

3/26/2019

INSTRUCTIONS

- 1) Provide any additional proposed pricing incentives
- 2) List Services Proposed and the percent mark up over cost

Additional Pricing Incentives		Discount or Rebate
Large Volume Purchase Discounts	Graybar cannot sell at levels above the base contract price in contract EV2370 but was awarded the right to offer deeper discount for projects, or where large quantity discounts or localized supplier negotiations are available.	
Quick Payment Discount	Graybar's standard payment terms are NET 30. Graybar is proposing that Quick Payment Discounts are established by local district/branch management and approved on a customer by customer basis.	Graybar's standard payment terms are NET 30.
Annual Rebates	Graybar Annual Rebates program is located in Master Contract EV2370.	1. A one half of a percent (0.5%) rebate on all purchases made in excess of one million dollars (\$1,000,000) annually, retroactive to dollar one. Paid Annually 2. A one percent (1.0%) rebate on all purchases made in excess of two million dollars (\$2,000,000) annually, retroactive to dollar one (\$1). Paid Annually 3. A one and one half percent (1.5%) rebate on all purchases made in excess of four million dollars (\$4,000,000) annually, retroactive to dollar one (\$1). Paid Annually
Services (please list Services Proposed)	Services (please list Services Proposed)	Proposed Percent (%) Mark up Over Cost
Services Overview: Below is a list of the major service areas offered.	Summary of Services offered in contract EV2370: Graybar's awarded City of Kansas City contract and U.S. Communities national program EV2370, includes but not be limited to: Assessment, Engineering Supporting Contract Products, Analysis, RetroFit, Upgrade, Installation, Repair, Emergency, Recovery, Training and Integrated Services to support the products we distribute through the contract EV2370. Key areas of demand for services are Lighting & LED, Energy Management & Power Distribution, Start-Up & Commissioning, Repair & Retrofit, Test & Certification, Power Conditioning & Back-Up, Data Center & Technology Upgrades, Security, Wireless, Systems Integration & Testing. Below is a list of the major service areas offered.	Not to Exceed Cost Plus 26%
Lighting Services	Supporting all Lighting Manufacturers in contract EV2370: Assesment, Audits, Analysis, Engineering Supporting Contract Products, Replacement, Retrofits, Upgrades, Integration, Installation, Start-Up & Commissioning, Project Management and Maintenance.	Not to Exceed Cost Plus 26%
Power Services:	Supporting all Electrical Manufacturers in contract EV2370: Assesment, Audits, Analysis, Engineering Supporting Contract Products, Modernization, Replacement, Retrofits, Upgrades, Integration, Installation, Power Conditioning, UPS & Back-Up, Transformers, Motors & Generators, Project Management and Maintenance.	Not to Exceed Cost Plus 26%
Inventory Management Services:	Supporting all Inventory Management Solutions in contract EV2370: Smart Stock, Vending Machines, Bar Coding, Scanners, Software & Solutions to Support Agency Initiatives.	Not to Exceed Cost Plus 26%
Recycling Services:	Supporting all Recycling Manufacturers and Service Affiliates in contract EV2370: Self Service / Daily Use Boxes & Buckets, Bulk Recycling, Lamp, Ballast, Electronics, Batteries, ETC..	Not to Exceed Cost Plus 26%

Communication Services:	<u>Supporting all Communication and Security Manufacturers in contract EV2370:</u> Data Center & Technology Upgrades, Wireless, Systems Integration & Testing, Structured Cabling, On-Site Product Support, Mission Critical Facility Management, Storage Solutions, Network Operations, Fiber & Copper Cable Management and Remote Access, Implementation and Support, Asset Management & Audio-Visual Systems. Assessment, Audits, Analysis, Engineering Supporting Contract Products, Replacement, Retrofits, Upgrades, Integration, Installation, Project Management and Maintenance.	Not to Exceed Cost Plus 26%
Security Services:	<u>Supporting all Security Manufacturers in contract EV2370:</u> Security, Systems Integration & Testing, 911 Emergency Call Centers, Management and Remote Access, Asset Management, Access Control/Security, IP Surveillance/CCTV, & Notification Systems. Assessment, Audits, Analysis, Engineering to support contract products, Replacement, Retrofits, Upgrades, Integration, Installation, Project Management and Maintenance.	Not to Exceed Cost Plus 26%
Miscellaneous MRO & Related Product Services	<u>Supporting all Miscellaneous MRO & Related Product Services in contract EV2370:</u> Assessment, Audits, Analysis, Engineering Supporting Contract Products, Replacement, Retrofits, Upgrades, Integration, Installation, Project Management and Maintenance.	Not to Exceed Cost Plus 26%
Examples of Service Providers Available in contract EV2370 (But Not Limited To):	<u>Lighting Service Providers:</u> Acuity Brands, Eaton / Cooper, GE Lighting, Hubbell Brands, Phillips Lighting. <u>Power Service Providers:</u> 3M, ABB / TNB, Baldor, Bussmann, Eaton, GE, Hubbell, Liebert / Viavi, Lyon, <u>Schneider Services..</u> <u>Communication Service Providers:</u> APC, CommScope, Corning, Eaton, Liebert / Viavi, Schneider.. <u>Security Service Providers:</u> Arecont, Ingersol, Pelco, Samsung, UTC.. <u>Recycling Service Providers:</u> Mercury Waste, Veolia..	Not to Exceed Cost Plus 26%

Graybar U.S. Communities Pricing: Pricing applies to normally stocked Graybar materials. Discounts are based on Graybar List Price or Cost in effect at time of order. The majority of pricing on the Graybar contracts is based on a list less discount structure. Cost-Plus discounting is used for market sensitive commodities and lighting fixtures. Not-To-Exceed discounting is used for value added services and material with no list price in our system. Graybar cannot sell at levels above the base contract price and reserves the right to offer a lesser discount for projects, or where large quantity discounts or localized supplier negotiations are available. Pricing was established through competitive solicitation process with City of Kansas City, MO. Our Pricing Commitment through City of Kansas City and U.S. Communities agreements dictate that Graybar lead with the U.S. Communities contract first and foremost for any opportunity within the applicable government procurement segment. Our contracts represent pricing discounts from an extensive list of best-in-class suppliers offering unique opportunities to streamline your supply chain and find innovative or integrated solutions.