

DISCOUNT & PRICING INFORMATION

1. Offeror's Marketing Category (check applicable)
 - a. _____ Manufacturer selling direct – has no dealers
 - b. _____ Manufacturer selling direct to the Government even though he has dealers.
 - c. _____ Manufacturer selling to the Government through dealers.
 - d. _____ Dealer selling direct to the Government (dealer must submit manufacturer's price list)
 - d. _____ Other (specify) _____

2. Identification of a Pricelist as the Basis for this Offer (check applicable, circle type, and attach 2 copies of the pricelist).
 - a. _____ Manufacturer's catalog / pricelist dated _____
 - b. _____ Dealer's catalog / pricelist dated _____
 - c. _____ Retailer's catalog / pricelist dated _____
 - d. _____ Other (specify) _____

3. Indicate Type of Discount Offered (check applicable)
 - a. _____ System, or product line, based (prepare one copy of Pages 2-4 for each)
 - b. _____ Across product lines (complete Pages 2-4 for entire product line)

4. Discounts

a. Discount offered for Product Line (indicate specific system, or product line, if more than one is being quoted) _____ is _____ % from price list indicated in #2 above, for delivery FOB Destination within consignees premises, plus prompt payment discount.

b. Do you have in effect, for any customer or any class, discounts and/or concessions including but not limited to the following, regardless of price list, which results in lower net prices than those offered the Government in this offer?

Yes ___ No ___ rebates of any kind, including year-end or end of contract

Yes ___ No ___ multiple quantity unit pricing plan

Yes ___ No ___ cumulative discounts of any type which cover items offered

Yes ___ No ___ products that may be combined for maximum discounts

Yes ___ No ___ other (specify) _____

If the answer to any of the above is "YES" please provide detailed explanation including the value expressed as a percentage of the list price.

- c. List below the best discount, *using percentages*, and/or concessions (regardless of quantity and terms and conditions) to other than the Department of Veterans Affairs from the price list in #2 above. If Not Applicable, please indicate N/A for the category.

| | Regular Discount | Quantity Discount | Aggregate Discounts | Prompt Payment | FOB Point | Other |
|-----------------------------------|---------------------|----------------------|------------------------|-------------------|--------------|-------|
| Dealers/retailers | _____ | _____ | _____ | _____ | _____ | _____ |
| Distributors/ wholesalers | _____ | _____ | _____ | _____ | _____ | _____ |
| Private Hospitals | _____ | _____ | _____ | _____ | _____ | _____ |
| Educational institutions | _____ | _____ | _____ | _____ | _____ | _____ |
| State, County, or Local Gov'ts | _____ | _____ | _____ | _____ | _____ | _____ |
| Original Eqpt. Manufacturers | _____ | _____ | _____ | _____ | _____ | _____ |
| Buying Groups (please specify) | _____ | _____ | _____ | _____ | _____ | _____ |
| Other (specify) | _____ | _____ | _____ | _____ | _____ | _____ |

5. Guarantee

Submit your standard commercial guarantee, or specify where it may be found in your catalog or price list included with this offer. Provide the percentage (or percentage range) or the catalog list price that your standard commercial guarantee is valued at: _____% OR from _____% to _____%. Indicate months for _____ parts, and _____ labor.

Is the full one year guarantee required by this solicitation (circle one)
more favorable / less favorable / equal to
the commercial guarantee?

Provide the percentage (or percentage range) of the catalog list price that a full one year guarantee is valued at: _____% OR from _____% to _____%

6. Installation and Instruction (Training) Provisions

Submit your standard commercial installation and instruction provisions, or specify where they may be found in your catalog or price list included with this offer. Provide the percentage (or percentage range) or the catalog list price that your standard commercial guarantee is valued at: _____% OR from _____% to _____%.

Are the installation and instruction provisions required by this solicitation (circle one)
more favorable / less favorable / equal to
those offered to commercial customers?

Provide the percentage (or percentage range) of the catalog list price that installation and instruction provisions are valued at: _____% OR from _____% to _____%

7. Shipping

Submit your standard commercial shipping terms and conditions, or specify where it may be found in your catalog or price list included with this offer. Provide the percentage (or percentage range) or the catalog list price that your standard shipping terms are valued at: _____% OR from _____% to _____%.

Are the shipping terms required by this solicitation (circle one)
more favorable / less favorable / equal to
the standard shipping terms?

Provide the percentage (or percentage range) of the catalog list price that FOB destination shipping terms is valued at: _____% OR from _____% to _____%