\$ 5,000
1	Monthly Status Reports (including Work Plan Updates)	10	Aug/2022	Sep/2022	\$ 5,000	\$ 500	\$ -	\$ -	\$ 4,500	\$ -	\$ 5,000
1	Monthly Status Reports (including Work Plan Updates)	10	Sep/2022	Oct/2022	\$ 5,000	\$ 500	\$ -	\$ -	\$ 4,500	\$ -	\$ 5,000
1	Monthly Status Reports (including Work Plan Updates)	10	Oct/2022	Nov/2022	\$ 5,000	\$ 500	\$ -	\$ -	\$ 4,500	\$ -	\$ 5,000
1	Monthly Status Reports (including Work Plan Updates)	10	Nov/2022	Dec/2022	\$ 5,000	\$ 500	\$ -	\$ -	\$ 4,500	\$ -	\$ 5,000
1	Monthly Status Reports (including Work Plan Updates)	10	Dec/2022	Jan/2023	\$ 5,000	\$ 500	\$ -	\$ -	\$ 4,500	\$ -	\$ 5,000
1	Monthly Status Reports (including Work Plan Updates)	10	Jan/2023	Feb/2023	\$ 5,000	\$ 500	\$ -	\$ -	\$ 4,500	\$ -	\$ 5,000
1	Monthly Status Reports (including Work Plan Updates)	10	Feb/2023	Mar/2023	\$ 5,000	\$ 500	\$ -	\$ -	\$ 4,500	\$ -	\$ 5,000
1	Monthly Status Reports (including Work Plan Updates)	10	Mar/2023	Apr/2023	\$ 5,000	\$ 500	\$ -	\$ -	\$ 4,500	\$ -	\$ 5,000
1	Monthly Status Reports (including Work Plan Updates)	10	Apr/2023	May/2023	\$ 5,000	\$ 500	\$ -	\$ -	\$ 4,500	\$ -	\$ 5,000
1	Monthly Status Reports (including Work Plan Updates)	10	May/2023	Jun/2023	\$ 5,000	\$ 500	\$ -	\$ -	\$ -	\$ 4,500	\$ 5,000
1	Monthly Status Reports (including Work Plan Updates)	10	Jun/2023	Jul/2023	\$ 5,000	\$ 500	\$ -	\$ -	\$ -	\$ 4,500	\$ 5,000
1	Monthly Status Reports (including Work Plan Updates)	10	Jul/2023	Aug/2023	\$ 5,000	\$ 500	\$ -	\$ -	\$ -	\$ 4,500	\$ 5,000
1	Monthly Status Reports (including Work Plan Updates)	10	Aug/2023	Sep/2023	\$ 5,000	\$ 500	\$ -	\$ -	\$ -	\$ 4,500	\$ 5,000
1	Monthly Status Reports (including Work Plan Updates)	10	Sep/2023	Oct/2023	\$ 5,000	\$ 500	\$ -	\$ -	\$ -	\$ 4,500	\$ 5,000
1	Monthly Status Reports (including Work Plan Updates)	10	Oct/2023	Nov/2023	\$ 5,000	\$ 500	\$ -	\$ -	\$ -	\$ 4,500	\$ 5,000
1	Monthly Status Reports (including Work Plan Updates)	10	Nov/2023	Dec/2023	\$ 5,000	\$ 500	\$ -	\$ -	\$ -	\$ 4,500	\$ 5,000
2	Master Implementation Plan	10	Jun/2021	Jul/2021	\$ 146,878	\$ 14,688	\$ -	\$ 132,190	\$ -	\$ -	\$ 146,878
3	Maintenance and Operations Plan	10	Jun/2021	Aug/2021	\$ 146,878	\$ 14,688	\$ -	\$ 132,190	\$ -	\$ -	\$ 146,878
4	Final Acceptance Report	10	Nov/2023	Dec/2023	\$ 20,000	\$ -	\$ -	\$ -	\$ -	\$ 20,000	\$ 20,000
							\$ -	\$ -	\$ -	\$ 95,919	
	Total Print Services Implementation Deliverables Price				\$ 979,185	\$ 95,919	\$ 159,129	\$ 618,638	\$ 54,000	\$ 147,419	\$ 979,185

Assumptions	
1	The amounts above do not reflect hold back
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**Schedule 3**  
**Print Services Initial M&O Price: September 2021 - November 2023**

#	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	\$ 6,181,369	\$ 10,149,952	\$ 10,990,709	\$ 27,322,031
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	\$ 21,933	\$ 51,451	\$ 37,026	\$ 110,409
4	Inserts/Enclosures - Not folded	Page	0.0092	630,654	16,556	19,203	666,413	\$ 6,131	7,996,956	\$ 73,572	\$ 28,585	\$ 51,524	\$ 40,758	\$ 120,867
5	Other	Page	0.0290	16,012	-	-	16,012	\$ 464	192,144	\$ 5,572	\$ 2,164	\$ 4,132	\$ 2,121	\$ 8,417
6	Other - IVR PA6049	Page	0.0360	155,381	-	-	155,381	\$ 5,594	1,864,572	\$ 67,125	\$ 27,682	\$ 54,100	\$ 27,790	\$ 109,571
	<b>Subtotal Impressions and Inserts</b>			<b>27,041,707</b>	<b>599,306</b>	<b>694,943</b>	<b>28,335,956</b>	<b>\$ 1,114,380</b>	<b>340,031,472</b>	<b>\$ 13,372,556</b>	<b>\$ 6,261,733</b>	<b>\$ 10,311,158</b>	<b>\$ 11,098,403</b>	<b>\$ 27,671,295</b>
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	\$ 52,748	\$ 91,649
2	#9 Inbound Envelopes	Envelope	0.0181	373,880	-	-	373,880	\$ 6,767	4,486,560	\$ 81,207	\$ 73,231	\$ 108,465	\$ 4,042	\$ 185,738
3	#10 Outbound Envelopes	Envelope	0.0205	2,557,128	63,849	73,895	2,694,872	\$ 55,245	32,338,464	\$ 662,939	\$ 302,451	\$ 346,083	\$ 466,974	\$ 1,115,507
4	6"x10" Double Score Flat Mail	Envelope	0.0381	49,485	-	-	49,485	\$ 1,885	593,820	\$ 22,625	\$ 43,507	\$ 7,205	\$ 73,377	\$ 124,090
5	Flat Manila 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	\$ 303,427	\$ 471,041	\$ 986,504
7	Other	Envelope	0.0698	-	-	-	-	\$ -	-	\$ -	\$ -	\$ -	\$ -	\$ -
8	9"x12" Windowed Envelopes - Yellow	Envelope	0.1850	55,852	-	-	55,852	\$ 10,333	670,224	\$ 123,991	\$ -	\$ -	\$ 294,842	\$ 294,842
	<b>Subtotal Envelopes</b>			<b>3,778,883</b>	<b>78,937</b>	<b>91,385</b>	<b>3,949,205</b>	<b>\$ 128,366</b>	<b>47,390,460</b>	<b>\$ 1,540,391</b>	<b>\$ 631,225</b>	<b>\$ 804,082</b>	<b>\$ 1,363,024</b>	<b>\$ 2,798,331</b>
1	Flat Mail Envelopes Processed	Piece	0.0510	418,678	11,006	12,768	442,452	\$ 22,565	5,309,424	\$ 270,781	\$ 103,480	\$ 221,005	\$ 171,201	\$ 495,686
2	Other Mail Processed	Piece	0.0051	-	-	-	-	\$ -	-	\$ -	\$ -	\$ -	\$ -	\$ -
	<b>Subtotal Mail Processed</b>			<b>418,678</b>	<b>11,006</b>	<b>12,768</b>	<b>442,452</b>	<b>\$ 22,565</b>	<b>5,309,424</b>	<b>\$ 270,781</b>	<b>\$ 103,480</b>	<b>\$ 221,005</b>	<b>\$ 171,201</b>	<b>\$ 495,686</b>
	<b>Total Print Services Initial M&amp;O Price</b>			<b>31,239,268</b>	<b>689,249</b>	<b>799,096</b>	<b>32,727,613</b>	<b>1,265,311</b>	<b>392,731,356</b>	<b>\$ 15,183,728</b>	<b>\$ 6,996,438</b>	<b>\$ 11,336,245</b>	<b>\$ 12,632,629</b>	<b>\$ 30,965,312</b>

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	\$ 14,119,527	\$ 29,093,523	\$ 17,528,556	\$ 60,741,606
2	Color Impressions	Page	0.0420	-	-	-	-	\$ -	-	\$ -	\$ -	\$ -	\$ -	\$ -
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	\$ 52,281	\$ 95,026	\$ 69,908	\$ 217,214
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	\$ 51,027	\$ 90,192	\$ 76,244	\$ 217,463
5	Other	Page	0.0287	30,502	-	-	30,502	\$ 875	366,024	\$ 10,505	\$ 1,457	\$ 3,586	\$ 2,391	\$ 7,434
6	Other - IVR PA6049	Page	0.0360	258,392	-	-	258,392	\$ 9,302	3,100,704	\$ 111,625	\$ 42,454	\$ 73,043	\$ 74,417	\$ 189,914
	<b>Subtotal Impressions and Inserts</b>			<b>56,915,467</b>	<b>664,649</b>	<b>770,904</b>	<b>58,351,020</b>	<b>\$ 2,219,516</b>	<b>700,212,240</b>	<b>\$ 26,634,192</b>	<b>\$ 14,266,746</b>	<b>\$ 29,355,370</b>	<b>\$ 17,751,515</b>	<b>\$ 61,373,631</b>
1	#9 Double Crease BRM Envelopes	Envelope	0.0199	971,650	4,523	5,246	981,419	\$ 19,530	11,777,028	\$ 234,363	\$ 129,611	\$ 240,647	\$ 156,242	\$ 526,500
2	#9 Inbound Envelopes	Envelope	0.0173	92,070	-	-	92,070	\$ 1,593	1,104,840	\$ 19,114	\$ 8,914	\$ 17,571	\$ 12,742	\$ 39,228
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	\$ 894,973	\$ 1,643,455	\$ 704,869	\$ 3,243,297
4	6"x10" Double Score Flat Mail	Envelope	0.0378	178,237	-	-	178,237	\$ 6,737	2,138,844	\$ 80,848	\$ 182,276	\$ 280,665	\$ 53,899	\$ 516,840
5	Flat Manila 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	\$ 959,743	\$ 1,597,323	\$ (0)	\$ 2,557,065
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	\$ 467,183	\$ 673,739	\$ 335,634	\$ 1,476,556
	<b>Subtotal Envelopes</b>			<b>6,492,704</b>	<b>87,416</b>	<b>101,394</b>	<b>6,681,514</b>	<b>\$ 220,198</b>	<b>80,178,168</b>	<b>\$ 2,642,381</b>	<b>\$ 2,642,700</b>	<b>\$ 4,453,400</b>	<b>\$ 1,263,386</b>	<b>\$ 8,359,486</b>
1	Flat Mail Envelopes Processed	Piece	0.0504	681,727	12,228	14,186	708,141	\$ 35,690	8,497,692	\$ 428,284	\$ 222,269	\$ 380,612	\$ 285,522	\$ 888,403
2	Other Mail Processed	Piece	0.0050	-	-	-	-	\$ -	-	\$ -	\$ -	\$ -	\$ -	\$ -
	<b>Subtotal Mail Processed</b>			<b>681,727</b>	<b>12,228</b>	<b>14,186</b>	<b>708,141</b>	<b>\$ 35,690</b>	<b>8,497,692</b>	<b>\$ 428,284</b>	<b>\$ 222,269</b>	<b>\$ 380,612</b>	<b>\$ 285,522</b>	<b>\$ 888,403</b>
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
	<b>Subtotal Return Mail</b>			<b>681,727</b>	<b>12,228</b>	<b>14,186</b>	<b>7,510,365</b>	<b>\$ 159,226</b>	<b>90,124,380</b>	<b>\$ 1,910,709</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 988,284</b>	<b>\$ 988,284</b>
	<b>Total Print Services M&amp;O Price</b>							<b>\$ 2,634,630</b>	<b>\$ 879,012,480</b>	<b>\$ 31,615,566</b>	<b>\$ 17,131,714</b>	<b>\$ 34,189,382</b>	<b>\$ 20,288,708</b>	<b>\$ 71,609,804</b>

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 Executed Extension Year 1 Price: March 2026 - February 2027**

#	Line Items	Unit of Measure	Unit Price	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	79,530,375	\$ 3,236,886	954,364,500	\$ 38,842,635	\$ 12,947,545	\$ 25,895,090	\$ 38,842,635
2	Color Impressions	Page	0.0468	-	\$ -	-	\$ -	\$ -	\$ -	\$ -
3	Inserts/Enclosures - Pre-folded	Page	0.0071	2,219,645	\$ 15,759	26,635,739	\$ 189,114	\$ 63,038	\$ 126,076	\$ 189,114
4	Inserts/Enclosures - Not folded	Page	0.0114	1,533,178	\$ 17,478	18,398,134	\$ 209,739	\$ 69,913	\$ 139,826	\$ 209,739
5	Other	Page	0.0331	40,147	\$ 1,329	481,764	\$ 15,946	\$ 5,315	\$ 10,631	\$ 15,946
6	Other - IVR PA6049	Page	0.0360	340,101	\$ 12,244	4,081,212	\$ 146,924	\$ 48,975	\$ 97,949	\$ 146,924
	<b>Subtotal Impressions and Inserts</b>			<b>83,663,446</b>	<b>\$ 3,283,696</b>	<b>1,003,961,348</b>	<b>\$ 39,404,358</b>	<b>\$ 13,134,786</b>	<b>\$ 26,269,572</b>	<b>\$ 39,404,358</b>
1	#9 Double Crease BRM Envelopes	Envelope	0.0201	3,328,072	\$ 66,894	39,936,864	\$ 802,731	\$ 267,577	\$ 535,154	\$ 802,731
2	#9 Inbound Envelopes	Envelope	0.0175	121,185	\$ 2,121	1,454,220	\$ 25,449	\$ 8,483	\$ 16,966	\$ 25,449
3	#10 Outbound Envelopes	Envelope	0.0198	12,821,667	\$ 253,869	153,860,004	\$ 3,046,428	\$ 1,015,476	\$ 2,030,952	\$ 3,046,428
4	4"x10" Double Score Flat Mail	Envelope	0.0380	172,756	\$ 6,565	2,073,072	\$ 78,777	\$ 26,259	\$ 52,518	\$ 78,777
5	Flat Manilla Envelopes	Envelope	0.1195	-	\$ -	-	\$ -	\$ -	\$ -	\$ -
6	9"x12" Windowed Envelopes	Envelope	0.0887	2,963,481	\$ 262,861	35,561,772	\$ 3,154,329	\$ 1,051,443	\$ 2,102,886	\$ 3,154,329
7	Other	Envelope	0.0697	-	\$ -	-	\$ -	\$ -	\$ -	\$ -
8	9"x12" Windowed Envelopes - Yellow	Envelope	0.1850	769,837	\$ 142,420	9,238,044	\$ 1,709,038	\$ 569,679	\$ 1,139,359	\$ 1,709,038
	<b>Subtotal Envelopes</b>			<b>20,176,998</b>	<b>\$ 734,729</b>	<b>242,123,976</b>	<b>\$ 8,816,752</b>	<b>\$ 2,938,917</b>	<b>\$ 5,877,835</b>	<b>\$ 8,816,752</b>
1	Flat Mail Envelopes Processed	Piece	0.0697	2,219,973	\$ 154,732	26,639,676	\$ 1,856,785	\$ 618,928	\$ 1,237,857	\$ 1,856,785
2	Other Mail Processed	Piece	0.0072	-	\$ -	-	\$ -	\$ -	\$ -	\$ -
	<b>Subtotal Mail Processed</b>			<b>2,219,973</b>	<b>\$ 154,732</b>	<b>26,639,676</b>	<b>\$ 1,856,785</b>	<b>\$ 618,928</b>	<b>\$ 1,237,857</b>	<b>\$ 1,856,785</b>
1	Return Mail - Address Processing	Address	0.0090	6,912,033	\$ 62,208	82,944,392	\$ 746,499	\$ 248,833	\$ 497,666	\$ 746,499
2	Return Mail - Tasks	Month	250.0000	61	\$ 15,196	729	\$ 182,352	\$ 60,784	\$ 121,568	\$ 182,352
3	Return Mail - Physical Return Mail	Piece	0.1550	345,602	\$ 53,568	4,147,225	\$ 642,820	\$ 214,273	\$ 428,547	\$ 642,820
4	Return Mail - Images	Piece	0.3400	1,727	\$ 587	20,725	\$ 7,047	\$ 2,349	\$ 4,698	\$ 7,047
	<b>Subtotal Return Mail</b>			<b>7,259,423</b>	<b>\$ 131,560</b>	<b>87,113,072</b>	<b>\$ 1,578,718</b>	<b>\$ 526,239</b>	<b>\$ 1,052,479</b>	<b>\$ 1,578,718</b>
1	Alternate Formats - Large Print - Impressions	Page	0.4400	694,208	\$ 305,452	8,330,496	\$ 3,665,418	\$ -	\$ 2,443,612	\$ 2,443,612
2	Alternate Formats - Large Print - Per Mail Piece	Piece	2.4700	54,235	\$ 133,960	650,820	\$ 1,607,525	\$ -	\$ 1,071,684	\$ 1,071,684
3	Alternate Formats - Braille - Impressions	Page	15.6300	2,240	\$ 35,011	26,880	\$ 420,134	\$ -	\$ 280,090	\$ 280,090
4	Alternate Formats - Braille - Per Mail Piece	Piece	2.4700	175	\$ 432	2,100	\$ 5,187	\$ -	\$ 3,458	\$ 3,458
5	Alternate Formats - Audio CD - Impressions (Dynamic)	Page	279.3800	2,272	\$ 634,751	27,264	\$ 7,617,016	\$ -	\$ 5,078,011	\$ 5,078,011
6	Alternate Formats - Audio CD - Impressions (Static)	Page	33.7900	13,064	\$ 441,433	156,768	\$ 5,297,191	\$ -	\$ 3,531,460	\$ 3,531,460
7	Alternate Formats - Audio CD - PW Protect	Piece	17.6500	15	\$ 265	180	\$ 3,177	\$ -	\$ 2,118	\$ 2,118
8	Alternate Formats - Audio CD - Per Mail Piece	Piece	6.8900	1,405	\$ 9,680	16,860	\$ 116,165	\$ -	\$ 77,444	\$ 77,444
9	Alternate Formats - Data CD - Impressions (Dynamic)	Page	25.4800	144	\$ 3,669	1,728	\$ 44,029	\$ -	\$ 29,353	\$ 29,353
10	Alternate Formats - Data CD - Impressions (Static)	Page	0.0400	828	\$ 33	9,936	\$ 397	\$ -	\$ 265	\$ 265
11	Alternate Formats - Data CD - PW Protect	Piece	17.6500	5	\$ 88	60	\$ 1,059	\$ -	\$ 706	\$ 706
12	Alternate Formats - Data CD - Per Mail Piece	Piece	6.8900	85	\$ 586	1,020	\$ 7,028	\$ -	\$ 4,685	\$ 4,685
	<b>Subtotal Alternate Formats</b>			<b>768,676</b>	<b>\$ 1,565,361</b>	<b>9,224,112</b>	<b>\$ 18,784,328</b>	<b>\$ -</b>	<b>\$ 12,522,885</b>	<b>\$ 12,522,885</b>
	<b>Total Print Services Optional Extension Year 1</b>			<b>114,088,515</b>	<b>\$ 5,870,078</b>	<b>1,369,062,184</b>	<b>\$ 70,440,941</b>	<b>\$ 17,218,871</b>	<b>\$ 46,960,628</b>	<b>\$ 64,179,499</b>

**Assumptions**

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**Schedule 6**

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

#	Line Items	Unit of Measure	Unit Price	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	71,552,287	\$ 2,933,644	858,627,444	\$ 35,203,725	\$ 11,734,575	\$ 23,469,150	\$ 35,203,725
2	Color Impressions	Page	0.0472	-	\$ -	-	\$ -	\$ -	\$ -	\$ -
3	Inserts/Enclosures - Pre-folded	Page	0.0072	1,960,645	\$ 14,117	23,527,740	\$ 169,400	\$ 56,467	\$ 112,933	\$ 169,400
4	Inserts/Enclosures - Not folded	Page	0.0114	1,354,280	\$ 15,439	16,251,360	\$ 185,266	\$ 61,755	\$ 123,510	\$ 185,266
5	Other	Page	0.0333	39,009	\$ 1,299	468,108	\$ 15,588	\$ 5,196	\$ 10,392	\$ 15,588
6	Other - IVR PA6049	Page	0.0360	330,458	\$ 11,896	3,965,496	\$ 142,758	\$ 47,586	\$ 95,172	\$ 142,758
	<b>Subtotal Impressions and Inserts</b>			<b>75,236,679</b>	<b>\$ 2,976,395</b>	<b>902,840,148</b>	<b>\$ 35,716,736</b>	<b>\$ 11,905,579</b>	<b>\$ 23,811,158</b>	<b>\$ 35,716,736</b>
1	#9 Double Crease BRM Envelopes	Envelope	0.0202	1,255,137	\$ 25,354	15,061,644	\$ 304,245	\$ 101,415	\$ 202,830	\$ 304,245
2	#9 Inbound Envelopes	Envelope	0.0176	117,241	\$ 2,063	1,406,892	\$ 24,761	\$ 8,254	\$ 16,508	\$ 24,761
3	#10 Outbound Envelopes	Envelope	0.0199	5,749,085	\$ 114,407	68,989,020	\$ 1,372,882	\$ 457,627	\$ 915,254	\$ 1,372,882
4	6"x10" Double Score Flat Mail	Envelope	0.0383	226,965	\$ 8,693	2,723,580	\$ 104,313	\$ 34,771	\$ 69,542	\$ 104,313
5	Flat Manilla Envelopes	Envelope	0.1203	-	\$ -	-	\$ -	\$ -	\$ -	\$ -
6	9"x12" Windowed Envelopes	Envelope	0.0893	901,141	\$ 80,472	10,813,692	\$ 965,663	\$ 321,888	\$ 643,775	\$ 965,663
7	Other	Envelope	0.0702	-	\$ -	-	\$ -	\$ -	\$ -	\$ -
8	9"x12" Windowed Envelopes - Yellow	Envelope	0.1850	288,779	\$ 53,424	3,465,348	\$ 641,089	\$ 213,696	\$ 427,393	\$ 641,089
	<b>Subtotal Envelopes</b>			<b>8,538,348</b>	<b>\$ 284,413</b>	<b>102,460,176</b>	<b>\$ 3,412,953</b>	<b>\$ 1,137,651</b>	<b>\$ 2,275,302</b>	<b>\$ 3,412,953</b>
1	Flat Mail Envelopes Processed	Piece	0.0702	897,834	\$ 63,028	10,774,008	\$ 756,335	\$ 252,112	\$ 504,224	\$ 756,335
2	Other Mail Processed	Piece	0.0073	-	\$ -	-	\$ -	\$ -	\$ -	\$ -
	<b>Subtotal Mail Processed</b>			<b>897,834</b>	<b>\$ 63,028</b>	<b>10,774,008</b>	<b>\$ 756,335</b>	<b>\$ 252,112</b>	<b>\$ 504,224</b>	<b>\$ 756,335</b>
1	Return Mail - Address Processing	Address	0.0090	6,912,033	\$ 62,208	82,944,392	\$ 746,499	\$ 248,833	\$ 497,666	\$ 746,499
2	Return Mail - Tasks	Month	250.0000	61	\$ 15,196	729	\$ 182,352	\$ 60,784	\$ 121,568	\$ 182,352
3	Return Mail - Physical Return Mail	Piece	0.1550	345,602	\$ 53,568	4,147,225	\$ 642,820	\$ 214,273	\$ 428,547	\$ 642,820
4	Return Mail - Images	Piece	0.3400	1,727	\$ 587	20,725	\$ 7,047	\$ 2,349	\$ 4,698	\$ 7,047
	<b>Subtotal Return Mail</b>			<b>7,259,423</b>	<b>\$ 131,560</b>	<b>87,113,072</b>	<b>\$ 1,578,718</b>	<b>\$ 526,239</b>	<b>\$ 1,052,479</b>	<b>\$ 1,578,718</b>
1	Alternate Formats - Large Print - Impressions	Page	0.4444	694,208	\$ 308,506	8,330,496	\$ 3,702,072	\$ 1,234,024	\$ 2,468,048	\$ 3,702,072
2	Alternate Formats - Large Print - Per Mail Piece	Piece	2.4947	54,235	\$ 135,300	650,820	\$ 1,623,601	\$ 541,200	\$ 1,082,400	\$ 1,623,601
3	Alternate Formats - Braille - Impressions	Page	15.7863	2,240	\$ 35,361	26,880	\$ 424,336	\$ 141,445	\$ 282,890	\$ 424,336
4	Alternate Formats - Braille - Per Mail Piece	Piece	2.4947	175	\$ 437	2,100	\$ 5,239	\$ 1,746	\$ 3,493	\$ 5,239
5	Alternate Formats - Audio CD - Impressions (Dynamic)	Page		282,1738	2,272	\$ 641,099	27,264	\$ 7,693,186	\$ 2,564,395	\$ 5,128,791
6	Alternate Formats - Audio CD - Impressions (Static)	Page	34.1279	13,064	\$ 445,847	156,768	\$ 5,350,163	\$ 1,783,388	\$ 3,566,775	\$ 5,350,163
7	Alternate Formats - Audio CD - PW Protect	Piece	17.8265	15	\$ 267	180	\$ 3,209	\$ 1,070	\$ 2,139	\$ 3,209
8	Alternate Formats - Audio CD - Per Mail Piece	Piece	6.9589	1,405	\$ 9,777	16,860	\$ 117,327	\$ 39,109	\$ 78,218	\$ 117,327
9	Alternate Formats - Data CD - Impressions (Dynamic)	Page		25,7348	144	\$ 3,706	1,728	\$ 44,470	\$ 14,823	\$ 29,646
10	Alternate Formats - Data CD - Impressions (Static)	Page	0.0404	828	\$ 33	9,936	\$ 401	\$ 134	\$ 268	\$ 401
11	Alternate Formats - Data CD - PW Protect	Piece	17.8265	5	\$ 89	60	\$ 1,070	\$ 357	\$ 713	\$ 1,070
12	Alternate Formats - Data CD - Per Mail Piece	Piece	6.9589	85	\$ 592	1,020	\$ 7,098	\$ 2,366	\$ 4,732	\$ 7,098
	<b>Subtotal Alternate Formats</b>			<b>768,676</b>	<b>\$ 1,581,014</b>	<b>9,224,112</b>	<b>\$ 18,972,171</b>	<b>\$ 6,324,057</b>	<b>\$ 12,648,114</b>	<b>\$ 18,972,171</b>
	<b>Total Print Services Optional Extension Year 2</b>			<b>92,700,960</b>	<b>5,036,410</b>	<b>1,112,411,516</b>	<b>60,436,914</b>	<b>20,145,638</b>	<b>40,291,276</b>	<b>60,436,914</b>

**Assumptions**

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**Schedule 7**

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

#	Line Items	Unit of Measure	Unit Price	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	72,818,212	\$ 3,007,392	873,818,544	\$ 36,088,706	\$ 12,029,569	\$ 24,059,137	\$ 36,088,706
2	Color Impressions	Page	0.0475	-	\$ -	-	\$ -	\$ -	\$ -	\$ -
3	Inserts/Enclosures - Pre-folded	Page	0.0072	2,017,859	\$ 14,529	24,214,308	\$ 174,343	\$ 58,114	\$ 116,229	\$ 174,343
4	Inserts/Enclosures - Not folded	Page	0.0115	1,393,798	\$ 16,029	16,725,576	\$ 192,344	\$ 64,115	\$ 128,229	\$ 192,344
5	Other	Page	0.0336	40,147	\$ 1,349	481,764	\$ 16,187	\$ 5,396	\$ 10,792	\$ 16,187
6	Other - IVR PA6049	Page	0.0360	340,101	\$ 12,244	4,081,212	\$ 146,924	\$ 48,975	\$ 97,949	\$ 146,924
	<b>Subtotal Impressions and Inserts</b>			<b>76,610,117</b>	<b>\$ 3,051,542</b>	<b>919,321,404</b>	<b>\$ 36,618,504</b>	<b>\$ 12,206,168</b>	<b>\$ 24,412,336</b>	<b>\$ 36,618,504</b>
1	#9 Double Crease BRM Envelopes	Envelope	0.0204	1,291,763	\$ 26,352	15,501,156	\$ 316,224	\$ 105,408	\$ 210,816	\$ 316,224
2	#9 Inbound Envelopes	Envelope	0.0177	121,185	\$ 2,145	1,454,220	\$ 25,740	\$ 8,580	\$ 17,160	\$ 25,740
3	#10 Outbound Envelopes	Envelope	0.0201	5,916,850	\$ 118,929	71,002,200	\$ 1,427,144	\$ 475,715	\$ 951,429	\$ 1,427,144
4	6"x10" Double Score Flat Mail	Envelope	0.0386	234,599	\$ 9,056	2,815,188	\$ 108,666	\$ 36,222	\$ 72,444	\$ 108,666
5	Flat Manilla Envelopes	Envelope	0.1212	-	\$ -	-	\$ -	\$ -	\$ -	\$ -
6	9"x12" Windowed Envelopes	Envelope	0.0900	931,452	\$ 83,831	11,177,424	\$ 1,005,968	\$ 335,323	\$ 670,645	\$ 1,005,968
7	Other	Envelope	0.0707	-	\$ -	-	\$ -	\$ -	\$ -	\$ -
8	9"x12" Windowed Envelopes - Yellow	Envelope	0.1850	298,492	\$ 55,221	3,581,904	\$ 662,652	\$ 220,884	\$ 441,768	\$ 662,652
	<b>Subtotal Envelopes</b>			<b>8,794,341</b>	<b>\$ 295,533</b>	<b>105,532,092</b>	<b>\$ 3,546,394</b>	<b>\$ 1,182,131</b>	<b>\$ 2,364,263</b>	<b>\$ 3,546,394</b>
1	Flat Mail Envelopes Processed	Piece	0.0707	931,249	\$ 65,839	11,174,988	\$ 790,072	\$ 263,357	\$ 526,714	\$ 790,072
2	Other Mail Processed	Piece	0.0074	-	\$ -	-	\$ -	\$ -	\$ -	\$ -
	<b>Subtotal Mail Processed</b>			<b>931,249</b>	<b>\$ 65,839</b>	<b>11,174,988</b>	<b>\$ 790,072</b>	<b>\$ 263,357</b>	<b>\$ 526,714</b>	<b>\$ 790,072</b>
1	Return Mail - Address Processing	Address	0.0090	7,191,277	\$ 64,722	86,295,330	\$ 776,658	\$ 258,886	\$ 517,772	\$ 776,658
2	Return Mail - Tasks	Month	250.0000	61	\$ 15,196	729	\$ 182,352	\$ 60,784	\$ 121,568	\$ 182,352
3	Return Mail - Physical Return Mail	Piece	0.1550	359,565	\$ 55,733	4,314,775	\$ 668,790	\$ 222,930	\$ 445,860	\$ 668,790
4	Return Mail - Images	Piece	0.3400	1,797	\$ 611	21,568	\$ 7,333	\$ 2,444	\$ 4,889	\$ 7,333
	<b>Subtotal Return Mail</b>			<b>7,552,700</b>	<b>\$ 136,261</b>	<b>90,632,402</b>	<b>\$ 1,635,133</b>	<b>\$ 545,044</b>	<b>\$ 1,090,089</b>	<b>\$ 1,635,133</b>
1	Alternate Formats - Large Print - Impressions	Page	0.4488	694,208	\$ 311,561	8,330,496	\$ 3,738,727	\$ 1,246,242	\$ 2,492,484	\$ 3,738,727
2	Alternate Formats - Large Print - Per Mail Piece	Piece	2.5196	54,235	\$ 136,651	650,820	\$ 1,639,806	\$ 546,602	\$ 1,093,204	\$ 1,639,806
3	Alternate Formats - Braille - Impressions	Page	15.9442	2,240	\$ 35,715	26,880	\$ 428,580	\$ 142,860	\$ 285,720	\$ 428,580
4	Alternate Formats - Braille - Per Mail Piece	Piece	2.5196	175	\$ 441	2,100	\$ 5,291	\$ 1,764	\$ 3,527	\$ 5,291
5	Alternate Formats - Audio CD - Impressions (Dynamic)	Page	284.9955	2,272	\$ 647,510	27,264	\$ 7,770,117	\$ 2,590,039	\$ 5,180,078	\$ 7,770,117
6	Alternate Formats - Audio CD - Impressions (Static)	Page	34.4692	13,064	\$ 450,306	156,768	\$ 5,403,668	\$ 1,801,223	\$ 3,602,445	\$ 5,403,668
7	Alternate Formats - Audio CD - PW Protect	Piece	18.0048	15	\$ 270	180	\$ 3,241	\$ 1,080	\$ 2,161	\$ 3,241
8	Alternate Formats - Audio CD - Per Mail Piece	Piece	7.0285	1,405	\$ 9,875	16,860	\$ 118,501	\$ 39,500	\$ 79,000	\$ 118,500
9	Alternate Formats - Data CD - Impressions (Dynamic)	Page	25.9921	144	\$ 3,743	1,728	\$ 44,914	\$ 14,971	\$ 29,943	\$ 44,914
10	Alternate Formats - Data CD - Impressions (Static)	Page	0.0408	828	\$ 34	9,936	\$ 405	\$ 135	\$ 270	\$ 405
11	Alternate Formats - Data CD - PW Protect	Piece	18.0048	5	\$ 90	60	\$ 1,080	\$ 360	\$ 720	\$ 1,080
12	Alternate Formats - Data CD - Per Mail Piece	Piece	7.0285	85	\$ 597	1,020	\$ 7,169	\$ 2,390	\$ 4,779	\$ 7,169
	<b>Subtotal Alternate Formats</b>			<b>768,676</b>	<b>\$ 1,596,792</b>	<b>9,224,112</b>	<b>\$ 19,161,499</b>	<b>\$ 6,387,166</b>	<b>\$ 12,774,333</b>	<b>\$ 19,161,499</b>
	<b>Total Print Services Optional Extension Year 3</b>			<b>94,657,083</b>	<b>\$ 5,145,967</b>	<b>1,135,884,998</b>	<b>\$ 61,751,602</b>	<b>\$ 20,583,867</b>	<b>\$ 41,167,735</b>	<b>\$ 61,751,602</b>

**Assumptions**

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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 - 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	74,166,698	\$ 3,085,335	890,000,376	\$ 37,024,016	\$ 12,341,339	\$ 24,682,677	\$ 37,024,016
2	Color Impressions	Page	0.0479	-	\$ -	-	\$ -	\$ -	\$ -	\$ -
3	Inserts/Enclosures - Pre-folded	Page	0.0073	2,068,438	\$ 15,100	24,821,256	\$ 181,195	\$ 60,398	\$ 120,797	\$ 181,195
4	Inserts/Enclosures - Not folded	Page	0.0116	1,428,735	\$ 16,573	17,144,820	\$ 198,880	\$ 66,293	\$ 132,587	\$ 198,880
5	Other	Page	0.0338	41,153	\$ 1,391	493,836	\$ 16,692	\$ 5,564	\$ 11,128	\$ 16,692
6	Other - IVR PA6049	Page	0.0360	373,588	\$ 13,449	4,483,051	\$ 161,390	\$ 53,797	\$ 107,593	\$ 161,390
	<b>Subtotal Impressions and Inserts</b>			<b>78,078,612</b>	<b>\$ 3,131,848</b>	<b>936,943,339</b>	<b>\$ 37,582,172</b>	<b>\$ 12,527,391</b>	<b>\$ 25,054,781</b>	<b>\$ 37,582,172</b>
1	#9 Double Crease BRM Envelopes	Envelope	0.0205	1,336,071	\$ 27,389	16,032,852	\$ 328,673	\$ 109,558	\$ 219,116	\$ 328,673
2	#9 Inbound Envelopes	Envelope	0.0179	125,342	\$ 2,244	1,504,104	\$ 26,923	\$ 8,974	\$ 17,949	\$ 26,923
3	#10 Outbound Envelopes	Envelope	0.0202	6,119,802	\$ 123,620	73,437,624	\$ 1,483,440	\$ 494,480	\$ 988,960	\$ 1,483,440
4	6"x10" Double Score Flat Mail	Envelope	0.0389	242,646	\$ 9,439	2,911,752	\$ 113,267	\$ 37,756	\$ 75,511	\$ 113,267
5	Flat Manilla Envelopes	Envelope	0.1222	-	\$ -	-	\$ -	\$ -	\$ -	\$ -
6	9"x12" Windowed Envelopes	Envelope	0.0907	954,801	\$ 86,600	11,457,612	\$ 1,039,205	\$ 346,402	\$ 692,804	\$ 1,039,205
7	Other	Envelope	0.0712	-	\$ -	-	\$ -	\$ -	\$ -	\$ -
8	9"x12" Windowed Envelopes - Yellow	Envelope	0.1850	305,974	\$ 56,605	3,671,688	\$ 679,262	\$ 226,421	\$ 452,842	\$ 679,262
	<b>Subtotal Envelopes</b>			<b>9,084,636</b>	<b>\$ 305,898</b>	<b>109,015,632</b>	<b>\$ 3,670,772</b>	<b>\$ 1,223,591</b>	<b>\$ 2,447,181</b>	<b>\$ 3,670,772</b>
1	Flat Mail Envelopes Processed	Piece	0.0712	955,432	\$ 68,027	11,465,184	\$ 816,321	\$ 272,107	\$ 544,214	\$ 816,321
2	Other Mail Processed	Piece	0.0074	-	\$ -	-	\$ -	\$ -	\$ -	\$ -
	<b>Subtotal Mail Processed</b>			<b>955,432</b>	<b>\$ 68,027</b>	<b>11,465,184</b>	<b>\$ 816,321</b>	<b>\$ 272,107</b>	<b>\$ 544,214</b>	<b>\$ 816,321</b>
1	Return Mail - Address Processing	Address	0.0090	7,335,104	\$ 66,016	88,021,248	\$ 792,191	\$ 264,064	\$ 528,128	\$ 792,191
2	Return Mail - Tasks	Month	250.0000	61	\$ 15,196	729	\$ 182,352	\$ 60,784	\$ 121,568	\$ 182,352
3	Return Mail - Physical Return Mail	Piece	0.1550	366,755	\$ 56,847	4,401,059	\$ 682,164	\$ 227,388	\$ 454,776	\$ 682,164
4	Return Mail - Images	Piece	0.3400	1,833	\$ 623	21,995	\$ 7,478	\$ 2,493	\$ 4,986	\$ 7,478
	<b>Subtotal Return Mail</b>			<b>7,703,753</b>	<b>\$ 138,682</b>	<b>92,445,032</b>	<b>\$ 1,664,186</b>	<b>\$ 554,729</b>	<b>\$ 1,109,457</b>	<b>\$ 1,664,186</b>
1	Alternate Formats - Large Print - Impressions	Page	0.4533	694,208	\$ 314,684	8,330,496	\$ 3,776,214	\$ 1,258,738	\$ 2,517,476	\$ 3,776,214
2	Alternate Formats - Large Print - Per Mail Piece	Piece	2.5448	54,235	\$ 138,017	650,820	\$ 1,656,207	\$ 552,069	\$ 1,104,138	\$ 1,656,207
3	Alternate Formats - Braille - Impressions	Page	16.1036	2,240	\$ 36,072	26,880	\$ 432,865	\$ 144,288	\$ 288,576	\$ 432,865
4	Alternate Formats - Braille - Per Mail Piece	Piece	2.5448	175	\$ 445	2,100	\$ 5,344	\$ 1,781	\$ 3,563	\$ 5,344
5	Alternate Formats - Audio CD - Impressions (Dynamic)	Page	287.8455	2,272	\$ 653,985	27,264	\$ 7,847,820	\$ 2,615,940	\$ 5,231,880	\$ 7,847,820
6	Alternate Formats - Audio CD - Impressions (Static)	Page	34.8139	13,064	\$ 454,809	156,768	\$ 5,457,705	\$ 1,819,235	\$ 3,638,470	\$ 5,457,705
7	Alternate Formats - Audio CD - PW Protect	Piece	18.1848	15	\$ 273	180	\$ 3,273	\$ 1,091	\$ 2,182	\$ 3,273
8	Alternate Formats - Audio CD - Per Mail Piece	Piece	7.0988	1,405	\$ 9,974	16,860	\$ 119,686	\$ 39,895	\$ 79,790	\$ 119,686
9	Alternate Formats - Data CD - Impressions (Dynamic)	Page	26.2520	144	\$ 3,780	1,728	\$ 45,363	\$ 15,121	\$ 30,242	\$ 45,363
10	Alternate Formats - Data CD - Impressions (Static)	Page	0.0412	828	\$ 34	9,936	\$ 409	\$ 136	\$ 273	\$ 409
11	Alternate Formats - Data CD - PW Protect	Piece	18.1848	5	\$ 91	60	\$ 1,091	\$ 364	\$ 727	\$ 1,091
12	Alternate Formats - Data CD - Per Mail Piece	Piece	7.0988	85	\$ 603	1,020	\$ 7,241	\$ 2,414	\$ 4,827	\$ 7,241
	<b>Subtotal Alternate Formats</b>			<b>768,676</b>	<b>\$ 1,612,768</b>	<b>9,224,112</b>	<b>\$ 19,353,218</b>	<b>\$ 6,451,073</b>	<b>\$ 12,902,146</b>	<b>\$ 19,353,218</b>
	<b>Total Print Services Optional Extension Year 4</b>			<b>96,591,108</b>	<b>5,257,222</b>	<b>1,159,093,299</b>	<b>63,086,669</b>	<b>21,028,890</b>	<b>42,057,780</b>	<b>63,086,669</b>

**Assumptions**

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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 - 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	76,038,599	\$ 3,193,621	912,463,188	\$ 38,323,454	\$ 12,774,485	\$ 25,548,969	\$ 38,323,454
2	Color Impressions	Page	0.0483	-	\$ -	-	\$ -	\$ -	\$ -	\$ -
3	Inserts/Enclosures - Pre-folded	Page	0.0073	2,105,334	\$ 15,369	25,264,008	\$ 184,427	\$ 61,476	\$ 122,952	\$ 184,427
4	Inserts/Enclosures - Not folded	Page	0.0117	1,454,222	\$ 17,014	17,450,664	\$ 204,173	\$ 68,058	\$ 136,115	\$ 204,173
5	Other	Page	0.0342	41,888	\$ 1,433	502,656	\$ 17,191	\$ 5,730	\$ 11,461	\$ 17,191
6	Other - IVR PA6049	Page	0.0360	380,251	\$ 13,689	4,563,012	\$ 164,268	\$ 54,756	\$ 109,512	\$ 164,268
	<b>Subtotal Impressions and Inserts</b>			<b>80,020,294</b>	<b>\$ 3,241,126</b>	<b>960,243,528</b>	<b>\$ 38,893,513</b>	<b>\$ 12,964,504</b>	<b>\$ 25,929,009</b>	<b>\$ 38,893,513</b>
1	#9 Double Crease BRM Envelopes	Envelope	0.0207	1,347,762	\$ 27,899	16,173,144	\$ 334,784	\$ 111,595	\$ 223,189	\$ 334,784
2	#9 Inbound Envelopes	Envelope	0.0180	126,438	\$ 2,276	1,517,256	\$ 27,311	\$ 9,104	\$ 18,207	\$ 27,311
3	#10 Outbound Envelopes	Envelope	0.0204	6,173,351	\$ 125,936	74,080,212	\$ 1,511,236	\$ 503,745	\$ 1,007,491	\$ 1,511,236
4	6"x10" Double Score Flat Mail	Envelope	0.0393	244,770	\$ 9,619	2,937,240	\$ 115,434	\$ 38,478	\$ 76,956	\$ 115,434
5	Flat Manila Envelopes	Envelope	0.1233	-	\$ -	-	\$ -	\$ -	\$ -	\$ -
6	9"x12" Windowed Envelopes	Envelope	0.0915	971,832	\$ 88,923	11,661,984	\$ 1,067,072	\$ 355,691	\$ 711,381	\$ 1,067,072
7	Other	Envelope	0.0719	-	\$ -	-	\$ -	\$ -	\$ -	\$ -
8	9"x12" Windowed Envelopes - Yellow	Envelope	0.1850	311,432	\$ 57,615	3,737,184	\$ 691,379	\$ 230,460	\$ 460,919	\$ 691,379
	<b>Subtotal Envelopes</b>			<b>9,175,585</b>	<b>\$ 312,268</b>	<b>110,107,020</b>	<b>\$ 3,747,215</b>	<b>\$ 1,249,072</b>	<b>\$ 2,498,143</b>	<b>\$ 3,747,215</b>
1	Flat Mail Envelopes Processed	Piece	0.0719	972,475	\$ 69,921	11,669,700	\$ 839,051	\$ 279,684	\$ 559,368	\$ 839,051
2	Other Mail Processed	Piece	0.0075	-	\$ -	-	\$ -	\$ -	\$ -	\$ -
	<b>Subtotal Mail Processed</b>			<b>972,475</b>	<b>\$ 69,921</b>	<b>11,669,700</b>	<b>\$ 839,051</b>	<b>\$ 279,684</b>	<b>\$ 559,368</b>	<b>\$ 839,051</b>
1	Return Mail - Address Processing	Address	0.0090	7,481,806	\$ 67,336	89,781,674	\$ 808,035	\$ 269,345	\$ 538,690	\$ 808,035
2	Return Mail - Tasks	Month	250,0000	61	\$ 15,196	729	\$ 182,352	\$ 60,784	\$ 121,568	\$ 182,352
3	Return Mail - Physical Return Mail	Piece	0.1550	374,091	\$ 57,984	4,489,091	\$ 695,809	\$ 231,936	\$ 463,873	\$ 695,809
4	Return Mail - Images	Piece	0.3400	1,870	\$ 636	22,436	\$ 7,628	\$ 2,543	\$ 5,085	\$ 7,628
	<b>Subtotal Return Mail</b>			<b>7,857,827</b>	<b>\$ 141,152</b>	<b>94,293,930</b>	<b>\$ 1,693,824</b>	<b>\$ 564,608</b>	<b>\$ 1,129,216</b>	<b>\$ 1,693,824</b>
1	Alternate Formats - Large Print - Impressions	Page	0.4578	694,208	\$ 317,808	8,330,496	\$ 3,813,701	\$ 1,271,234	\$ 2,542,467	\$ 3,813,701
2	Alternate Formats - Large Print - Per Mail Piece	Piece	2.5702	54,235	\$ 139,395	650,820	\$ 1,672,738	\$ 557,579	\$ 1,115,158	\$ 1,672,738
3	Alternate Formats - Braille - Impressions	Page	16.2646	2,240	\$ 36,433	26,880	\$ 437,192	\$ 145,731	\$ 291,462	\$ 437,192
4	Alternate Formats - Braille - Per Mail Piece	Piece	2.5702	175	\$ 450	2,100	\$ 5,397	\$ 1,799	\$ 3,598	\$ 5,397
5	Alternate Formats - Audio CD - Impressions (Dynamic)	Page	290.7240	2,272	\$ 660,525	27,264	\$ 7,926,299	\$ 2,642,100	\$ 5,284,199	\$ 7,926,299
6	Alternate Formats - Audio CD - Impressions (Static)	Page	35.1620	13,064	\$ 459,356	156,768	\$ 5,512,276	\$ 1,837,425	\$ 3,674,851	\$ 5,512,276
7	Alternate Formats - Audio CD - PW Protect	Piece	18.3666	15	\$ 276	180	\$ 3,306	\$ 1,102	\$ 2,204	\$ 3,306
8	Alternate Formats - Audio CD - Per Mail Piece	Piece	7.1698	1,405	\$ 10,074	16,860	\$ 120,883	\$ 40,294	\$ 80,589	\$ 120,883
9	Alternate Formats - Data CD - Impressions (Dynamic)	Page								
			26.5145	144	\$ 3,818	1,728	\$ 45,817	\$ 15,272	\$ 30,545	\$ 45,817
10	Alternate Formats - Data CD - Impressions (Static)	Page	0.0416	828	\$ 34	9,936	\$ 413	\$ 138	\$ 276	\$ 413
11	Alternate Formats - Data CD - PW Protect	Piece	18.3666	5	\$ 92	60	\$ 1,102	\$ 367	\$ 735	\$ 1,102
12	Alternate Formats - Data CD - Per Mail Piece	Piece	7.1698	85	\$ 609	1,020	\$ 7,313	\$ 2,438	\$ 4,875	\$ 7,313
	<b>Subtotal Alternate Formats</b>			<b>768,676</b>	<b>\$ 1,628,870</b>	<b>9,224,112</b>	<b>\$ 19,546,438</b>	<b>\$ 6,515,479</b>	<b>\$ 13,030,959</b>	<b>\$ 19,546,438</b>
	<b>Total Print Services Optional Extension Year 5</b>			<b>98,794,857</b>	<b>\$ 5,393,337</b>	<b>1,185,538,290</b>	<b>\$ 64,720,043</b>	<b>\$ 21,573,348</b>	<b>\$ 43,146,695</b>	<b>\$ 64,720,043</b>

## Assumptions

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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	Service Month SFY 2026/27 Total	Service Month SFY 2027/28 Total	Service Month SFY 2028/29 Total	Service Month SFY 2029/30 Total	Service Month SFY 2030/31 Total	Total Initial M&O Price
	CalSAWS Project Site Facility Management Fee	129,105.43	1,549,265	633,455	1,499,388	1,032,843						3,165,686
	CalSAWS Project Site Facility Management Fee	126,691.00	1,520,292	-	-	506,764	1,520,292	1,520,292	1,013,528	-	-	4,560,876
	CalSAWS Project Site Facility Management Fee	126,691.00	1,520,292	-	-	-	-	-	506,764	1,520,292	1,013,528	3,040,584
TOTAL				\$ 633,455	\$ 1,499,388	\$ 1,539,607	\$ 1,520,292	\$ 1,520,292	\$ 1,520,292	\$ 1,520,292	\$ 1,013,528	\$ 10,767,146

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