

BID PRICING RESPONSE

I. Minimum Percentage Discount(%) off Manufacturer’s Retail Price (MSRP)

Manufacturer	Product Category	Short Description	MSRP % Discount
L3Harris	Bid Cost	Equipment listed in the catalog with product code BC.	List Price
L3Harris	Combination Model	Equipment listed in the catalog with product code C..	MSRP 26% Discount
L3Harris	Software Services	Software listed in the catalog with product code L.	List Price
L3Harris	License with Delivery	Licenses listed in the catalog with product code LD.	List Price
L3Harris	Options	Equipment listed in the catalog with product code N.	MSRP 26% Discount
L3Harris	Feature Options	Features listed in the catalog with product code NB.	MSRP 26% Discount
L3Harris	Parts	Equipment listed in the catalog with product code P.	MSRP 26% Discount
L3Harris	Service Parts	Equipment listed in the catalog with product code S.	MSRP 26% Discount
L3Harris	Vendor Option	Equipment listed in the catalog with product code V.	MSRP 10% Discount
L3Harris	Vendor Customizes to L3Harris Specifications	Equipment listed in the catalog with product code VC.	MSRP 10% Discount
L3Harris	Special Products	Equipment listed in the catalog with product code 77.	MSRP 10% Discount

Each catalog listing is identified with an Equipment Class Code where applicable. The code can be found in the above Item Description field and defined in the below table. The discount offered in RFP# 042021 is based on the Equipment Class Code. The above list of Equipment Class Codes and associated discount off the published list price applies throughout the Products and Training catalogs attached within the Depth and Breadth of Offered Equipment, Products, or Services section.

Product Code	Product Summary
BC	Bid Cost are items/services that are directly quoted from the manufacturer and dependent upon scope (i.e., training).
C	Combination Model are items that must be purchased with multiple components (i.e., radios that include a transceiver, antenna and battery)
L	Software Services include various options that may be chosen based on the complexity of the Harris system being supported.
LD	License with Delivery is the cost for licensure for various products.
N	Options indicate items that can be purchased with additional feature sets.
NB	Feature Options include parts and licenses for products that offer additional features.
P	Parts are designated items for production use only, they are for sale to suppliers and are handled on a part by part basis.
S	Service Parts are items needed to maintain existing equipment (i.e., spare parts).
V	Vendor Options are various packages, items, sizes, colors, manuals, etc. that can be purchased with the standard listed products.
VC	Vendor Customizes to Harris Specifications are items that have been specifically configured to meet Harris' specifications.
77	Special Products are items that can be purchased for specific non-standard vendor equipment (i.e., battery charging station).

II. Volume/Promotional Discounts

Contract prices, including the applicable price discount, shall be the maximum or ceiling price Contractor can charge Purchasers. However, the Contractor may offer a Purchaser a greater price discount for a volume order or for promotional purposes which would result in even lower purchase prices.