

**Pricing Sheet RFP 1907     Vendor Name and Contact: Gray Sigler (gray.r.sigler@sprint.com)**

General Information
Enter all information directly into the relevant Excel spreadsheet cells. Enter numbers on form in “number” (two-place decimal), not “currency” or other format unless otherwise stated. Omit dollar signs, commas, and any other non-essential symbols. (e.g., \$11.90 should be entered as 11.90) Prices must be in US Dollars. Enter “0” if there is no charge. <b>Cells left blank will be interpreted as “no offer.” A "No Offer" bid may disqualify the vendor from that category.</b>

Usage Summary -- Voice Service
The following is an estimate of the total number of subscribers within participating states in the Western States Contracting Alliance. The number represents the total number of line subscribers accross all WSCA states and from all current suppliers. California's total number of lines were removed from this estimate as they have submitted a RFP for Cellular service last year.

Estimated number of subscribers:	1,718,154
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Vendors may provide additional services as options. These must be noted as "additional services" on a separate sheet. Please identify how these options will tie into "Basic" or "Advanced Plan" discounts. For SMS and Broadband that is inclusive of the wireless services (i.e., smart phones), state the additional charge (if any) for those features in the cell, then describe the additional charge on a seperate sheet for clarification. For example, adding broadband may reduce the monthly charge on the original plan but then add a fee for the broadband. For the original plan, under broadband please write "NA" and then under the combo plan list the monthly charge, the charge for broadband, then explain those two charges together make up the total monthly charge and state the units (unlimited, 1500 messages, 1000 mb, etc.). Broadband services that are a "standalone", and not "bundled" as part of a wireless service offering must be submitted on the Broadband Pricing Sheet.

**Vendors must define peak times and set identical peak times for all plans.**

**Basic Equipment Package & Equipment Discounts**

Equipment	All Basic Plans Provide for:	Basic Equipment- at no charge for all plans: (Handset, AC Power Adapter/Charger, Compatible Handsfree Accessories)	List discount for equipment purchased not included in Basic Plans. Discount shall be off of list price and not to exceed general public pricing.
			Flat Rate Promotion Pricing on wireless devices, which is at least 39% discount off the 1 year net price, defined as the suggested retail price less \$75.00. WSCA corporate-liable subscribers will have deeper discounts on certain handsets. Please see Band 3 Cost Proposal for current handset pricing.
Discount shall be applied to the prevailing market pricing which includes all solicitations, promotions or contractual offerings.			

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## Option 1: Fixed Price Plans (no discount)

Shared-Minute Basic Plan shall include the following Features:	In the Additional Line column indicate the cost for each additional phone sharing minutes on the plan. Additionally indicate the maximum number of phones that can be shared on each plan.								
Minimum Minutes included in plan as requested	Basic rate plan for individual or shared minutes	Price	Included Minutes	Additional Line	Roaming Charges	Overage Fees	Broadband	SMS Text	Rollover Minutes Available
Free local calls and Natl. long distance calling for all Peak time minutes included in plan	WSCA Flat Rate Plan (Not a shared minute plan)	9.00	0	na	included	0.06 min	na	0.20	No
Unlimited off-peak minutes	WSCA Flat Rate Plan with unlimited Direct Connect (Not a shared minute plan)	15.00	0	na	included	0.05 min	na	0.20	No
Free On-network roaming	600 voice only (Not a shared minute plan)	29.99	600	na	included	0.25	na	0.20	No
Free Mobile-to-Mobile Minutes for calls placed to and from subscribers of the supplier	Unlimited voice only( Not a shared minute plan)	59.99	unlimited	na	included	na	na	0.20	No
SMS Text Messaging	Everything Business Plan (Not a shared minute plan)	89.99	unlimited	na	included	na	unlimited	unlimited	No

Shared-Minute Advanced Plan must include all features in the Basic Plans plus the following:	Advanced rate plan for individual or shared minutes	Price	Included Minutes	Additional Line	Roaming Charges	Overage Fees	Broadband	SMS Text	Rollover Minutes Available
Data enabled devices with unlimited Data usage	BlackBerry Bundle 400	49.99	400	na	included	0.25	na	unlimited	No
Walkie-Talkie	BlackBerry Bundle 700	59.99	700	na	included	0.25	na	unlimited	No
SMS Text messaging unlimited	BlackBerry Bundle 1000	69.99	1000	na	included	0.25	na	unlimited	No
	Pro Pack 400	49.99	400	na	included	0.25	na	unlimited	No
	Pro Pack 700	59.99	700	na	included	0.25	na	unlimited	No
	Pro Pack 1000	69.99	1000	na	included	0.25	na	unlimited	No

## Option 2: Discount Off Existing Plans

Shared-Minute Basic Plan shall include the following Features:										
Minimum Minutes included in plan as requested	Basic Plan	List Price	Included Minutes	Discount	Net Pricing	Roaming Charges	Broadband	SMS Text	Overage Fees	Rollover Minutes Available
Free local calls and Natl. long distance calling for all Peak time minutes included in plan	Business Essentials 400	39.99	400	10.00	29.99	included	na	na	0.25	No
Unlimited off-peak minutes	Business Essentials 1000	59.99	1000	15.00	44.99	included	na	na	0.25	No
Free On-network roaming	Business Essentials 1400	79.99	1400	20.00	59.99	included	na	na	0.25	No
Free Mobile-to-Mobile Minutes for calls placed to and from subscribers of the supplier	Business Advantage Talk 450 Plan	39.99	450	10.00	29.99	included	na	na	0.25	No

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Night & Weekends starting at 7PM	Business Advantage Talk 900 Plan	59.99	900	15.00	44.99	included	na	na	0.25	No
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Shared-Minute Advanced Plan and Individual-Minute Plans must include all features in the Basic Plans plus the following:	Advanced Plan	List Price	Included Minutes	Discount	Net Pricing	Roaming Charges	Broadband	SMS Text	Overage Fees	Rollover Minutes Available
Data enabled devices with unlimited Data usage	Everything Data 450	69.99	450	17.50	52.49	included	unlimited	unlimited	0.45	No
Walkie-Talkie	Everything Data 900	89.99	900	22.50	67.49	included	unlimited	unlimited	0.40	No
SMS Text messaging unlimited	Business Advantage Messaging 450	49.99	450	12.50	37.49	included	unlimited	unlimited	0.25	No
Night & Weekends starting at 7PM	Business Advantage Messaging 900	69.99	900	17.50	52.49	included	unlimited	unlimited	0.25	No
Unlimited <b>any mobile, anytime</b>	Business Advantage Messaging 2000	109.99	2000	27.50	82.49	included	unlimited	unlimited	0.25	No

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Vendor Name and Contact: Sprint Solutions, Inc. Gray Sigler (gray.r.sigler@sprint.com)

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Broadband							
Detail any additional plan specifics below:	Basic Plan	List Price	# Units included	Discount	Net Pricing	Overage Fees	Rollover Units Available
Unlimited Data Package	3G Unlimited Broadband	37.99		0.00	37.99	N/A	No
Limited Data Package	3G/4G Unlimited Broadband	37.99		0.00	37.99	0.25/MB (Roaming over 300MB only)	No
	5GB Embedded Broadband (Netbooks, Direct Sales only)	42.99		0.00	42.99	0.05/MB	No
	3G Tablet Pricing (2GB)	29.99		0.00	29.99	0.05/MB	No

These plans are custom plans designed for WSCA Members and the discounts are factored into the pricing. These plans are more aggressively priced than nationally available plans. Additional discounts do not apply. Applicable taxes and fees are not include. Please see additional conditions provided in Cost Proposal: Band 2.



Pricing Sheet RFP 1907			Vendor Name and Contact:						
USB Cable (NNTN5405)	Motorola	12 months	\$29.99	20%					
Micro-USB Cable (MCX8842R)	Magnadyne	12 months	\$19.99	20%					
Snap On Covers									
Body Glove Phone Cover (ZCH0511R)	Body Glove	12 months	\$24.99	20%					
Clear Ice Phone Cover (ZCS0156R)	Magnadyne	12 months	\$14.99	20%					
Silicone Skins									
Silicone Gels (ZCR5538R)	TESSCO	12 months	\$19.99	20%					
Phone Cover/Silicone Gel (ZCS0325R)	Technocel	12 months	\$9.99	20%					
Stylus									
N/A Only 1 device currently utilizes a stylus and the package includes 2.									
LCD Protectors									
Universal Screen Protectors (ZCU1234V)	Fellowes	12 months	\$11.99	20%					
Screen Protectors (ZCH6900V)	Technocel	12 months	\$14.99	20%					
Antennas									
Sprint Magnet Mount Antenna-Car Kit (TSS7664)	TESSCO	12 months	\$59.99	20%					
Wilson Sleek Antenna Booster (SSX6754Q)	TESSCO	12 months	\$129.99	20%					
Phone Holders									
D-Ring Leather Belt Clip (NTN2186MOT)	Motorola	12 months	\$11.99	20%					
Black Nylon Case (CCU9211R)	TESSCO	12 months	\$29.99	20%					
Phone Straps									
N/A									
Car Kits									
BlueTooth In-car speakerphone (KPX3250Q)	Motorola	12 months	\$79.99	20%					
Universal Vehicle Mount (KPX9792V)	TESSCO	12 months	\$39.99	20%					
Face Plates									
Universal Screen Protectors (ZCU1234V)	Fellowes	12 months	\$11.99	20%					
Screen Protectors (ZCH6900V)	Technocel	12 months	\$14.99	20%					
Repair Kits									
N/A Please see repair program options in Tab IV									
Discount Percentage	Percentage Discount for items not listed above			20%					
	Percentage Discount for Employee Purchases			N/A					

\* Price NET of discounts.

Note: The prices above are a sampling of Sprint accessories. The third tab in this Excel Workbook contains our current accessories and prices. WSCA Members will receive 20% off the retail price for corporate-liable accessories. The prices do not include applicable taxes or fees.

# WSCA Discount Percent

Company Name	Sprint Solutions, Inc.
Contact Name	Gray Sigler
Contact Email	<a href="mailto:Gray.R.Sigler@Sprint.com">Gray.R.Sigler@Sprint.com</a>

Vendors must list the top three sellers in each category for both Manufacturer and After Market Items

Item	Manufacture/Brand	Length of Warranty	WSCA Discount Percent		Aftermarket/Brand	Length of Warranty	WSCA Discount Percent
<b>Netbook/Tablet Devices</b>							
Inspiron Mini 1012	Dell	12 months	NET				
Inspiron 11z	Dell	12 months	NET				
<b>Blue Tooth</b>							
2090 Headset (HBX2090Q)	Jabra	12 months	20%				
Explorer 395 (HBX0395Q)	Plantronics	12 months	20%				
<b>Memory Cards</b>							
microSD 4GB (MMU1030Q)	SanDisk	12 months	20%				
microSD 16GB (MMU1031Q)	SanDisk	12 months	20%				
<b>Car Chargers</b>							
Vehicle Charger (NNTN6343)	Motorola	12 months	20%				
All-in-one Charger (PRX0310R)	Magnadyne	12 months	20%				
<b>Batteries</b>							
Lithium Ion 750 mAh (SNN570)	Motorola	12 months	20%				
High Capacity 1450 mAh (NNTN6343)	Motorola	12 months	20%				
<b>Travel Chargers</b>							
Rapid Travel Charger (NNTN4388)	Motorola	12 months	20%				
Travel Charger Plus (PGU3838)	Technocel	12 months	20%				
<b>Leather Cases</b>							
Leather Case (CFM5795R)	Fine Skin Leathers	12 months	20%				
Leather Pouch (CFP9811Q)	Superior Communications	12 months	20%				
<b>Holsters</b>							
Swivel Clip 3 (CBU2380)	Everwin	12 months	20%				
Holster (CHN0365)	Motorola	12 months	20%				

Company Name	Sprint Solutions, Inc.
Contact Name	Gray Sigler
Contact Email	<a href="mailto:Gray.R.Sigler@Sprint.com">Gray.R.Sigler@Sprint.com</a>

Item	Manufacture/Brand	Length of Warranty	WSCA Discount Percent		Alternate Manufacture/Brand	Length of Warranty	WSCA Discount Percent
<b>Hands Free</b>							
Sprint 3.5mm Mono Wired Headset	Magnadyne	12 months	20%				
Sprint Earbud (HRU3833R)	Everwin	12 months	20%				
<b>Data Cables</b>							
USB Cable (NNTN5405)	Motorola	12 months	20%				
Micro-USB Cable (MCX8842R)	Magnadyne	12 months	20%				
<b>Snap On Covers</b>							
Body Glove Phone Cover (ZCH6900V)	Body Glove	12 months	20%				
Clear Ice Phone Cover (ZCS01)	Magnadyne	12 months	20%				
<b>Silicone Skins</b>							
Silicone Gels (ZCR5538R)	TESSCO	12 months	20%				
Phone Cover/Silicone Gel (ZC5538R)	Technocel	12 months	20%				
<b>Stylus</b>							
N/A Only 1 device currently utilizes a stylus and the package includes 2.							
<b>LCD Protectors</b>							
Universal Screen Protectors (ZCH6900V)	Fellowes	12 months	20%				
Screen Protectors (ZCH6900V)	Technocel	12 months	20%				
<b>Antennas</b>							
Sprint Magnet Mount Antenna-Black	TESSCO	12 months	20%				
Wilson Sleek Antenna Booster	TESSCO	12 months	20%				
<b>Phone Holders</b>							
D-Ring Leather Belt Clip (NTN5405)	Motorola	12 months	20%				
Black Nylon Case (CCU9211R)	TESSCO	12 months	20%				
<b>Phone Straps</b>							
N/A							
<b>Car Kits</b>							
BlueTooth In-car speakerphone	Motorola	12 months	20%				
Universal Vehicle Mount (KPX5538R)	TESSCO	12 months	20%				
<b>Face Plates</b>							
Universal Screen Protectors (ZCH6900V)	Fellowes	12 months	20%				
Screen Protectors (ZCH6900V)	Technocel	12 months	20%				
<b>Repair Kits</b>							
N/A Please see repair program options in Tab IV							









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