NAME	Allied Mailing & Printing	A-1 Business Products	Centron Data Services, Inc	divdat	Lasertec, Inc.
ADDRESS	Fenton, MI	Warren, MI	Norton Shores, MI	Ferndale, MI	Sterling Heights, MI
ADDINESS	1 circon, wii				
Years in Business	10 years	53 years	10 years	36 years	22 years
Years providing printing & distribution serv	10 years	28 years	26 years	36 years	22 years
rears providing printing & distribution serv	To years				
Current clients w/ similar services	108 clients	City of Warren	City of Muskegon	Nestle Waters North America	City of Rochester Hills
Current cherits w/ similar services	CC Complete, Portland OR	City of Centerline	City of Romulus	Norwich Public Utilities	Waterford Township
	Universal Utilities, Flint, MI	City of Roseville	City of Novi	Veolia ES Solid Waste, Inc.	City of Southfield
AARI - 77	American Flight Attendants Assn,	Oity of Picocvino		Currently over 300 clients in live	
	Rosemont, IL			production	
A PARAMETER AND A STATE OF THE	Rosemont, IL				
Alaman					
Client References	American Metal Roofs-bus cards,	Provides various printed products	City of Dearborn-tax bills	Municipal Services Bureau-collection	Canton Community
	Itrhead, envelopes, marketing material	City of Warren	City of Grandville-tax and utility bills	ltrs, elect presort, custom program	Waterford Township
All Market Control of the Control of	Safety Technology Int-catalogs,	City of Centerline	Mason County-assessmt change	City of Ann Arbor-tax assessmts	City of Southfield
	flyers, promotional materials	City of Rochester Hills	notices, tax bills	and inserts-prints and mails	City of Farmington
	SPFPA-Membership Applications,	City of Roseville	Lenawee County-assessmt change	Nestle Waters North America-billing	Dearborn Heights
	bus cards, 24-page catalogs	City of Dearborn	notices, tax bills	stmts, late notices, collection ltrs	
- A- A	City of Fenton-City water report mailer	Murrays Discount Auto	City of Livonia-assessmt change	Veolia ES Solid Waste, Inc mail	7.00
	American Income Life-Sales and		notices	invoices, archiving services	
	marketing mailer			Norwich Public Utilities-archiving,	
O. MARINE P. M. MARINE P. M.	That total 9 mail of			print & mail electric, gas, sewer and	
				water bills-montly volume-23,000	
	//				
Full Time/Part Time Employees		13 full time/5 part time	35 full time/2 part time	71 full time/ 2 part time	40 full time/0 part time
ruii niile/rait niile Employees		To run arroy o per turno			
Zip+4 set up service		Yes	Yes	Yes	Yes
Zip+4 set up service		100			
Separate Cost for Zip+4		No	No	Yes	No No
Separate Cost for Zip+4					
Updated Certificate		Yes	Yes	Yes	Yes
opuared Certificate					
Post Office used to deliver hills		Royal Oak/Sectional Facility	On-site postal workers from Grand	Detroit, MI	Royal Oak, MI
Post Onice used to deliver bills			Haven PO, however mail will be		
			delivered directly to Grand Rapids		
			1		
Post Office used to deliver bills		Royal Oak/Sectional Facility	On-site postal workers from Grand Haven PO, however mail will be delivered directly to Grand Rapids District Ctr Facility of USPS	Detroit, MI	Royal Oak, MI

NAME	Allied Mailing & Printing	A-1 Business Products	Centron Data Services, Inc	divdat	Lasertec, Inc.
ADDRESS	Fenton, MI	Warren, Mi	Norton Shores, MI	Ferndale, MI	Sterling Heights, MI
Ability to meet processing and delivery		NA PARAMETER (MARKAMANA) 1919	Yes; Centron maintains an automated		All pieces will be printed, inserted and
specifications			order processing system. Upon	postal sorting, processing report,	mailed within the timeline upon
11 V als V 1 and V 11			receipt of production file, it is process-		receipt of the files and approval of the
			ed the same day as recd, laser	printed, QC validation, mailroom inserts	samples
			printed in evening, in mail next day if	job & delivers to PO. Turnaround	
			file is recd before 11am. USPS has	48 hrs. Delivers to Detroit PO twice	
			a post office in Centron production	daily. Mail is sorted, placed on skids,	
		ANALYS CONTRACTOR OF THE STATE	facility & mail is inspected and	wrapped and labeled for PO auto-	
		AAA	approved on site, then shipped to	mation	
			Grand Rapids and rerouted overnight		
			to USPS locations in RH		
Internet transfer of data	Yes, FTP	Yes, any format	Yes, FTP will work just fine	Yes. Receives 24/7. FTP is most	Can accept FTP files in various formats
				common	AAA AAA
	1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-				
Creating and printing barcode and OCR	Yes	Yes	Yes, doing this for many customers	Yes	Yes
scan line					
			A A A A A A A A A A A A A A A A A A A		
			And Alberta to a factor of the second of the		
Lockbox Specifications	Yes	Yes	Yes	Yes	Yes
		AMAZON INC.		1-11-11-11-11-11-11-11-11-11-11-11-11-1	
Subcontractors	No	Lasercomp, Troy, MI	No	Production of paper materials forms	No
		A.A.A.		& envelopes - will solicit 3 bids &	A LANGE CONTROL OF THE CONTROL OF TH
				select based on cost. Preferred	
				list provided. Pitney Bowes presort	
				vendor on-site	
Beneficial Options	Meeting to discuss reasons bills is	Have done many time sensitive	Yes, exact PDF replicas of the bills	Process Reports-confirmation	Lasertec does technical support for both
	created as it is and the options we are			File Tracker-reports order status	FTP and file transfers. Also provides
	proposing	lowest cost to the end user		Cass certification & postal discounts	online job tracking
		AND LOCAL CONTRACTOR OF THE CO		Can produce inserts	
				//AAA	

NAME	Allied Mailing & Printing	A-1 Business Products	Centron Data Services, Inc	divdat	Lasertec, Inc.
ADDRESS	Fenton, MI	Warren, Mi		Ferndale, MI	Sterling Heights, MI
	1 011011, 1111				
Experience other customers/communities	Very smooth	From data transfer to final printed and	Providing this type of services to	Over 300 clients in live production;	Printing, inserting and mailing services
w/ similar services	AAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAA	mailed product, will make sure all	communities over 25 yrs; long term	most over 10 yrs; commitment in	for past 22 years. Most accurate and
		items are done in a timely and	relationships w/ over 100 municipali-	providing superior service and	up-to-date technology for industry
	AA	productive manner	ties; experienced w/ regs of project	attention	today. Known for accuracy and
					reliability with time dated material
Work program to deliver the printing and	Is a preferred customer of US Postal	Abban (7)	Upon receipt of monthly production	File transfer and acknowledgement,	File submitted to FTP site, computer
distribution requirements	Service. Daily in-plant verification of		file, perform reqd postal processing,	pre-mailing address scrubbing and/or	programmers process information;
	mail; every day a postal employee	AAA	lowest postal rate possible, laser	address verification, custom data	approval of samples (sample can be
	comes on site to verify mail going		print bills, fold & insert w/ ret env &	processing, and printing, folding	faxed) information forwarded to print
1	out. Then a postal vehicles picks		any inserts; packaged to USPS specs	and inserting, mail preparation.	room, printing on RH paper, bills placed
\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\	up the mail		& delivered to USPS rep on-site,	Delivers completed mail to the USPS	in inserting machines, sorted according
			inspected & delivered to Grand Rapids	in Detroit, MI twice daily. Mail is	to postal code and delivered to Royal
22 (A)			then rerouted to USPS Roch Hills.	sorted, placed on skids, wrapped	Oak Post Office all while maintaining
		A AMALI WARLEY	Throughout process numerous quality	and labeled for post office automation	agreed upon time frames
			control cks assure 100% bills mailed		
Invoice detail	As requested	Detail all printed pieces, mailing	Date of mailing, quantity of bills	Custom stock will be billed separately	Job description, quantity of bills printed,
		codes and total pieces mailed out	mailed, per piece price, extended	Services: number of packages,	invoice #, dated, due date, job total,
	AAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAA	of Royal Oak PO w/ the dates of	total of per piece price, postge cost	additional pages, postage (detail by	freight amt, total due. Separate stmt for
		mailing	and total invoice cost	category) and any additional	postage w/ beg balance, amt added and
				services will be detailed separately	subtract postage used. Pre-sort rate.
					Quantity of bills mailed is listed
Meets Insurance Requirements	Yes	Yes	Yes	Yes	Yes
Contract	No	No	No	Yes	Yes
	·				
					M. M
					A. A

NAME	Allied Mailing & Printing	A-1 Business Products	Centron Data Services, Inc	divdat	Lasertec, Inc.
ADDRESS	Fenton, MI	Warren, Mi	Norton Shores, MI	Ferndale, Mi	Sterling Heights, MI
COST PROPOSAL					
		* 7F.00		N. N. Change	No Charge-using existing format
Initial set up/design of bill layout	No charge if layout does not change;	\$75.00	\$250.00	No Charge	No Charge-using existing lornal
	\$200.00 otherwise				1.
Cost of Printing Each Bill					
	2008 \$65/1000	0.055	7 \$33/1000	0.0	0.0
	2009 \$65/1000		3 \$33/1000	0.082	
	2010 \$65/1000		9 \$34/1000		5 TBD
	2011 \$65/1000		4 \$34/1000		7 TBD
	2013 \$65/1000		3 \$35/1000		TBD
Cost of Mailing (Zip+4)	2013 \$63/1000	0.003	3 \$30! 1000	0.00	F Ind the
	2008 Included above	n n4	5 \$30/1000	1 ounce \$.312-\$.36-Presort 1st class	Equal to the postal 5 digit price
	2009 Included above	Prevailing postage rates-lowest possible		At cost	Equal to the postal 5 digit price
	2010 Included above	Prevailing postage rates lowest possible		At cost	Equal to the postal 5 digit price
	2011 Included above	Prevailing postage rates-lowest possible		At cost	Equal to the postal 5 digit price
	2013 Included above	Prevailing postage rates-lowest possible		At cost	Equal to the postal 5 digit price
Cost of Delivery to Post Office	2010 Moladed above	Trovalling poolage rates is took poolisit			
	2008 Included above	N/C		0 N/C	Included
	2009 Included above	N/C		0 N/C	Included
	2010 Included above	N/C		0 N/C	Included
	2011 Included above	N/C		0 N/C	Included
	2013 Included above	N/C		0 N/C	Included
Cost for Insertions					
	2008 \$28/1000	\$500	\$10/1000	0.000	6 .029/ea
	2009 \$28/1000		\$10/1000	0.000	6 .029/ea
	2010 \$28/1000		\$10/1000	0.000	6 .029/ea
	2011 \$28/1000		\$10/1000	0.007	7 .029/ea
	2013 \$28/1000		\$10/1000	0.00	7 .029/ea
		Any insert not mentioned in quote			A
Additional Services	**				
	2008				Additioinal inserts up to - Included
	2009				Additioinal inserts up to - Included
	2010				Additioinal inserts up to - Included
Annua	2011			300 A 1 A 1 A 1 A 1 A 1 A 1 A 1 A 1 A 1 A	Additioinal inserts up to - Included
	2013		A 1 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4		Additioinal inserts up to - Included
			Al Amazini Ama		

NAME	Allied Mailing & Printing	A-1 Business Products	Centron Data Services, Inc	divdat	Lasertec, Inc.
ADDRESS	Fenton, MI	Warren, MI	Norton Shores, MI	Ferndale, MI	Sterling Heights, MI
				The second secon	
	2008				Electronic Data Transfer - Included
V=A1A1=b=	2009			÷ .	Electronic Data Transfer - Included
	2010				Electronic Data Transfer - Included
	2011				Electronic Data Transfer - Included
	2013				Electronic Data Transfer - Included
	2008				Folding and Sorting - Included
	2009				Folding and Sorting - Included
	2010				Folding and Sorting - Included
	2011			***************************************	Folding and Sorting - Included
10.4.	2013		The state of the s		Folding and Sorting - Included
C1-f C1					
Cost of Supplies		//AAA//	r of the Annal And Annal		
Bills/Paper Stock					
	2008 \$38/1000	\$18.48/1000	\$17/1000		0.019 \$20.85/1000
~~~~	2009 \$38/1000	2%		3% .020 - 6%	5%
	2010 \$38/1000	49	6	4% .021 - 6%	5% 5%
, and the second	2011 \$38/1000	59		4% .022 - 6%	5%
STATE OF THE STATE	2013 \$38/1000	6.50%	6	4% .024 ~ 6%	5%
#9 Return Envelope					
	2008 \$33/1000	\$17.68/1000	\$26.50/1000		0.018 \$24.50/1000
	2009 \$33/1000	2%		4% .019 ~ 6%	5%
	2010 \$33/1000	49		5% .021 - 6%	5%
	2011 \$33/1000	59		5% .022 - 6%	5%
	2013 \$33/1000	6.50%	6	5% .023 - 6%	5%
#10 Window Mailing Envelope					
	2008 \$35/1000		\$29.50/1000		0.023 \$32.45/1000
	2009 \$35/1000	29		4% .024 - 6%	5%
	2010 \$35/1000	49	6	5% .026 ~ 6%	5%
	2011 \$35/1000	5%		5% .027 - 6%	5% 5% 5%
	2013 \$35/1000	6.50%	6	5% .029 - 6%	5%
		Pricing based on 150M count	11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11 100 11		Contingent on fluctuation of paper costs
Sample Bills Submitted	Yes	No	Yes	Yes	Yes

NAME	HOV Services/Lason	Matrix Imaging Solutions	PSC Info Group	Smartbill Ltd	SourceLink Ohio LLC
ADDRESS	Livonia, MI	Sanborn, NY	Valley Forge, PA	Newark, Ohio	Miamisburg, OH
ADDRESS	LIVOITIO, WI	Odinotiti, itt			
Years in Business	22 years	19 years	37 years	5 yrs, 11 mos	20+ years
Years in Business Years providing printing & distribution serv	22 years	16 years	25 years	5 yrs, 11 mos	20+ years
rears providing printing & distribution serv	ZZ yGais	10 30010			
Current clients w/ similar services	City of Troy-W&S bills	445 clients	50+ clients currently in the	Licking County Water, Newark, OH	Gr Cincinnati Water Works
Jurrent chents w/ sumial services	St of Mich-Friend of Court Notices	National Fuel Gas, Buffalo, NY	municipal market	Fremont Water, Fremont, OH	Dayton Power & Light
	General Electric-Invoices/Stmts	Martin County Utilities, Stuart, FL	County of Lehigh, PA	Xenia Water, Xenia, OH	Indianapolis Power & Light
	General Electric-Invoices/Strits	Suffolk County Water, Bohemia, NY	City of Scranton, PA		
ANAMA ANAMA MARANA		Guilor County Water, Benefiting, W.	City of Bowling Green, KY		
1,1,2,1					
					O. Oir in att Water Works
Client References	Mutual non-disclosure and	National Fuel Gas-print mail gas bills	COMCAST	Over 100 util, hosp, govt & comm	Gr Cincinnati Water Works
	confidentiality policies with each	Martin Cty Util-print mail water bills	Aqua America, Inc.	Coshocton Cty Treas-Tax Stmts	Dayton Power & Light
	client. Will provide during next	Suffolk Cty Wat-print mail water bills	Energy United	Pataskala Water-Water stmts	Indianapolis Power & Light
A-2/20/2/10-1	round of discussions	Pearland-print mail water bills	County of Lehigh	Jefferson W&S Dist-Water stmts	Heartland Payment Systems
A 100 A		Hot Springs-print mail water bilis	City of Scranton	Galion Water-Water stmts	Social Security Administration
11 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		Passaic Valley Wat-prt mail water bl	City of Bowling Green	Champaign Cty Treas-Tax stmts	
		Document Archiving System on 3			
		of above companies			
Aldright	Administration				
Full Time/Part Time Employees	200 full time/2 part time	87 full time/4 part time	120 full time/30 part time	9 full time/5 part time	228 full time/15 part time
i di i inio all'inio amprogoso					
Zip+4 set up service	Yes	Yes	Yes	Yes	Yes, through Group1/Code One-
21p · + 30t ap 301 1100		AAA			
7-7-1					
Separate Cost for Zip+4	No	No	No	No	Yes
Coparato Coot of Lip 1					Aller
Updated Certificate	Yes. USPO onsite 24/7 at Livonia	Yes	Yes	Yes	Yes, every 30 days
SPACE VIIIINN	mail processing center				
Post Office used to deliver bills	Royal Oak	Sanborn location or Texas location	Reading, PA or Southeastern SEC	Daily deliveries to Newark,OH	Dayton, Ohio
1 Que o muse doug to don't or bino	,		Center in PA	Post Office	
7,000					
WAY!					
TAXANA AMARINA					İ

NAME	HOV Services/Lason	Matrix Imaging Solutions	PSC Info Group	Smartbill Ltd	SourceLink Ohio LLC
ADDRESS	Livonia, Mi	Sanborn, NY	Valley Forge, PA	Newark, Ohio	Miamisburg, OH
Ability to meet processing and delivery	Files recd by 10 PM will be	Yes- 24 hour usual turnaround		Customize internal processed based	Receives & processes data 24/7.
specifications	delivered to PO by 5 PM the next			on client need; commits to max 48hr	Closed on days USPS does not
Specifications	business day	The state of the s	A.1111 - A.1	turnaround. Typically w/ early morn-	accept mail. Acct Mgrs 7am-9pm.
The state of the s	- Dubilloob day	5	AAAAAA	ing receipt, docs are delivered the	Standard response time: calls-2hrs;
				same day. Receipt of data via FTP	email-2 hrs; contact available 24/7;
WAAH.000001	AL HASHIHIBAA YAY			will process, postal code and create	data file transmission-immediate;
				stmts in PDF format. PDF's made	data verf confirm-immediate; daily
		1		available for review & approval, stmts	mail confirm-8AM following day;
	A A A A A A A A A A A A A A A A A A A			printed & mailed.	postal reconcilation, daily,wk, mo;
MANAGEMENT AND					doc proofing-2 hrs; offset prt proofing
			3		2 hrs; chg mgmt-1 bus day
MARINING.					
Internet transfer of data	Supports FTP and Connect:	Yes	Yes, will accept internet transfer of	Can accept internet transfer of data	Yes FTP/SFTP
milernet transfer or data	Direct (NDM)	100	data in almost all formats.	via FTP site. Can accept single or	
AllAlaw	Direct (NDNI)	3		multiple input files in variety of	
			AAA/	formats.	
			AAA, aa	//////////////////////////////////////	
Creating and printing barcode and OCR	Yes	Yes	Yes, standard	Yes	Yes
scan line	165	103	100, standard		
Scarrine					
			A. A		
	AAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAA				
Lockbox Specifications	Voo	Yes	Yes, also provide lockbox services	Yes	Yes
Lockbox Specifications	Yes	168	1 63, also provide location services		
				All Heaville and the second and the	
	N	No	No	No	No
Subcontractors	No	INU	INO		
1000					
////	And de Andrews (Andrews (Andre	~			
The state of the s					
		Martin Barrella HODO Marilla	Cert. For all mail-N/C; data express	Postage efficiency, PDF file to RH	Offer delivery point verification and
Beneficial Options	Recommends printing black ink	Matrix Remote, USPS Merlin	view allows client to view & print bills		
	on back of bill. Design cost effective	System, on-site print shop DARS		messaging	r ostar one
	and attractive tax and water bill	and EBPP	online	messaging	
		de Allerania			
Addition - Addition					NAME OF THE PROPERTY OF THE PR
7/1/4		AIII.A. (A. (A. (A. (A. (A. (A. (A. (A. (A.			

NAME	HOV Services/Lason	Matrix Imaging Solutions	PSC Info Group	Smartbill Ltd	SourceLink Ohio LLC
ADDRESS	Livonia, MI	Sanborn, NY	Valley Forge, PA	Newark, Ohio	Miamisburg, OH
Experience other customers/communities	Over 200 print and mail customers	Extensive exp providing outstanding	Over 2000 clients	Extensive exp in Midwest commun-	Currently mail 1,000,000 critical
w/ similar services	with similar applications	service and technology expertise.	Single source partner, comprehensive	ities inproving described services.	notices daily for Soc Security Admin
And condition			cost effective data & forms mgmt	Specializes in design, printing and	& Medicare, 10,000 water bills daily
17.79.74.74.74.44.74.44.		for all types of companies, offers doc	program. In 36 most grown from 10	mailing stmt for municipalities.	for Gr Cincinnati Water Works; Mail
AX		imaging, reduce costs on mail	mill processed, prt & mail to volume	Familiar w/ industry software formats	20,000 billing stmts for Dayton and
	***************************************	processing	of 27 mill. Highest quality service &	and in-house designs, exp with	Indianapolis Power & Light
1 P 1 1 P 1 1 P 1 1 P 1 1 P 1 P 1 P 1 P			mutual trust	transitioning customers	
Work program to deliver the printing and	Data file receipt, reconciliation,	Doc layout & design, in-hs printing,	Review City reqs, set up data trans &	Docs controlled throughout process;	Document consultation and design;
distribution requirements	pre-composition (determine # of	data processing, digital migration	test file, assign dataexpress program-	Postage identified, reports created to	
	records, images, sheets, apply bus	process & archival capabilities, pre-	mer CAS, format docs, City approval,	audit docs throughout printing, folding	
	rules) sort & sementation, final	processing to meet specs, max	authorize approval sheet, live data to	inserting & mailing, docs separated	electronic & digital imaging;
	composition (appy indicia, create prt	postage savings & QC, production	Dataexpress, process, print & mail	by weight for entry to Postal Mail	intelligent and selectable inserting,
	files, reconciliation (reports & internl	mail ctr, QC, reporting; data import	docs - after approved by City mailed	System-provides visual auditing;	on site UPSP verification,
	audit) stmt output, reconciliation	summary, postal report, manifest	within 24 hrs.	postage stmts presented to PO	acceptance and routing
	reports	USPS 3600, address quality report,		identifies number of pieces and trays	
		online communication, testing &		included and the breakdown of each.	
		training, special inserts			
			***************************************		
Invoice detail	Will meet City's requirements	Bundled price (total mailed pieces)	As required by the City	Detail includes: date of run, actual	Invoice will provide detailed services
A.A A A A A A A A.		includes data processing, laser		postage used, total number of	and cost for each service
		printing, form, envelopes, folding,		records, service fees, type of stmt,	
		inserting & hand off to post office-		postage beg balance, postage bal	
		\$.0935 each. Insert fees at \$6.25/		on acct, etc. Can customize	
		1000. No inv for postage, but provide		invoice to meet customer's needs.	
		postage report w/ actuals			
Meets Insurance Requirements	Yes	Yes	Yes		Yes
hadada aharran				A STATE OF THE STA	A A A A A A A A A A A A A A A A A A A
Contract	Yes, sample provided	Yes	Yes		No
7-3-a-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1					
The second secon					4 / 1 / 1 / 1 / 1 / 1 / 1 / 1 / 1 / 1 /
				A AND AND AND AND AND AND AND AND AND AN	
					A LANGE AND
	2				

NAME	HOV Services/Lason	Matrix Imaging Solutions	;		SourceLink Ohio LLC
ADDRESS	Livonia, MI	Sanborn, NY	Valley Forge, PA	Newark, Ohio	Miamisburg, OH
COST PROPOSAL			A. IA. M. A.		
A STATE OF THE STA	### PA	005000//	NO		\$2,500
Initial set up/design of bill layout	\$250.00	\$350.00 (layout/programming)	N/C	A1000-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-	ΨΖ,ΟΟΕ
Cost of Printing Each Bill					
200	8 0.062	0.0325	0.03	0.07	\$7,500
200			5 5% to 8%	0.0721	\$8,000
200			3 5% to 8%	0.0742	
201			3 5% to 8%	0.0765	
201			2 5% to 8%	0.0788	
Cost of Mailing (Zip+4)	2 0.0030	Includes folding & insert env & bill	0.70.00.070		
200	8 0.0218	.31236 per USPS	0.009	0.31	\$14,250
200	9 0.0210	.31236 per USPS	5% to 8%	To be validated w/ customer's data,	\$15,000
201		.31236 per USPS	5% to 8%	Smartbill charges actual postage	\$16,500
201		.31236 per USPS	5% to 8%		\$17,500
201		.31236 per USPS	5% to 8%		\$18,500
Cost of Delivery to Post Office					
	8 N/C	N/C	\$0.01	N/C	N/C
	9 N/C	N/C	5% to 8%	N/C	N/C
	0 N/C	N/C	5% to 8%	N/C	N/C
	1 N/C	N/C	5% to 8%		N/C
201	2 N/C	N/C	5% to 8%	N/C	N/C
Cost for Insertions		For Additional Inserts			
200	8 0.0073	\$6.25/1000	.05=8.5"x11" B/W simplex (1 side)	No additional charge for insertions.	\$6,000
200	9 0.0074	\$6.25/1000	.02-3 2/3x11" B/W simplex (1 side)	Only printing costs will apply	\$7,500
201	0.0075	\$6.50/1000			\$8,000
201	1 0.0076	\$6.50/1000			\$8,500
201	2 0.0077	\$6.75/1000			\$9,000
Additional Services		DARS - Document Archiving			None
200	8 Special inserts. This quote assumes	Design Change Control \$40/hr	Data Express View \$.01/image	No charge for householding	
	9 the special inserts will be supplied	Dat File change Control \$125/hr	Data Express Setup N/C	No charge for customized	
	0 by the City	Setup/programming \$1500	Selective Inserting \$.05/each	messages	
201		Monthly maintenance \$250/mo	CD/DVD quart/semi ann \$50/\$75	No charge for usage graph	
201		CD archiving \$50 per CD	Final bill/cancel bills-same util bills		
		Pricing is firm for 2 years.	Nat. Change of Address & database	On-Line View	
					N. S.

NAME	HOV Services/Lason	Matrix Imaging Solutions	PSC Info Group	Smartbill Ltd	SourceLink Ohio LLC
ADDRESS	Livonia, MI	Sanborn, NY	Valley Forge, PA	Newark, Ohio	Miamisburg, OH
2	008	Yrs 3-5 increase to reflect 4% or	mgmt \$.005 each	.01/record	
2	009	based on CPI		.01/record	
2	010			.01/record	
2	011			.01/record	
2	012			.01/record	
	008				
2	009				
	010				
	011				
2	012				
Cost of Supplies			, , , , , , , , , , , , , , , , , , ,		
11.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1			USPS postage increases will be		
Bills/Paper Stock			applied	84 W. A. W.	
	0.0				\$4,500
			7 5% to 8%	3%	
		4%/CPI	5% to 8%	3%	
		3% 4%/CPI	5% to 8%	3%	0.035
	012	3% 4%/CPI	5% to 8%	3%	0.035
#9 Return Envelope			, A		0.1.100
	0.0	144 0.02			
			1 5% to 8%	3%	
	010	4%/CPI	5% to 8%	3%	
		3% 4%/CPI	5% to 8%	3%	
	012	3% 4%/CPI	5% to 8%	3%	0.035
#10 Window Mailing Envelope			M. Art.	AMANA SAMA	A 11 000
		172 0.02			
			3 5% to 8%	3%	
		4% 4%/CPI	5% to 8%	3%	
		3% 4%/CPI	5% to 8%	3%	0.035
2		3% 4%/CPI	5% to 8%	3%	6 0.035
	Price Per Piece of bill including	Price per Mailed piece0935	Total per piece price is \$.045 includes	5	
	postage \$.467	exclusive of postage	1st class presort postage		
Sample Bills Submitted	Yes	Yes	Yes	Yes	Yes

NAME	TBF Graphics/Digital	360 Services International	University Lithoprinters, Inc.	Utilitec-An Ancor Company	Wolverine Solution Group
ADDRESS	Saginaw, MI	Livonía. MI	Ann Arbor, MI	Troy, MI	Detroit, MI
ADDRESS	Sagmaw, Wil	Livoina, Mi			
rears in Business	25 years	33 years	73 years	22 years	29 years
rears in business  Years providing printing & distribution serv	25 years	33 years	Mail/distribution 4 years	22 years	Over 20 years
rears providing printing a distribution serv	20 years	Joo years	Printing 73 years		
Current clients w/ similar services	City of Saginaw	City of Portage	University of Michigan	40 utility contracts	200 clients
Jurrent clients w/ similar services	City of Flint	City of Birmingham	City of Dearborn	Oakland County Drain Commission	Chrysler Financial
A A A A A A A A A A A A A A A A A A A	Automated Business Systems	City of Burton	City of Westland	Semco Energy	Blue Cross Blue Shield
	Automated Business Systems	City of Barton		City of Lorain, OH	Jim Pylar
Allen					
Client References	City of Saginaw-comm printing, tax	Number of municipal clients- provide	Tier One Creative	Oakland County Drain Comm (8 yrs)	Chrysler Financial- print/mail missi
Dietr (Vereiences	forms, assmt notices, water bills	utility bill, tax bill, assmt notice, print	UM Medical School	Semco Energy (12 years)	critical docs,cert origin,cust accts
	City of St. Clair-envelopes, Itrhead,	and mail approx 150 statewide	City of Westland	City of Loraine (1 yr)	Blue Cross Blue Shield-ins docs,
	tax bills, water bills	City of Warren	UM LSA	S Central Indiana Rural Electric	explan of benefits,open enrollment
AAAAAA AAAAAAAAAAAAAAAAAAAAAAAAAAAAAAA	City of Port Huron-Water bills, Water	City of Flint -AbnAmro Lock Box Cust	American Plastic Toys	Cooperative (10 yrs)	Jim Pylar-print/mail payroli checks
A	shut-off notices, tax bills, checks,	City of Southfield		City of Aspen, CO (6 yrs)	City of Detroit-property tax notices
	time cards, assmt notices, parking	City of Taylor			and revenue collections print and
	citation	Coco Cola Enterprises			mail delinquent notices
Full Time/Part Time Employees	37 full time/2 part time	80 full time/9 part time	55 full time/2 part time	150 full time/30 part time	150 full time/50 part time
Zip+4 set up service	Yes	Yes	Yes with City providing 5 digit zip	Yes	Yes
Elp 14 det up del vide			code		
Separate Cost for Zip+4	No	Included in file processing charge	No	Monthly fee for latest CASS cert, address cleansing,del pt verif.	No
Updated Certificate	Yes	Every 60 days	Yes	Yes	Yes
1				BALLINI B	At dispetion of quotomor Dolivor
Post Office used to deliver bills	Will drop off bills at main postal	Livonia Main	USPS, Royal Oak, MI	Royal Oak BMEU(bulk mail entry	At discretion of customer. Deliver
	facility in Saginaw to be transported			unit) in Troy, MI	to post offices all over the country
	to RH distribution facility				

NAME	TBF Graphics/Digital	360 Services International	University Lithoprinters, Inc.	Utilitec-An Ancor Company	Wolverine Solution Group
ADDRESS	Saginaw, MI	Livonia, MI	Ann Arbor, Mi	Troy, MI	Detroit, MI
					-
Ability to meet processing and delivery	Upon receipt of data in processing	60 hr turnaround over normal bus days		Guarantee 24 hr turnaround as	Rec & audit data, email receiept &
specifications	facility, bills will be produced and	wkends & holidays excluded.	to be preprinting. After the datafile	a standard	record count, quality chk, mail file
	dropped off for distribution within	Receiot of FTP file triggers alert data	is received, can immediately begin		processing, data cleansing, autom
	24 hours excluding weekends and	is ready; programming opens file,	processing invoices		qual, doc composition, summary
	holidays	sorts, prepares, prints, prod samples			report, digital printing for physical
		run & sent to client for approval; job			doc creation. For many customers
		is put in production stream for			24 hrs. 60 hrs more than sufficient
		printing & mail processing			time.
Internet transfer of data	Data can be accepted in fixed	email or FTP. FTP preferred.	Email or FTP; company would	Yes, data sent via secure FTP.	Yes, FTP, SFTP, encrypted emal
	length or delimited format plus xml	Fox or delimited ASCII or print image	provide access to their site	Web-entable automated billing	and VPN
		ASCII preferred		system (Utilitrax) can work with any	/ 444
			A A A A A A A A A A A A A A A A A A A	format RH chooses	
			Alama		2
Creating and printing barcode and OCR	Yes	Yes	Yes, would be incorporated into the	Yes	Yes
scan line			variable data		
				TALANA MARANA	
, , , , , , , , , , , , , , , , , , , ,	1		***************************************		
A.A.A.I.	4.4.4.4.4.4.4.4.4.4.4.4.4.4.4.4.4.4.4.4.				
Lockbox Specifications	Yes	Already do for Flint & others	Yes	Yes	Yes
			1. Section		
Subcontractors	No	Offset Printing of Bill Stock-Style	Variable data printer to imprint black	No	No
		Craft Printing, Canton, MI	simplex data and OCR bar code,		
		Manu of printing & envelopes-	fold and collate material.		
		Western States Env Co, Toledo, OH			
Beneficial Options		Design consulting based on years	Preprinted documents to meet 60 hr	Value added capabilities, project	Solutions based company - will
		of experience	turnaround; Important prepaid postag		work to reduce costs & expedite
	VIII.		is rec'd from City	Job tracking, spec bundling & hand-	process
				ling, bill messaging,imaging, electr.	
				bill presentation & payment	

NAME	TBF Graphics/Digital	360 Services International	University Lithoprinters, Inc.		Wolverine Solution Group	
DDRESS Saginaw, MI			Ann Arbor, MI	Troy, MI	Detroit, MI	
Experience other customers/communities	Has provided exact services reg'd	Govt printing services to 250 units	Printing and mail preparation for the		Over 20 yrs exp includes property	
w/ similar services	for City of Saginaw for past 4 years	statewide; comm billing clients	following municipalities: Westland	design, printing, mailing and/or	tax notices, assmt notices, income	
	and City of Flint for past 15 mos w/o		Dearborn, Troy, Novi, Taylor and	electronic presentment and payment	tax forms and 1099's. Private	
· · · · · · · · · · · · · · · · · · ·	any interruption or concern of the	and Goodyear Gemini; Commercial	Farmington Hills	of utility bills. Last year: Loraine, OH	sector mission critical applications	
A	level of service administered	printing clients include Ford Motor,		Peninsula Light, Gig Harbor, WA,	as payroll chks for Fortune 100	
		GM, Goodyear Rubber & Tire, New		Howell-Oregon Electric Cooperative,	companies & other nego docs-	
		Holland America and others		West Plain, MO	financial and healthcare	
V-Materia /				//////		
Work program to deliver the printing and	As data is rec'd addresses will be	60 hr turnaround over normal bus days	Internal SPC quality control program	Each customer processed & printed	Receipt of data & est quantities	
distribution requirements	verified as deliverable zip code	wkends & holidays excluded.	followed by all staff from order entry	separately w/ quality verification;	for auditing; Quality Control proced-	
	sorted then imaged on laser stock.	Receiot of FTP file triggers alert data	through fulfillment. SPC team meets	Quality system for folding & inserting	ures, wk grps for each cycle, QC	
	Bills will then be folded and inserted	is ready; programming opens file,	monthly to review data & analyze.	with 100% accuracy, ind sequence	forms for ea operation, hrly sample	
	along w/ the return envelope into	sorts, prepares, prints, prod samples	Results available to staff & employees	numbers on every bill for tracking,	pulls,batch processing, sequence	
147 (mahah) (maya - 1 maya - 1	#10 window envelope	run & sent to client for approval; job	comply w/ SPC regulations &	and accuracy, JetVision camera	verif/ct verif, metrics, corrective	
A. (Black Mills All Market A.		is put in production stream for	encourage to participate in meetings	verification technology	action process, final inspection,	
		printing & mail processing			mgmt review. Completed timely	
		<u> </u>			at a competitive price	
Invoice detail	Will provide mailing cycle, number of	Minimally data processing, supplies	Invoices can itemize as much	ID number to view current inventory;	As requested	
	pieces, the per piece rate w/ a copy	(bill stock, env), laser printing, mail	information as requested	Inv has number, quantity, item num-		
	of the postage stmt.	operations, post office delivery, pos-		ber, description, unit price and total		
		tage usaged, reconcilation. Opt:		price		
	·	mail operations can be broken down				
The second secon		by steps				
Meets Insurance Requirements	Yes	Yes	Yes	Yes	Yes	
			AAAA	Market A A		
Contract	No	No - not required	No. Purchase Order stating terms	Yes		
·		A-000	and length of agreement			
	A144-V					
		and the state of t				
A-A-1						

TBF Graphics/Digital	360 Services int		University Lithoprinters, Inc.	Utilitec-An Ancor Company	Wolverine Solution Group
Saginaw, MI	Livonia, MI	///	Ann Arbor, Mi	Troy, MI	Detroit, MI
		1,0000011-12			
		//		\.\.\.\.\.\.\.\.\.\.\.\.\.\.\.\.\.\.\.	
\$1,500	\$200-\$400		\$500	No Charge	\$0
					*Costs are firm for 3 years
					Includes printing and inserting
				7	
	3				
	<u> </u>				
2 0.08		0.03		1	
					Paid at actual
8 .34/piece. Postage rates are subj to			1		0.31
					10.00.0011.0000000000000000000000000000
					<b>1</b>
1		0.02			//
2		0.02	5 0.071		
	9 Months:			renewal \$175, artwork \$80	
8 Included		\$18	N/A		\$25.00 each
9 Included					
0 Included		\$24	) N/A		
1 Included		\$24	) N/A		
2 Included		\$24	) N/A		
	No Folding Rego	l/ Folding Reg'd			Included with printing cost
	\$1.00/ea	\$5.00/ea	\$4/1000 pieces	\$.02/each	
	\$1.00/ea	\$5.00/ea	\$4/1000 pieces	\$.02/each	
		\$5.00/ea	\$4/1000 pieces	\$.02/each	
		\$5.00/ea	\$4/1000 pieces	\$.02/each	
	\$1.00/ea	\$5.00/ea	\$4/1000 pieces	\$.02/each	
Corporate indicia \$350.00	Data Processing				
			Cost of pickup of additional inserts	Programming/ongoing support at	
	· · · · · · · · · · · · · · · · · · ·	\$1,20		\$125/hour	
	and the second s			Printing for insert-quoted as needed	
				Web-Enabled Automation Program-	
				No Cost. Provides process status,	
				elect confirmations of real bills in	
	<u> </u>				
	08 0.07 10 0.075 11 0.075 12 0.08 08 34/piece. Postage rates are subj to change at the discretion of the USPS 10 11 12 10 12 12 12 12 12 12 12 12 12 12 12 12 12	0.075   0.075   0.075   0.075   0.075   0.075   0.075   0.08   0.075   0.08   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09   0.09	0.03	Based on annual printing - 150,000 yr   0.034   0.062   0.075   0.034   0.063   0.065   0.075   0.034   0.063   0.065   0.075   0.034   0.0665   0.065   0.034   0.0665   0.065   0.034   0.0665   0.065   0.034   0.0665   0.065   0.034   0.0665   0.065   0.034   0.0665   0.065   0.034   0.0665   0.065   0.034   0.0665   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.065   0.06	Based on annual printing - 150,000 yr   Bill & both envelopes printing   0.07   0.034   0.0635   0.114   0.0635   0.114   0.075   0.034   0.0635   0.114   0.0635   0.114   0.075   0.034   0.0655   0.114   0.075   0.034   0.0665   0.115   0.014   0.0685   0.112   0.016   0.025   0.08   0.034   0.0665   0.125   0.08   0.025   0.0665   0.0125   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.025   0.066   0.025   0.066   0.025   0.066   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.025   0.02

NAME	1	TBF Graphics/Digital	360 Services International		Utilitec-An Ancor Company	Wolverine Solution Group	
ADDRESS	5	Saginaw, MI	Livonia, MI	Ann Arbor, MI	Troy, MI	Detroit, MI	
	2008		Includes: CASS certification,		PRDF format for City review &		
	2009	·	postal sort, print file preparation		approval, automatic emails when		
	2010				data is out of balance		
	2011				Misc Mailings-quoted on specs		
	2012				Print Suppression \$.05/each		
					Webview Bill Imaging \$250/mo		
	2008				Quick Change Messaging \$100/mo		
	2009	·			Archiving \$.01 per image		
	2010		A 100 M 100				
	2011						
	2012						
Cost of Supplies							
Bills/Paper Stock			Actual increases only will apply				
	2008	\$2,250	\$1,555	\$1 275	*Paper pricing per PPI w/ each 10-pt	0.017	
	2009	\$2,250	5%		increase/decrease 4% will be	39	
	2010	\$2,370	5%		adjusted	39	
	2011	\$2,495	5%		,	39	
	2012	\$2,625	5%			30	
#9 Return Envelope			- / -		1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 -	\$	
	2008	\$2,550	\$2,993	\$2,732		0.017	
	2009	\$2,550	5%			39	
	2010	\$2,685	5%			39	
	2011	\$2,830	5%			3° 3°	
	2012	\$2,980	5%			39	
#10 Window Mailing Envelope		, <del>, -</del>			// A.A.I. (A.A.I.)		
	2008	\$3,300	\$3,488	\$3,040		0.019	
	2009	\$3,300	5%			39	
	2010	\$3,475	5%			39	
	2011	\$3,660	5%			39	
	2012	\$3,850	5%			3°	
Sample Bills Submitted	\	Yes	Yes	Yes	Yes	Yes	

NAME	Allied Mailing & Prir		A-1 Business Products	Centron Data Services, Inc	divdat	Lasertec, Inc. Sterling Heights, MI
ADDRESS	Fenton, MI		Warren, MI	Norton Shores, MI	Ferndale, MI	Sterling neights, wi
COST PROPOSAL						N. O'.
nitial set up/design of bill layout	\$200 if change in set	-up	\$75.00	\$250.00	No Charge	No Charge-using existing format
Cost of Printing Each Bill						24.05
	2008	\$9,750	\$8,355	\$4,950		\$4,35
	2009	\$9,750	\$8,520	\$4,950		\$4,35
	2010	\$9,750	\$8,685			IBD
	2011	\$9,750	\$8,760	\$5,100		TBD
	2012	\$9,750	\$8,895	\$5,250	\$13,500	TBD
Cost of Mailing (Zip+4)						
oost of Manage (Esp. 1)	2008 Included above		\$6,750	\$4,500	1 ounce \$.312-\$.36-Presort 1st class	Equal to the postal 5 digit price
	2009 Included above			\$4,500	At cost	Equal to the postal 5 digit price
	2010 Included above			\$4,650	At cost	Equal to the postal 5 digit price
ALCO TO CONTRACT OF THE CONTRA	2011 Included above			\$4,650	At cost	Equal to the postal 5 digit price
	2012 Included above		1000		At cost	Equal to the postal 5 digit price
0 - t - f D - f	2012 Included above		1 200	1	Aller	A
Cost of Delivery to Post Office	0000 last dad above		N/C		N/C	included
	2008 Included above		N/C		N/C	Included
	2009 Included above	·····	N/C		N/C	Included
N=2000	2010 Included above		N/C		N/C	Included
	2011 Included above		N/C		0 N/C	Included
	2012 Included above	///	N/C		J IN/C	THORACA
Cost for Insertions				#4 F00	\$900	\$4,35
/	2008	\$4,200	\$500			
	2009	\$4,200				
7	2010	\$4,200	\$500			
	2011	\$4,200	\$500			
	2012	\$4,200	\$500	\$1,500	\$1,050	\$4,35
			Any insert not mentioned in quote			AA
Bills/Paper Stock						
	2008	\$5,700	\$2,772	\$2,550		
	2009	\$5,700		\$2,626.50		
11 - 12 - 17 - 17 - 17 - 17 - 17 - 17 -	2010	\$5,700	\$2,937.42			
The state of the s	2011	\$5,700				
<i>y</i> ,	2012	\$5,700			\$3,598.06	\$3,801.
#9 Return Envelope		00,,00				
no rount Envelope	2008	\$4,950	\$2,652	\$3,975	\$2,700	
	2009	\$4,950				\$3,858.7
	2010	\$4,950				\$4,051.6
Market 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1,	2010	\$4,950 \$4,950				\$4,254.
	2012	\$4,950				
HAD MILE I S. S. S. S. P I	2012	94,90U	Ψ0,140.9	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		
#10 Window Mailing Envelope		6E 0E0	\$2,940.00	\$4,42	5 \$3,450	\$4,867.5
AAAAAAA	2008	\$5,250				
A. C.	2009	\$5,250				
	2010	\$5,250				
	2011	\$5,250				
	2012	\$5,250	\$3,487.54	\$5,327.3	9 94,333.30	Contingent on Paper Costs
			Assista			Contingent on Faper Costs
TOTALS:		,,			004.000	\$20,3
	2008	\$29,850			0 \$21,900	
V ₁ , v ₂ , v ₃ , v ₄ , v ₄	2009	\$29,850	\$23,801.2			\$20,953
A. ///	2010	\$29,850	\$24,304.4	1 \$23,154.3		
//AA	2011	\$29,850	\$24,822.8	\$23,722.2	7 \$24,819.15	
A.V., 10 p. 201	2012	\$29,850		2 \$24,617.4	7 \$25,912.30	
Total 5 years w/o postage		\$149,250			7 \$119,134	1
1 years w/o postage 1 years w/ postage at \$.312		\$46,800				\$46,
r years w/ postage at ⊅.31∠		\$76,850				

NAME	HOV Services/Lason	Matrix Imaging Solutions	PSC Info Group	Smartbill Ltd	SourceLink Ohio LLC
ADDRESS		index in inaging emission	Valley Forge, PA	Newark, Ohio	Miamisburg, OH
COST PROPOSAL	Livolna, M.			2.00.21	
Initial set up/design of bill layout	\$250.00	\$350.00 (layout/programming)	N/C		\$2,500
Cost of Printing Each Bill					
2008	\$9,300	\$4,875	\$4,500	\$3,000.00	\$7,500
2009		\$4,875	\$4,725.00	\$3,090.00	\$8,000
2010		\$5,070	\$4,961.25	\$3,182.70	\$8,500
2011		\$5,070	\$5,209.31	\$3,278.18	\$9,000
2012		\$5,280	\$5,469.78	\$3,376.53	\$9,500
Cost of Mailing (Zip+4)		Includes folding & insert env & bill			
2008	\$3.270	.31236 per USPS	\$1,350.00	0.31	
2009		.31236 per USPS	\$1,417.50	To be validated w/ customer's data	\$15,000
2010		.31236 per USPS	\$1,488.38	Smartbill charges actual postage	\$16,500
2011		.31236 per USPS	\$1,562.79		\$17,500
2012		.31236 per USPS	\$1,640.93		\$18,500
Cost of Delivery to Post Office	, <u>, , , , , , , , , , , , , , , , , , </u>				
2008	N/C	N/C	\$1,500.00	N/C	N/C
2000		N/C	\$1,575.00		N/C
2003		N/C	\$1,653.75		N/C
2010		N/C	\$1,733.44		N/C
	N/C	N/C	\$1,823.26		NC
	. 1470	For Additional Inserts	+ .,520,120		
Cost for Insertions 2008	\$1,005	\$6.25/1000	.05=8.5"x11" B/W simplex (1 side)	No additional charge for insertions.	\$6,000
		\$6.25/1000	.02-3 2/3x11" B/W simplex (1 side)	Only printing costs will apply	\$7,500
2009	\$1, (10 04.405	\$6.50/1000	.02-0 2/3X11 B/VV Simplex (1 Gide)		\$8,000
2010					\$8,500
201		\$6.50/1000			\$9,000
201:	\$1,155	\$6.75/1000			
Cost of Supplies			USPS postage increases will be		
Bills/Paper Stock		#0.550	applied \$4,500	\$3,000	\$4,500
2008		\$2,550			
2009		\$2,550			
2010		\$2,652			
201		\$2,758.08			
201:	\$1,841.69	\$2,868.40	\$5,469.78	\$3,376.53	\$0,103.63
#9 Return Envelope				¢2.250	\$4,400
200		\$3,150			
200		\$3,150			
201		\$3,276			
201		\$3,407.04			
201	2 \$2,478.53	\$3,543.32	\$4,011.17	\$2,532.40	\$5,049.10
#10 Window Mailing Envelope					#F 000
200	\$2,580.00	\$3,450			\$5,600
200		\$3,450			
201			\$3,307.50		
201			\$3,472.88	\$2,458.64	
201				\$2,532.40	\$6,426.13
	Price Per Piece of bill including	Price per Mailed piece0935	Total per piece price is \$.045 include	des	
	postage \$.467	exclusive of postage	1st class presort postage		
TOTALS:					
200	\$20,010.00	\$14,025	\$18,150.00	\$18,000.00	
200					\$45,507.50
200					\$48,532.76
					\$51,076.41
201					
201					
Total 5 years w/o postage	\$104,536.78	\$46,800		46,80	
1 years w/ postage at \$.312					
First Year W/ Set-Up	Proposed \$.467ea \$70,050	\$61,175	Proposed \$.045 ea \$67,500.00	Ψ04,00	201,000

NAME	i i	TBF Graphics/Digital	360 Services I	nternational	Citt Clasty Michigan Contract	Utilitec-An Ancor Company	Wolverine Solution	n Group
ADDRESS		Saginaw, MI	Livonia, MI		Ann Arbor, MI	Troy, MI	Detroit, MI	
COST PROPOSAL		Jaginaw, III	Livoina, iii					
nitial set up/design of bill layout		\$1.500	\$200-\$400		\$500	No Charge		\$0
Cost of Printing Each Bill		φ1,000	Ψ200 Ψ100		*	Bill & both envelopes printing	Includes printing ar	
Cost of Printing Each Bill	2000	\$10,500		\$5,100	\$9,300.00	\$17,250		\$8,250.00
	2008	\$10,500		\$5,100	\$9,525.00	\$17,250		\$8,250.00
		\$10,500 \$11,250		\$5,100	\$9,750.00	\$17,940		\$8,250.00
and the state of t	2010	\$11,250		\$5,100	\$9,975.00	\$18,645		
	2011		<u> </u>	\$5,100	\$10,200.00	\$19,395		
Total Linear Control of the Control	2012	\$12,000		Ψ0,100	\$545 one time set up fee,then per inv		Paid at actual	
Cost of Mailing (Zip+4)	0000	O.4/ in a Control of the Control of		\$3,750	\$9,900.00	.312342		0.31
	2008	.34/piece. Postage rates are subj to	<u> </u>	\$3,750	\$9,975.00	AAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAAA		
		change at the discretion of the USPS		\$3,750 \$3,750	\$10,200.00			
	2010	\$51,000		\$3,750	\$10,350.00		1	
	2011				\$10,650.00			
	2012			\$3,750	\$10,000.00	<u> </u>	- Allower - Allo	
Cost of Delivery to Post Office			9 Months:	A400	- N/A		\$25/ea x 24 =	\$600/yr
		Included	<u> </u>	\$180			W-0104 A Z I	
		Included		\$240				A
		Included		\$240				
	2011	Included		\$240		A.O.		~~~~
Helison Market Village	2012	Included		\$240	N/A	E 1 3447	Included with print	ing cost
Cost for Insertions	v,			qd/ Folding Req'd		Additional Inserts	of insert	ing cost
	2008	1 additional piece is included	\$1.00/ea	\$5.00/ea		\$.02/each	O) IIISER	.,,
	2009	1 additional piece is included	\$1.00/ea	\$5.00/ea		\$.02/each		//,
	2010	1 additional piece is included	\$1.00/ea	\$5.00/ea		\$.02/each		.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
		1 additional piece is included	\$1.00/ea	\$5.00/ea		\$.02/each		
		1 additional piece is included	\$1.00/ea	\$5.00/ea	\$600.00	\$.02/each		
			Add: \$1200/yr	for data processing	400			
Cost of Supplies								
Bills/Paper Stock			Actual increas	es only will apply				
Bilisi aper Grook	2008	\$2,250		\$1,555	\$1,275	*Paper pricing per PPI w/ each 10-p	ot	\$2,565.0
	2009			\$1,632.75		increase/decrease 4% will be		\$2,641.9
	2010	1		\$1,714.39		adjusted		\$2,721.2
-A-A-V-P	2010			\$1,800.11	\$1,353.04			\$2,802.8
	2012			\$1,890.11	\$1,380.10			\$2,886.9
#0.0-t F	2012	ξ ψ2,020		<b>V</b> 1,000				
#9 Return Envelope	2000	\$2,550		\$2,993	\$2,732			\$2,655.0
	2008	i and the second		\$3,142.65				\$2,734.6
	2009		<u> </u>	\$3,142.03				\$2,816.6
	2010			\$3,259.70				\$2,901.1
MARKET THE STATE OF THE STATE O	2011			\$3,464.77 \$3,638.01				\$2,988.2
- Was	2012	\$2,980	<del></del>	Φ <b>3,</b> 030.0 t	Ψ2,307.20			
#10 Window Mailing Envelope				@O 400	\$3,040	1		\$2,925.0
W-W-	2008			\$3,488				\$3,012.
AAAA	2009			\$3,662.40				\$3,103.
	2010			\$3,845.52				\$3,196.
	2011			\$4,037.80	- 5			\$3,292.
2000	2012	\$3,850	)	\$4,239.69	\$3,290.59	7		ΨΟ,ΣΟΔ.
TOTALS:	Acceptance of the second					647.050 O	^	\$16,995.
	2008	\$18,600.00	)	\$18,326.00				\$10,993.
	2009			\$18,727.80				
	2010			\$19,149.69				\$17,491.
144/	2011			\$19,592.68	\$28,403.33			
	2012			\$20,057.81	\$29,077.89			
Total 5 years w/o postage		\$98,670.00		\$95,853.98	\$139,497.86			
1 years w/ postage at \$.312			Postage @ \$		\$46,800	\$46,80		\$46,8
First Year W/ Set-Up		\$71,100.00		\$68,826.00			0	\$63,795.0