

**Program 5543-S Contract Term: August 1, 2013 through July 31, 2014 plus four option years**

**Title: Two-Color Highlighted Training Manuals**

ITEM	DESCRIPTION	BASIS OF AWARD	D&D Business, Inc d/b/a DDI Printing Willowbrook, IL		Envision Print Wichita, KS		GRC Enterprises Incorporated Warrenton, VA		Gray Graphics Capitol Heights, MD		K-B Offset Printing, Inc State College, PA	
			UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
<b>I.</b>	<b>COMPLETE PRODUCT</b>											
(a)	Black ink											
(1)	Makeready and/or setup.....per page .....	7900	6.95	54,905.00	NC	0.00	0.20	1,580.00	4.00	31,600.00	1.00	7,900.00
(2)	Running.....per page, per 100 copies .....	22359	0.96	21,464.64	2.20	49,189.80	1.25	27,948.75	1.00	22,359.00	1.90	42,482.10
(b)	Additional Second ink color											
(1)	Makeready and/or setup.....per page.....	2400	6.95	16,680.00	NC	0.00	0.35	840.00	10.00	24,000.00	2.00	4,800.00
(2)	Running.....per page, per 100 copies .....	7663	0.76	5,823.88	2.20	16,858.60	5.05	38,698.15	0.40	3,065.20	6.40	49,043.20
<b>II.</b>	<b>ADDITIONAL OPERATIONS</b>											
(a)	Shrink film wrap..... per book.....	9700	0.35	3,395.00	0.19	1,843.00	0.18	1,746.00	0.20	1,940.00	0.25	2,425.00
	<b>TOTAL OFFER:</b>			<b>\$102,268.52</b>		<b>\$67,891.40</b>		<b>\$70,812.90</b>		<b>\$82,964.20</b>		<b>\$106,650.30</b>
	<b>DISCOUNT:</b>		0.50%	<b>\$511.34</b>	0.00%	<b>\$0.00</b>	2.00%	<b>\$1,416.26</b>	1.00%	<b>\$829.64</b>	0.00%	<b>\$0.00</b>
	<b>NET OFFER:</b>			<b>\$101,757.18</b>		<b>\$67,891.40</b>		<b>\$69,396.64</b>		<b>\$82,134.56</b>		<b>\$106,650.30</b>
	<b>FREIGHT CHARGES</b>					<b>\$1,680.09</b>		<b>\$2,786.06</b>				
	<b>DISCOUNTED OFFER WITH FREIGHT</b>					<b>\$69,571.49</b>		<b>\$72,182.70</b>				
						AWARDED						

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			UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
<b>I.</b>	<b>COMPLETE PRODUCT</b>													
(a)	Black ink													
(1)	Makeready and/or setup.....per page .....	7900	5.00	39,500.00	6.27	49,533.00	NC	0.00	7.00	55,300.00	4.00	31,600.00	6.00	47,400.00
(2)	Running.....per page, per 100 copies .....	22359	2.50	55,897.50	0.65	14,533.35	2.73	61,040.07	0.71	15,874.89	0.90	20,123.10	0.90	20,123.10
(b)	Additional Second ink color													
(1)	Makeready and/or setup.....per page .....	2400	10.00	24,000.00	4.60	11,040.00	NC	0.00	5.00	12,000.00	6.00	14,400.00	6.00	14,400.00
(2)	Running.....per page, per 100 copies .....	7663	4.00	30,652.00	0.25	1,915.75	4.46	34,176.98	1.08	8,276.04	0.50	3,831.50	0.45	3,448.35
<b>II.</b>	<b>ADDITIONAL OPERATIONS</b>													
(a)	Shrink film wrap..... per book.....	9700	0.50	4,850.00	0.14	1,358.00	0.15	1,455.00	0.30	2,910.00	0.20	1,940.00	0.20	1,940.00
	<b>TOTAL OFFER:</b>			<b>\$154,899.50</b>		<b>\$78,380.10</b>		<b>\$96,672.05</b>		<b>\$94,360.93</b>		<b>\$71,894.60</b>		<b>\$87,311.45</b>
	<b>DISCOUNT:</b>		1.00%	<b>\$1,549.00</b>	2.00%	<b>\$1,567.60</b>	0.00%	<b>\$0.00</b>	2.00%	<b>\$1,887.22</b>	2.00%	<b>\$1,437.89</b>	2.00%	<b>\$1,746.23</b>
	<b>NET OFFER:</b>			<b>\$153,350.50</b>		<b>\$76,812.50</b>		<b>\$96,672.05</b>		<b>\$92,473.71</b>		<b>\$70,456.71</b>		<b>\$85,565.22</b>
	<b>FREIGHT CHARGES</b>					<b>\$2,606.48</b>						<b>\$3,249.27</b>		<b>\$3,249.27</b>
	<b>DISCOUNTED OFFER WITH FREIGHT</b>					<b>\$79,418.98</b>						<b>\$73,705.98</b>		<b>\$88,814.49</b>