

PRICE ANALYSIS
 Bid No. OPN2115594B1 Title: Mailing Services

Item #	Item	OPN2115594B1										Current Contract K1229009X1		% Difference OPN2115594B1 (including VPR) compared to Current Contract K1229009X1		Miami Dade County Contract No. FB-00603		% Difference OPN2115594B1 (including VPR) compared to Miami Dade County Contract FB-00603
		Initial Bid Arrowmail Presort Company, Inc.					Voluntary Price Reduction (VPR) Arrowmail Presort Company, Inc.					Arrowmail Presort Company, Inc.				Postal Center International, Inc.		
		Qty	Measure	Unit Price	Total		Unit Price	Total	Unit Price	Total	Unit Price	Total	Unit Price	Total	Unit Price	Total	Unit Price	
OPN2115594B1-01-01	Standard Mailing Processing Fee Daily Pick-up & Delivery	3,006,000	each	\$0.0036	\$10,821.60		\$10,821.60		\$0.0040	\$12,024.00		\$12,024.00		\$0.0045	\$13,527.00		\$13,527.00	-25%
OPN2115594B1-01-02	Process Service Fee (PSF): Metering 1 - 3.5 oz. 1 to 999 pcs	978,000	each	\$0.0039	\$3,814.20		\$3,814.20		\$0.0040	\$3,912.00		\$3,912.00		\$0.0050	\$4,890.00		\$4,890.00	-28%
OPN2115594B1-01-03	PSF: Metering 1 - 3.5 oz. 1000 or more pieces	978,000	each	\$0.0037	\$3,618.60		\$3,618.60		\$0.0040	\$3,912.00		\$3,912.00		N/A	N/A		N/A	-
OPN2115594B1-01-04	PSF: Addressing (link jet) 1 to 999 pieces	6,000	each	\$0.0200	\$120.00		\$90.00		\$0.0150	\$90.00		\$90.00		\$0.0090	\$54.00		\$54.00	40%
OPN2115594B1-01-05	PSF: Addressing (link jet) 1000 or more pieces	6,000	each	\$0.0200	\$120.00		\$120.00			N/A		N/A		\$0.0090	\$54.00		\$54.00	55%
OPN2115594B1-01-06	PSF: Labeling	3,000	each	\$0.0350	\$105.00		\$105.00			N/A		N/A		\$0.0250	\$75.00		\$75.00	29%
OPN2115594B1-01-07	PSF: Folding	1,501,500	each	\$0.0040	\$6,006.00		\$6,006.00		\$0.0040	\$6,006.00		\$6,006.00		\$0.0040	\$6,006.00		\$6,006.00	0%
OPN2115594B1-01-08	PSF: Inserting One Piece 1 to 999 pieces	1,501,500	each	\$0.0040	\$6,006.00		\$6,006.00		\$0.0040	\$6,006.00		\$6,006.00		\$0.0050	\$7,507.50		\$7,507.50	-25%
OPN2115594B1-01-09	PSF: Inserting Additional Pieces 1 to 999	1,501,500	each	\$0.0040	\$6,006.00		\$6,006.00		\$0.0040	\$6,006.00		\$6,006.00		\$0.0035	\$5,255.25		\$5,255.25	13%
OPN2115594B1-01-10	PSF: Folding and Inserting	1,501,500	each	\$0.0070	\$10,510.50		\$10,510.50		\$0.0040	\$6,006.00		\$6,006.00		\$0.0035	\$5,255.25		\$5,255.25	50%
OPN2115594B1-01-11	PSF: Tab Sealing One Tab	4,500	each	\$0.0060	\$27.00		\$27.00		\$0.0060	\$27.00		\$27.00		\$0.0060	\$27.00		\$27.00	0%
OPN2115594B1-01-12	PSF: Tab Sealing two or more tabs	4,500	each	\$0.0110	\$49.50		\$49.50		\$0.0110	\$49.50		\$49.50		\$0.0120	\$54.00		\$54.00	-9%
OPN2115594B1-01-13	PSF: Data Services Processing for Load Convert	1,501,500	each	\$0.0020	\$3,003.00		\$3,003.00		\$0.0020	\$3,003.00		\$3,003.00		N/A	N/A		N/A	-
OPN2115594B1-01-14	PSF: Data Services Processing for Mailstream	1,501,500	each	\$0.0020	\$3,003.00		\$3,003.00		\$0.0020	\$3,003.00		\$3,003.00		\$0.0045	\$6,756.75		\$6,756.75	-1.25%
OPN2115594B1-01-15	PSF: Data Services Processing CASS	1,501,500	each	\$0.0020	\$3,003.00		\$3,003.00		\$0.0020	\$3,003.00		\$3,003.00		\$0.0040	\$6,006.00		\$6,006.00	-100%
OPN2115594B1-01-16	PSF: Data Services Processing De-dupe filtering	6,000	each	\$0.0020	\$12.00		\$12.00		\$0.0020	\$12.00		\$12.00		\$0.0040	\$24.00		\$24.00	-100%
OPN2115594B1-01-17	PSF: Machine Barcode First Class Mail 1-3.5 oz.	1,081,500	each	\$0.0037	\$4,004.55		\$4,004.55		\$0.0040	\$4,326.00		\$4,326.00		\$0.0045	\$4,866.75		\$4,866.75	-22%
OPN2115594B1-01-18	PSF: Machine Barcode First Class Mail > 3.5 oz. up to 11oz.	85,500	each	\$0.0037	\$316.35		\$316.35		\$0.0040	\$342.00		\$342.00		\$0.0090	\$769.50		\$769.50	-1.43%
OPN2115594B1-01-19	PSF: Manual Sort First Class Mail 1 to 3.5 oz. (RVE)	151,500	each	\$0.0037	\$560.55		\$560.55		\$0.0040	\$606.00		\$606.00		\$0.0045	\$681.75		\$681.75	-22%
OPN2115594B1-01-20	PSF: First Class Mail Non-Barcode Sort 3.5 to 11 oz.	46,500	each	\$0.0037	\$172.05		\$172.05		N/A	N/A		N/A		\$0.0045	\$209.25		\$209.25	-22%
OPN2115594B1-01-21	PSF: Non-Barcode Sort RVE Class Mail over 11 oz.	46,500	each	\$0.0037	\$172.05		\$172.05		\$0.0120	\$558.00		\$558.00		N/A	N/A		N/A	-
OPN2115594B1-01-22	PSF: Pre-sort 1 to 3.5 oz.	28,500	each	\$0.0037	\$105.45		\$105.45		\$0.0150	\$427.50		\$427.50		\$0.0150	\$427.50		\$427.50	-305%
OPN2115594B1-01-23	PSF: Pre-sort 3.5 oz. up to 11 oz.	7,500	each	\$0.0037	\$27.75		\$27.75		\$0.0150	\$112.50		\$112.50		\$0.0150	\$112.50		\$112.50	-305%
OPN2115594B1-01-24	PSF: Certified Mail 1 oz. to 3.5 oz.	124,500	each	\$0.0500	\$6,225.00		\$6,225.00		\$0.0500	\$6,225.00		\$6,225.00		\$0.0090	\$1,120.50		\$1,120.50	82%
OPN2115594B1-01-25	PSF: Certified Mail more than 3.5 oz.	124,500	each	\$0.0500	\$6,225.00		\$6,225.00		\$0.0120	\$1,494.00		\$1,494.00		\$0.0090	\$1,120.50		\$1,120.50	25%
OPN2115594B1-01-26	PSF: E-Certified Mail	124,500	each	\$0.0500	\$6,225.00		\$6,225.00		\$0.0120	\$1,494.00		\$1,494.00		\$0.1500	\$18,675.00		\$18,675.00	-1150%
OPN2115594B1-01-27	PSF: Express Mail	2,100	each	\$0.0500	\$105.00		\$105.00		\$0.0150	\$31.50		\$31.50		\$0.0090	\$18.90		\$18.90	40%
OPN2115594B1-01-28	PSF: International Mail does not include postage	11,700	each	\$0.1500	\$1,755.00		\$1,755.00		\$0.0150	\$15.00		\$15.00		\$0.0090	\$105.30		\$105.30	94%
OPN2115594B1-01-29	PSF: Postcards	6,000	each	\$0.0037	\$22.20		\$22.20		\$0.0040	\$24.00		\$24.00		\$0.0090	\$54.00		\$54.00	-1.43%
OPN2115594B1-01-30	PSF: Postage Affix Metering Fee	2,776,500	each	\$0.0040	\$11,106.00		\$11,106.00		\$0.0040	\$11,106.00		\$11,106.00		\$0.0045	\$12,494.25		\$12,494.25	-13%
OPN2115594B1-01-31	Service/Handling Fee (S/HF): Priority Mail Flat Rate Env.	3,150	each	\$0.0500	\$157.50		\$157.50		\$0.1200	\$378.00		\$378.00		N/A	N/A		N/A	-
OPN2115594B1-01-32	S/HF: Priority Express Mail Flat Rate Envelope	3,150	each	\$0.0500	\$157.50		\$157.50		\$0.1000	\$315.00		\$315.00		N/A	N/A		N/A	-
OPN2115594B1-01-33	S/HF: Priority Mail Package	960	each	\$0.0500	\$48.00		\$48.00		\$0.1000	\$96.00		\$96.00		N/A	N/A		N/A	-
OPN2115594B1-01-34	S/HF: Priority Express Mail Package	960	each	\$0.0500	\$48.00		\$48.00		\$0.1000	\$96.00		\$96.00		\$0.0150	\$14.40		\$14.40	70%
OPN2115594B1-01-35	S/HF: Express Mail Flat Rate Envelope	3,150	each	\$0.0500	\$157.50		\$157.50		\$0.1000	\$315.00		\$315.00		N/A	N/A		N/A	-
OPN2115594B1-01-36	S/HF: Express Mail Package	3,150	each	\$0.0500	\$157.50		\$157.50		\$0.1000	\$315.00		\$315.00		N/A	N/A		N/A	-
OPN2115594B1-01-37	S/HF: Parcels over 13 oz.	2,400	each	\$0.0500	\$120.00		\$120.00		N/A	N/A		N/A		N/A	N/A		N/A	-

Subtotal: \$94,090.35
 Allowance for Postage on a Pass Thru: \$537,000.00
 Award Amount (Initial 3 year term): \$631,090.35
 \$80,020.35
 \$617,020.35

Note: Total Price extended for evaluation purposes only; quantities on referenced contracts not the same as one recommended for award.