

category discounts should not change over the term of the Contract.

Pricing Updates Core and Non-Core BSD Catalog items: Pricing for products covered by this office technologies agreement will be adjusted as follows:

a) Core BSD Catalog items pricing will be updated on a quarterly basis in January, April, July and October of each year during the term of the Agreement. Core price changes shall be implemented after thirty (30) day notice to Region 4 ESC. Region 4 ESC shall respond to the proposed price increase by the end of the thirty (30) day notice, and to the extent that Region 4 ESC does not respond within that time period, their silence shall be deemed acceptance of the proposed price change.

b) Non-Core BSD Catalog items pricing will be updated on a quarterly basis in January, April, July and October of each year during the term of the Agreement. Items will be based upon the product assortment in the BSD Catalog at the time of order. Office Depot will take a snapshot of web pricing, apply category discounts as below and on Flash Drive Tab 2 – Technology Non-Core pricing and lock pricing for the quarter (until next update).

REGION 4 ESC TECHNOLOGY WEBLESS DISCOUNT		
DEPARTMENT	CLASS	WEBLESS DISCOUNT
AUDIO AND VIDEO	CAMCORDERS	10%
AUDIO AND VIDEO	CAMERA ACC	15%
AUDIO AND VIDEO	CAMERAS	10%
AUDIO AND VIDEO	HEADPHONES	15%
AUDIO AND VIDEO	PORT VIDEO DEVICES	15%
BUSINESS COMMUNICATN	HEADSETS	10%
BUSINESS COMMUNICATN	TELEPHONE ACC	10%
BUSINESS COMMUNICATN	TELEPHONES	10%
BUSINESS MACHINES	TYPEWRTR / WORD PROC	10%
DISPLAY	MONITORS	10%
DISPLAY	PROJECTORS	10%
FLASH STORAGE	BLANK MEDIA	25%
FLASH STORAGE	MEMORY CARDS	25%
FLASH STORAGE	USB FLASH DRIVES	25%
MOBILITY	OTHER ACCESSORIES	10%
MOBILITY	POWER AND CABLES	10%
MOBILITY	TABLET ACCESSORIES	10%
MOBILITY	NETWORKING	10%
MOBILITY	WIRED NETWORKING	10%
MOBILITY	WIRELESS NETWORKING	10%
PC ACCESSORIES	ACCESS/STORAGE	15%
PC ACCESSORIES	CARDS/COMPONENTS	15%
PC ACCESSORIES	INPUT DEVICES	15%
PC ACCESSORIES	SURGE/CABLES	15%
PC UPGRADES	HARD DRIVES	15%

PC UPGRADES	SSD	15%
PRINTERS	INKJET PRINTERS	10%
PRINTERS	LASER PRINTERS/FAX	10%
PRINTERS	SCANNERS	10%
SHREDDERS	COMMERCIAL	15%
SHREDDERS	PERSONAL	15%
SHREDDERS	SHREDDER ACCESSORIES	15%

c) Notification Process for all Non-Core BSD Catalog Product Category Increases: Office Depot shall give Region 4 ESC at least thirty (30) days written notice of such price increase before any price increases take effect. Office Depot shall provide Region 4 ESC with an updated web-less category discount file for all Non-Core BSD Catalog items to verify that product price adjustments are being appropriately passed through to Region 4 ESC for Non-Core BSD Catalog items. In the event of extenuating market conditions, Office Depot reserves the right to adjust Customer's prices commensurately.

d) **Non-Core, Non-BSD Catalog Items:** Non-Core, Non-BSD Catalog Items which are identified on [www.officedepot.com](http://www.officedepot.com), will be priced at the regular sales price (promotions excluded) set forth on [www.officedepot.com](http://www.officedepot.com) at the time of the order, exclusive of bulk pricing discounts or other specials. Notwithstanding anything herein to the contrary, clearance items and promotional items, including, but not limited to, Instant Savings, Coupon Savings, Mail-In Savings, and Bundled Savings (collectively, "Excluded Categories"). Non-Core Items that are not identified in the BSD Catalog or on [www.officedepot.com](http://www.officedepot.com) shall not be subject to the pricing methodology otherwise set forth in this Agreement. Rather, prices for such items, as well as Excluded Categories, will be established by Office Depot in its discretion and will be presented to the Participating Agency at the point of sale or otherwise at the time of order placement.

- xi. Describe how future product introductions will be priced and align with Contract pricing proposed.

When future product introductions are needed, we will provide Region 4 ESC with the information concerning the product and the reasons for the introduction and the proposed pricing which will be based on the then current pricing structure within the contract unless there is no precedent, in which case we will propose pricing and negotiate in good faith to reach agreement.

Product, Services & Solutions Selection. In an effort to continuously improve its overall product selection, Office Depot reserves the right to add products, services and/or categories to the Contract that are related to the scope of the RFP and the Response, and/or which are related to the business that Office Depot provides to its customers from time to time. In such event, Office Depot will provide at least (30) days prior notice to Region 4 ESC.

- xii. Provide any additional information relevant to this section.

Tier One Alternative: Office Depot has developed a diversity purchasing initiative ("Tier 1 Program") that can be utilized by end customers to purchase products and services from small businesses, minority- or women-owned suppliers and service-disabled veteran suppliers. We appreciate the opportunity to help our Tier 1 diversity partners while assisting Region 4 ESC Participating Agencies to achieve their