



ALTERNATE CONTRACT SOURCE NO. 41120000-15-ACS
Research Laboratory Supplies
Fisher Scientific Company, L.L.C.
University of Florida
University of Florida Contract No.: ITN15NH-105

This Alternate Contract Source Agreement (ACS) is made and entered into as of the last date signed below by and between the State of Florida, Department of Management Services (Department) and Fisher Scientific Company, L.L.C., (Contractor).

1. Authority

- 1.1 The Department is authorized by subsection 287.042(16), Florida Statutes, “to evaluate contracts let by the Federal Government, another state, or a political subdivision for the provision of commodities and contract services, and, if it is determined in writing to be cost-effective and in the best interest of the state, to enter into a written agreement authorizing an agency to make purchases under such contract.”
- 1.2 The University of Florida (UF) competitively procured Research Laboratory Supplies and awarded contract ITN15NH-105 to Contractor. A Memorandum of Understanding (MOU) was executed on February 13, 2015 between the parties and is attached hereto as Exhibit A, (“Authorized Contract”). The Department has evaluated the Authorized Contract, together with any amendments and exhibits thereto, and hereby acknowledges in writing that use of the Authorized Contract is cost-effective and in the best interest of the State.
- 1.3 Therefore, the Department enters into this ACS with Contractor.

2. Additional Definitions

- 2.1 Agency – An entity within the executive branch of State government, as described in subsection 287.012(1), Florida Statutes.
- 2.2 Customer – an Agency that procures Research Laboratory Supplies under the ACS.
- 2.3 Research Laboratory Supplies - are life science and chemical products, consumable supplies, small laboratory equipment, laboratory instruments and other laboratory supplies, safety equipment and safety supplies.
- 2.4 State – the State of Florida.

3. Purpose and Scope of Use

- 3.1 The Purpose of this ACS is to acquire Research Laboratory Supplies for use by Agencies.
- 3.2 Customers may procure Research Laboratory Supplies from this Agreement pursuant to the terms and conditions of the Authorized Contract as modified and supplemented herein.

4. Term and Renewal

- 4.1 Term: This ACS shall become effective on April 1, 2015 or the date on which the agreement has been signed by both parties, whichever is later and shall have a term that is coterminous with the Authorized Contract, currently effective through February 12, 2020, unless terminated earlier by UF. In addition to the rights contained in the Authorized Contract, the Department reserves the right to terminate this ACS, effective upon 30 day written notice.
- 4.2 Renewal: Upon agreement of the parties, this ACS maybe renewed for a term that does not exceed the initial or renewal term of the Authorized Contract. Renewal must be in writing and is subject to the same terms and conditions set forth in the Authorized Contract, and any amendments, and this ACS, and any amendments.

5. Authorized Contract Terms and Exhibits Incorporated into the ACS

- 5.1 The attached Exhibits A-D of Section 10 are hereby incorporated into the ACS as if fully set forth herein, unless modified below and shall remain in full force and effect throughout the term of the ACS, unless modified in writing by the parties.
- 5.2 The following sections of Exhibit A, Authorized Contract, are superseded by Section 6, Terms Supplemental to the Authorized Contract.
- 5.2.1 Section I.D., Invoicing and Payment Terms
- 5.2.2 Section III.B., Hot List
- 5.2.3 Section IV.E., Quarterly Business Review Meetings
- 5.2.4 Section IV.F., eBusiness
- 5.2.5 Section IV.G., Reporting
- 5.3 Exhibit A, Section IV.A., Account Management is superseded by Section 7, Contract Management.
- 5.4 Exhibit A, Section III.D., Participation Incentive Fee is not incorporated into this ACS.

6. Terms Supplemental to the Authorized Contract

- 6.1 Form PUR 1000, General Contract Conditions
- This form is incorporated by reference and may be downloaded and viewed at: <http://www.dms.myflorida.com/content/download/2933/11777/1000.pdf>. If a conflict exists between the Authorized Contract and the General Contract Conditions, the Authorized Contract shall take precedence over the General Contract Conditions unless the conflicting term in the General Contract Conditions is required by Florida law, in which case the General Contract Conditions term will take precedence.
- 6.2 Purchase Order Limitations
- Terms and conditions inconsistent with or contrary to the terms and conditions of the ACS and the Authorized Contract shall not be added to or incorporated into the ACS or the Authorized Contract by any subsequent purchase order or otherwise; any attempts to add or incorporate such terms and conditions shall be null and void.
- 6.3 Purchase Orders
- In order to purchase products and services from the Authorized Contract, Customers shall issue purchase orders referencing this ACS. Customers are responsible for reviewing terms and conditions of this ACS and the Authorized Contract. The Department is not a party to any purchase order issued by a Customer.

6.4 Contractor Pricing

Contractor pricing discounts are listed in Exhibit B: Prime Award PPG schedule with Bands and Exhibit C: Prime Award PPG Schedule to this ACS for use by customers in procuring Research Laboratory Supplies under this Agreement.

6.5 Hot List

Within 30 days of execution of the ACS and annually in January thereafter, the Contractor shall develop a Hot List Pricing sheet, which shall be incorporated by reference and posted on the Department's website. The Hot List contains additional discounts based on the volume of State purchases for specific items.

6.6 Employment Eligibility Verification

Pursuant to State of Florida Executive Order Number 11-116, Contractor is required to use the U.S. Department of Homeland Security's E-Verify system to verify the employment eligibility of staff assigned by the Contractor to work in the United States and to provide services to Agencies during the ACS term. The Contractor shall include in agreements with Subcontractors a requirement that Subcontractors providing temporary staff to the Contractor utilize the E-Verify system to verify the employment eligibility of all such staff.

6.7 Preferred Pricing

The Contractor agrees to submit to the Department, at least annually, an affidavit from an authorized representative attesting that the Contractor is in compliance with the best pricing offer provision contained in General Contract Conditions (PUR 1000), Paragraph 4(b).

6.8 Scrutinized Company List

In executing this ACS, the Contractor certifies that it is not listed on either the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, created pursuant to section 215.473, Florida Statutes. Pursuant to section 287.135(5), Florida Statutes, Contractor agrees the Department may immediately terminate this ACS for cause if the Contractor is found to have submitted a false certification, or if Contractor is placed on the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List during the term of the ACS.

6.9 MyFloridaMarketPlace Registration

In order to complete any transaction authorized by this ACS, Contractor must be registered in MyFloridaMarketPlace. All transactions are subject to a transaction fee pursuant to Rule 60A-1.031, Florida Administrative Code.

6.10 Transaction Fee Report

Contractor is required to submit quarterly Transaction Fee Reports in electronic format. Transaction Fee Reports shall be submitted in accordance with the detailed fee reporting instructions and vendor training presentations available online at the Transaction Fee Reporting and Vendor Training subsections under Vendors on the MyFloridaMarketPlace website, located at <http://dms.myflorida.com/mfmp>.

6.11 Electronic Invoice

The Contractor may supply electronic invoices in lieu of paper-based invoices for those transactions processed through MyFloridaMarketPlace (MFMP). Contractor agrees, upon

Department's request, to establish electronic invoicing within 90 days of written request. Electronic invoices shall be submitted to the Customer through the Ariba Network in one of three mechanisms as listed below.

6.11.1 cXML (commerce eXtensible Markup Language)

This standard establishes the data contents required for invoicing via cXML within the context of an electronic environment. This transaction set can be used for invoicing via the Ariba Network for catalog and non-catalog goods and services. The cXML format is the Ariba preferred method for e-Invoicing.

6.11.2 EDI (Electronic Data Interchange)

This standard establishes the data contents of the Invoice Transaction Set for use within the context of an Electronic Data Interchange (EDI) environment. This transaction set can be used for invoicing via the Ariba Network for catalog and non-catalog goods and services.

6.11.3 PO Flip via Ariba Network

The online process allows suppliers to submit invoices via the Ariba Network for catalog and non-catalog goods and services. Contractors have the ability to create an invoice directly from their Inbox in their Ariba Network account by simply "flipping" the PO into an invoice. This option does not require any special software or technical capabilities.

6.11.4 For the purposes of this section, the Contractor warrants and represents that it is authorized and empowered to and hereby grants the State and the third party provider of MFMP, a State Contractor, the right and license to use, reproduce, transmit, distribute, and publicly display within the system the information outlined above. In addition, the Contractor warrants and represents that it is authorized and empowered to and hereby grants the State and the third party provider the right and license to reproduce and display within the system the Contractor's trademarks, system marks, logos, trade dress, or other branding designation that identifies the products made available by the Contractor under the Contract.

6.11.5 The Contractor will work with the MFMP management team to obtain specific requirements for the Electronic Invoicing upon contract award.

6.12 Purchasing Card Program

The Contractor must accept universal card format Purchasing Cards (e.g., American Express, MasterCard, and Visa), but this is not the exclusive method of payment (e.g., purchase order). The method of ordering and payment (e.g., purchase order, Purchasing Card) shall be selected by the Eligible User.

The State of Florida has implemented a purchasing card program, using the Visa platform. Contractors may receive payment from state agencies by the purchasing card in the same manner as other Visa purchases. Visa acceptance is mandatory but is not the exclusive method of payment. The State reserves the right to change the platform as necessary. The State will not fill out any Contractor forms or contracts in association with the Contractor accepting a purchasing card payment. Contractors are not allowed to charge a fee for accepting a purchasing card payment. Surcharges or convenience fees are prohibited. Fees shall not be charged for using a purchasing card unless the fees are charged for all methods of payment (cash, check, debit cards, vouchers, etc.), and must be approved by the Eligible User prior to order acceptance.

On-line billing or payment systems maintained by the Contractor will not store the card holder's account number and expiration date for re-use. Card holders will provide the Contractor with card account information at each transaction.

6.13 Lobbying

Contractor shall comply with sections 11.062, Florida Statutes and 216.347, Florida Statutes, which prohibit the use of state funds to lobby the Legislature, Judiciary, or state agencies.

6.14 Payments by the State

The State of Florida's performance and obligation to pay under this ACS is contingent upon an annual appropriation by the Legislature.

Payment shall be made in accordance with section 215.422, Florida Statutes. Interest penalties for late payment are available subject to the provisions in section 215.422, Florida Statutes. A vendor ombudsman, whose duties include acting as an advocate for vendors who may be experiencing problems in obtaining timely payment(s) from a state agency may be contacted at (850) 413-5516.

6.15 Legal Venue

The exclusive venue of any legal or equitable action, to which the Department is a party that arises out of or relates to this ACS, shall be the appropriate administrative forum or State court in Leon County, Florida. For any legal, administrative or equitable action that arises out of, or relates to, this ACS, Florida law shall apply and Contractor waives any right to a jury trial.

6.16 Notices

Contract notices may be delivered in accordance with section 38, General Contract Conditions, Form PUR 1000, the Authorized Contract or by email to the contact person as identified in section 7.0 below.

6.17 Reporting

In addition to any reports required by the Authorized Contract, the Contractor shall submit a quarterly report in the required format electronically to the Department's Contract Manager within 30 days of the end of the quarter. The Department reserves the right to require the Contractor to provide additional reports within 30 days of written notice. Failure to provide the quarterly report or other reports requested by the Department may result in the Contractor being found in default and may result in termination of the ACS. Initiation and submission of the quarterly report are the responsibility of the Contractor without prompting or notification by the Department. Sales will be reviewed on a quarterly basis. Should no sales be recorded in two consecutive contract quarters, the Department may terminate the ACS.

6.18 Business Review Meetings

The Department reserves the right to schedule business review meetings as frequently as necessary. The Department will provide the format for the Contractor's agenda. Prior to the meeting, the Contractor shall submit the completed agenda to the Department for review and acceptance. The Contractor shall address the agenda items and any of the Department's additional concerns at the meeting. Failure to comply with this section may result in the Contractor being found in default and the ACS terminated.

6.19 Commitment to Diversity in Government Contracting

The State of Florida is committed to supporting its diverse business industry and population through ensuring participation by minority, women, and service-disabled veteran business enterprises in the economic life of the State. The State of Florida Mentor Protégé Program connects minority, women, and service-disabled veteran business enterprises with private corporations for business development mentoring. We strongly encourage firms doing business with the State of Florida to consider this initiative. For more information on the Mentor Protégé Program, please contact the Office of Supplier Diversity at (850) 487-0915 or osdhelp@dms.myflorida.com.

Upon request, the Contractor shall report to the Department, sales with certified and other minority business enterprises. These reports will include the period covered, the name, minority code and Federal Employer Identification Number of each minority vendor utilized during the period, commodities and services provided by the minority business enterprise and the amount paid to each minority vendor on behalf of each agency ordering under the terms of this Contract.

6.20 Public Records

6.20.1 Access to Public Records

The Contractor shall allow public access to all documents, papers, letters, or other material made or received by the Contractor in conjunction with the Contract, unless the records are exempt from Article I, Section 24(a), Florida Constitution or section 119.07(1), F.S. The Department may unilaterally terminate the Contract if the Contractor refuses to allow public access as required in this section.

6.20.2 Redacted Copies of Confidential Information

If Contractor considers any portion of any documents, data, or records submitted to the Department to be confidential, proprietary, trade secret or otherwise not subject to disclosure pursuant to Chapter 119, F.S., the Florida Constitution or other authority, Contractor must – upon request, provide the Department with a separate redacted copy of the information it claims as Confidential and briefly describe in writing the grounds for claiming exemption from the public records law, including the specific statutory citation for such exemption. This redacted copy shall contain the Contract name and number, and shall be clearly titled “Confidential.” The redacted copy should only redact those portions of material that the Contractor claims is confidential, proprietary, trade secret or otherwise not subject to disclosure.

6.20.3 Request for Redacted Information

In the event of a public records or other disclosure request pursuant to Chapter 119, F.S., the Florida Constitution or other authority, to which documents that are marked as “Confidential” are responsive, the Department will provide the Contractor-redacted copies to the requestor. If a requestor asserts a right to the Confidential Information, the Department will notify the Contractor such an assertion has been made. It is the Contractor’s responsibility to assert that the information in question is exempt from disclosure under Chapter 119, F.S., or other applicable law. If the Department becomes subject to a demand for discovery or disclosure of the Confidential Information of the Contractor under legal process, the Department shall give the Contractor prompt notice of the demand prior to releasing the information labeled “Confidential” (unless otherwise prohibited by applicable law). Contractor shall be responsible for defending its

determination that the redacted portions of its response are confidential, proprietary, trade secret, or otherwise not subject to disclosure.

6.20.4 Indemnification for Redacted Information

Contractor shall protect, defend, and indemnify the Department for any and all claims arising from or relating to Contractor's determination that the redacted portions of its response are confidential, proprietary, trade secret, or otherwise not subject to disclosure. If Contractor fails to submit a redacted copy of information it claims is Confidential, the Department is authorized to produce the entire documents, data, or records submitted to the Department in answer to a public records request or other lawful request for these records.

6.21 Security and Confidentiality

6.21.1 The Contractor shall ensure that confidential or exempt information is protected from disclosure in accordance with Florida law.

6.21.2 The Contractor shall comply with the accessibility standards stated in section 508 of the Rehabilitation Act of 1973 (29 U.S.C. 794(d)), including regulations set forth under 36 C.F.R. part 1194, and sections 282.601-606, Florida Statutes.

6.21.3 At the expiration of the ACS, the Contractor shall return all Department or Customer information to the Department or Customer in a usable format to be agreed upon by the Department, Customer, and Contractor.

6.21.4 At the expiration of the ACS and after all federal and state record retention requirements have been met, the Contractor shall destroy and render unrecoverable all remaining Department or Customer information and certify in writing to the Department or Customer that these actions have been taken. Contractor shall adhere to the information destruction standards established by the National Institute of Standards and Technology Special Publication 800-88, "Guidelines for Media Sanitization" (2006). See <http://csrc.nist.gov>

6.21.5 The first sentence of section 33, General Contract Conditions, PUR 1000 is replaced by the following: The Contractor shall comply fully with all security procedures of the Customer, including those adopted pursuant to section 501.171, Florida Statutes, and Chapter 71A-1, Florida Administrative Code, in performance of the Purchase Order. The warranties of this paragraph shall survive the ACS. If the Customer's security procedures in place as of the effective date of the Purchase Order materially change, then the Customer shall promptly notify the Contractor, and the Contractor and the Customer shall negotiate an amendment to the Purchase Order to address the change in procedures.

6.22 Compliance with Laws

The Contractor shall comply with all laws, Florida Administrative Code rules, ordinances, and licensing requirements applicable to the conduct of its business within the State, including those of federal, state, and local governmental entities having jurisdiction and authority. By way of non-exhaustive example, Chapter 287, Florida Statutes, and Chapter 60A-1, Florida Administrative Code, govern the ACS. By way of further non-exhaustive example, the Contractor shall comply with section 274A of the Immigration and Nationality Act, the Americans with Disabilities Act, and all prohibitions against discrimination on the basis of race, religion, sex, creed, national origin, handicap, marital status, or veteran's status. Violation of such laws may be grounds for termination of the ACS.

The Contractor also shall be governed by and shall not act inconsistently with sections 119.07 and 119.0701, Florida Statutes, regarding public records (all data or information furnished by the Department or State of Florida are state data and records), and section 501.171, Florida Statutes, regarding data security and records maintenance. Any maintenance, support, notice, self-training, certification, audit, review or other provisions contained in Purchase Orders, or additional terms and conditions incorporated into those agreements, that do not comply with Florida law shall not apply to this ACS.

7. Contract Management

- 7.1 The Department employee responsible for maintaining the contract file for this ACS is:
Christopher McMullen, Contract Manager/Purchasing Analyst
FL Department of Management Services
Division of State Purchasing
4050 Esplanade Way, Ste. 370
Tallahassee, FL 32399-0950
Telephone: (850) 922-9867
E-mail: Christopher.McMullen@dms.myflorida.com
- 7.2 The Department may unilaterally appoint a different Contract Manager to the ACS. Said action shall not constitute or require an amendment to the ACS. Any communication to the Department relating to the ACS shall be addressed to the Contract Manager.
- 7.3 The Contractor shall assign one individual to serve as the designated contact person for this ACS. All questions and Customer service issues concerning this ACS shall be directed to the Contractor's designated contact person. It will be the designated contact person's responsibility to coordinate with necessary Customer personnel as required to answer questions and resolve issues. The Contractor must provide written notice to the Department if a new employee is designated as the contact person for this ACS within 5 business days of the change.
- 7.4 The Contractor employee responsible for maintaining the contract file for this ACS is:
Mark Mullins, Region Manager Florida
Fisher Scientific, L.L.C.
3970 Johns Creek Court
Suwannee, GA 30024
Telephone: (305) 528-0672
E-mail: Mark.Mullins@thermofisher.com

8. Consequences for Non-performance

- 8.1 Financial Consequences
Customers must apply financial consequences if the Contractor fails to perform in accordance with the ACS or Customer Purchase Order(s). Customer Purchase Order(s) will include financial consequences for non-performance. Financial consequences for non-performance shall not be considered penalties.
- 8.2 Contractor Event of Default
Any non-performance by the Contractor, which is not cured within at least 30 days after receipt of written notice thereof by the State, may constitute a default. At the State's exclusive discretion, the period afforded for cure may be extended so long as Contractor institutes satisfactory performance and thereafter diligently and continuously pursues satisfactory performance.

- 8.3 **State Remedies**
Upon the occurrence of a default on the part of the Contractor, the State is entitled to remedies as stated in rule 60A-1.006, Florida Administrative Code, without limitation as to the State's pursuit of other remedies at law or equity.
- 8.4 **State Event of Default**
The State's failure to perform or delay in performing any of the its responsibilities under this ACS will not constitute grounds for termination of the ACS, or Purchase Order(s), or other means of purchase, by the Contractor except for a failure by the State to timely pay amounts due and owing after a reasonable time to cure and agreement by the State.

9. Subcontractors

The Contractor shall not use subcontractors to provide products or perform services under this ACS without express prior written permission of the Department. Contractor's use of subcontractors without the express prior written consent of the Department shall constitute a breach of this ACS and may result in termination of the ACS.

10. Exhibits to the ACS

- 10.1 All terms and conditions contained in Exhibits A through D are incorporated as if fully set forth herein and shall remain in full force and effect throughout the term of the ACS, unless modified in writing by the parties. The Exhibits are:
- 10.1.1 Exhibit A: The Authorized Contract, including exhibits and amendments as modified by Section 5 of this document.
 - 10.1.2 Exhibit B: Prime Award PPG schedule with Bands
 - 10.1.3 Exhibit C: Prime Award PPG schedule
 - 10.1.4 Exhibit D: UF's Invitation to Negotiate No. ITN15NH-105 for Research Laboratory Supplies

11. Entire Agreement of the Parties

- 11.1 This document and Exhibits A through D constitute the ACS and entire understanding of the parties. Any modification to the ACS must be in writing and signed by the parties.
- 11.2 In the event of conflict, this document, the exhibits and agency purchase orders shall have priority in the order listed below:
- 11.2.1 This document and amendments, with latest issued having priority
 - 11.2.2 Exhibit A: Authorized Contract and amendments
 - 11.2.3 Exhibit D: UF's Invitation to Negotiate No. ITN15NH-105 for Research Laboratory Supplies and amendments
 - 11.2.4 PUR 1000, General Contract Conditions
 - 11.2.5 Exhibit C: Prime Award PPG Schedule
 - 11.2.6 Exhibit B: Prime Award PPG Schedule with Bands
 - 11.2.7 Hot List Pricing
 - 11.2.8 Purchase Orders issued pursuant to the ACS

IN WITNESS WHEREOF, the parties have executed this Agreement as of the last date signed by both parties below.

State of Florida

Department of Management Services:

Fisher Scientific Company, L.L.C.:

Signature: Signature on File

Signature: Signature on File

Name: Chad Poppell

Name: Eric Patterson

Title: Secretary

Title: Regional Vice President, Sales

Date: _____

Date: _____

Exhibit A Authorized Contract

University of Florida Memorandum of Understanding (MOU) Laboratory Supplies

Purpose: The intent of this document is to clearly outline the mutual understanding between the University of Florida ("University") and Fisher Scientific Company L.L.C. ("Vendor") surrounding our enhanced partnership for the future for the Laboratory Supplies ITN #15NH-105

This MOU outlines the agreement for UF entities. Other adopting entities are outlined in Attachment D, E and F.

	✓ to Accept Vendor Accept	University Accept
I. General Terms		
A. Agreement Length: 5 years with two (2) one-year options to extend.	✓	✓
B. Effective Date: Upon signature for a period of five (5) years.	✓	✓
C. Termination: Either party may terminate this Agreement without cause following ninety (90) days prior written notice to the other party. In the event of termination under this provision, the Successful Vendor shall be entitled to receive just and equitable compensation for work in progress, work completed and materials accepted before the effective date of termination.	✓	✓
D. Invoicing and Payment Terms: Vendor and University will decide upon a mutually acceptable standard format for invoicing. Invoices shall be made available electronically. Payment terms will be net 30 days with a 2% discount for non-credit card orders if paid within 10 days.	✓	✓
E. Entities Covered: The terms and conditions of this agreement will apply to all the other state universities and government institutions that recognize Fisher Scientific as its prime supplier of Laboratory Supplies by executing an agreement between that university or institution and Fisher Scientific. Other entities such as state universities, community colleges, district school boards, educational institutions and governmental agencies may establish a multiple vendor agreement under this award with separate pricing (Attachment D, E and F), incentives and service levels by executing a separate agreement between such entity and Fisher Scientific.	✓	✓
F. Governance: In the event of a conflict between documents, this Agreement (MOU) shall be first control, the Invitation to Negotiate, and finally the vendor response and General Terms and Conditions of Sale.	✓	✓
II. Service Level Expectations		
A. Shipping: Vendor will deliver all products FOB destination. Shipping cost for all products will be paid by Vendor, with the exception of expedited delivery services. Vendor shall provide desktop delivery to all University locations at the Gainesville campus only with regard to orders from the on-site storeroom.	✓	✓
B. Other Shipping & Related Fees: Vendor shall waive all hazardous material (hazmat) fees, blue and dry ice fees, fuel surcharges, or any other related transportation fees.	✓	✓
C. Restocking Fees: Vendor shall not charge restocking fees for any items returned.	✓	✓
D. Order Accuracy: Order Accuracy rate shall be maintained at 95% or greater. Order Accuracy rate is defined as "the number of items delivered as ordered divided by the total number of items ordered."	✓	✓
E. Product Returns: University shall have the right to return any unused products for a full refund within 30 days of ordering, with the exception of frozen or refrigerated products which may spoil, or custom products.	✓	✓
F. ECCN Codes: Vendor shall provide ECCN codes for all goods covered by federal government export restrictions. ECCN codes should be included on all quotes and invoices for equipment over \$5,000.	✓	✓
G. Other Services: Vendor & University will jointly determine additional service level expectations within 30 days of the signed agreement which includes but not limited to, delivery times, order fill rate, etc.	✓	✓
III. Pricing & Financial Incentives		
A. Discounts: Pricing shall consist of a list price minus a discount based on the product group a product falls in. See Attachments A and E for product discounts that recognize Fisher Scientific as Prime supplier. See Attachment D and E for product discounts for multivendor agreement discounts. All discounts shall be set for the term of the contract.	✓	✓
B. Hot List: In recognition of the high volume of purchases, Vendor shall provide significantly deeper discounts for a list of products accounting for approximately 25% of University's consumable spend. These items shall be referred to as the hot list, and are denoted in Attachment C. University and Vendor will work together to adjust the hot list semi-annually to maintain product mix accounting for 25% of annual spend. Hotlist for institutions using this agreement as a multi-vendor award is in Attachment F.	✓	✓
C. UF Volume Incentive Cost Reduction: Vendor will pay to the University 2.0% rebate on all (excluding Life Technologies products) sales volume through this agreement at the University of Florida in the form of reduced prices. The rebate awarded in the form of price reductions until the total calculated amount has been saved. Vendor will track and report accumulated discounts at business review. Life Technologies sales volume will be broken out for reporting purposes to ensure compliance to the contract.	✓	✓
D. Participation Incentive Fee: Vendor will pay to the University 0.5% rebate on all (excluding Life Technologies products) sales volume through this agreement at institutions where this agreement is not prime. For State Institutions that adopt this contract as prime, the rebate shall be returned to each institution by reducing net cost or as the institution designates. Calculation of this benefit will be reported by Vendor at the first review meeting of the year for the prior year.	✓	✓
E. Life Science Growth Plan: Vendor will rebate back the transportation fees paid by the University on Life Technologies consumable products, whether purchased directly or through Fisher Scientific, if the growth goal for the calendar year is met. Baseline will be established within the first 30 days of the contract term. This incentive is for the University of Florida only and is not available to the participating entities. Growth goals are as follows: Year 1 - 10% over baseline Year 2 - 5% over prior year Year 3 - 3% over prior year Year 4 - 3% over prior year Year 5 - at or above prior year	✓	✓
F. Low Cost Alternatives List: Vendor shall maintain a list of no fewer than 200 low-cost alternatives to items University currently purchases. These items will be highlighted on Vendor website and by other means approved by University as alternative options for researchers placing orders. Under no circumstances shall Vendor website or any other mechanism substitute these or any other low-cost alternatives without approval of University representative placing the order.	✓	✓

**University of Florida
Memorandum of Understanding (MOU)
Laboratory Supplies**

Purpose: The intent of this document is to clearly outline the mutual understanding between the University of Florida ("University") and Fisher Scientific Company L.L.C. ("Vendor") surrounding our enhanced partnership for the future for the Laboratory Supplies ITN #15NH-105

G. New Product Introductions: Vendor will notify University purchasing department quarterly of new product introductions and provide an updated pricebook indicating the PPG and band the new products belong in.	✓	✓
H. New Product Pricing: If a new product is introduced into an existing category of products, University shall receive the discount corresponding to that product category off of the public list price. In the event a new category of products is introduced or a product is not placed in a category, University and Vendor will negotiate a mutually agreed upon discount for all products in that category.	✓	✓
I. Manufacturer price negotiations: On no less than a quarterly basis Vendor and University will provide data to identify underserved commodities being purchased directly through manufacturer or distribution. Manufacturers of focus will be jointly determined and both Vendor and University will work together to move distribution of identified products through the prime distributor channel or negotiate decreased costs (or rebates) for manufacturer spend through the prime agreement in the best mutual interest.	✓	✓
J. List Price: List prices shall be held firm for one year from the effective date of this contract. Vendor shall be allowed to implement a price increase equal to the increase in Vendor's list prices each year during the month of January, provided that Vendor's overall annual price increase shall not exceed the change in the Finished Goods Producer Price Index (PPI) for that year. Once any price increase is implemented, Vendor shall provide University Purchasing Department with a complete listing of their products, containing the previous year's list price and the new list price for each product. Requests will be made no less than 60 days in advance and include documentation of cost drivers and an impact statement.	✓	✓
J Signing Bonus: Vendor shall pay University a pre-paid rebate for the first year of \$1.0M due within 30 days after award posting. In the event that University terminates this agreement without cause at any time prior to expiration of the initial five (5) year term, University shall repay Vendor such pre-paid rebate on a pro-rata basis. An additional \$1.0M will be applied to price reductions at \$200,000 annually for 5 years; applied in the form of price reductions until the total amount has been saved and reported with other required reporting.	✓	✓
K. Large Orders: Vendor willing to offer deeper discounts for large one-time orders on a case by case basis.	✓	✓

	Vendor Accept	University Accept
IV. Management & Reporting		
A. Account Management: Vendor will designate a dedicated UF approved account team to assist in all activities associated with the service and maintenance of the account as outlined in Vendor response.	✓	✓
B. On-campus Storeroom Management: Vendor shall provide management services for an on-campus storeroom at University of Florida. Vendor shall stock and sell high volume, ethanol, dry ice and other requested items from their catalog in the storeroom. Vendor may also be asked to stock and sell third party vendor items as needed. In addition, Vendor shall make on-campus, desktop deliveries from the stockroom.	✓	✓
C. On-campus Storeroom Rent and Location: To be mutually agreed upon by the parties in writing, provided that rent for the storeroom shall not be less than \$6,000 per year.	✓	✓
D. Additional Pricing Structures: Vendor will make available to UF additional pricing structures (besides Hotlist, and PPG; i.e. Vendor Product line discounts) to be incorporated into contract. This will be discussed at Business Reviews.	✓	✓
E. Quarterly Business Review Meetings: To maintain partnership, Vendor will meet at least on a quarterly basis with University account management to discuss vendor performance and review reporting. Vendor shall present recommendations to enhance value, improve sustainability options and further reduce product costs related to University purchases as they become apparent.	✓	✓
F. eBusiness: Vendor will participate in the University's eProcurement and eInvoicing initiatives, as well as future initiatives. Punch-out site provided by Vendor will have stock availability functionality. Vendor agrees to suppress products in punch-out site as required by UF.	✓	✓
G. Reporting: Vendor will provide University with detailed reporting (electronic) as outlined in the ITN and this MOU as requested by University either monthly, quarterly, and/or semi-annually. Reporting will include entities that adopt the UF agreement and all requirements will be discussed during contract implementation.	✓	✓
H. Remediation: Vendor will produce audit tool as mutually agreed upon by the parties in writing to be utilized by UF personnel. In the event pricing or discount levels reflected on invoices do not match the pricing levels as stated in the agreement, University and Vendor will work together to calculate and issue an appropriate credit.	✓	✓

Signed by: Eric Porterson Date: 02/12/2015
Vendor

Signed by: N.S Heredia Date: 2/13/2015
University
Nicola Heredia, Assistant Director

Signed by: Michael V. McKee Date: 2/13/2015
University
Michael V. McKee, Interim Vice President and Chief Financial Officer

**Exhibit B
Prime Award PPG schedule with Bands**

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Apparatus	Apparatus - All Other	Apparatus - All Other - High Discount	47.0%	Based on January List Price of Applicable Calendar Year	A001	1
Apparatus	Apparatus - All Other	Apparatus - All Other - Medium High Discount	48.0%	Based on January List Price of Applicable Calendar Year	A001	2
Apparatus	Apparatus - All Other	Apparatus - All Other - Medium Discount	37.7%	Based on January List Price of Applicable Calendar Year	A001	3
Apparatus	Apparatus - All Other	Apparatus - All Other - Medium Low Discount	34.0%	Based on January List Price of Applicable Calendar Year	A001	4
Apparatus	Apparatus - All Other	Apparatus - All Other - Low Discount	20.5%	Based on January List Price of Applicable Calendar Year	A001	5
Apparatus	Apparatus - Education	Apparatus - Education - High Discount	29.0%	Based on January List Price of Applicable Calendar Year	A900	1
Apparatus	Apparatus - Education	Apparatus - Education - Medium High Discount	29.0%	Based on January List Price of Applicable	A900	2

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Apparatus	Apparatus - Education	Apparatus - Education - Medium Discount	29.0%	Based on January List Price of Applicable Calendar Year	A900	3
Apparatus	Apparatus - Education	Apparatus - Education - Medium Low Discount	29.0%	Based on January List Price of Applicable Calendar Year	A900	4
Apparatus	Apparatus - Education	Apparatus - Education - Low Discount	29.1%	Based on January List Price of Applicable Calendar Year	A900	5
Apparatus	Clamps, Trays, and Supports	Clamps, Trays, and Supports - High Discount	39.6%	Based on January List Price of Applicable Calendar Year	A005	1
Apparatus	Clamps, Trays, and Supports	Clamps, Trays, and Supports - Medium High Discount	59.0%	Based on January List Price of Applicable Calendar Year	A005	2
Apparatus	Clamps, Trays, and Supports	Clamps, Trays, and Supports - Medium Discount	56.8%	Based on January List Price of Applicable Calendar Year	A005	3
Apparatus	Clamps, Trays, and Supports	Clamps, Trays, and Supports - Medium Low Discount	48.0%	Based on January List Price of Applicable	A005	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Apparatus	Clamps, Trays, and Supports	Clamps, Trays, and Supports - Low Discount	36.0%	Based on January List Price of Applicable Calendar Year	A005	5
Apparatus	Cryogenic Products	Cryogenic Products - Medium High Discount	35.4%	Based on January List Price of Applicable Calendar Year	A006	2
Apparatus	Cryogenic Products	Cryogenic Products - Medium Discount	39.9%	Based on January List Price of Applicable Calendar Year	A006	3
Apparatus	Cryogenic Products	Cryogenic Products - Medium Low Discount	31.2%	Based on January List Price of Applicable Calendar Year	A006	4
Apparatus	Cryogenic Products	Cryogenic Products - Low Discount	24.0%	Based on January List Price of Applicable Calendar Year	A006	5
Apparatus	Desiccators	Desiccators - High Discount	35.0%	Based on January List Price of Applicable Calendar Year	A007	1
Apparatus	Desiccators	Desiccators - Medium High Discount	41.2%	Based on January List Price of Applicable	A007	2

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Apparatus	Desiccators	Desiccators - Medium Discount	48.0%	Based on January List Price of Applicable Calendar Year	A007	3
Apparatus	Desiccators	Desiccators - Medium Low Discount	45.0%	Based on January List Price of Applicable Calendar Year	A007	4
Apparatus	Desiccators	Desiccators - Low Discount	38.5%	Based on January List Price of Applicable Calendar Year	A007	5
Apparatus	Facility Safety - Maintenance & Operations - Apparatus(Safety)	Facility Safety - Maintenance & Operations - Apparatus(Safety) - High Discount	29.2%	Based on January List Price of Applicable Calendar Year	A004	1
Apparatus	Facility Safety - Maintenance & Operations - Apparatus(Safety)	Facility Safety - Maintenance & Operations - Apparatus(Safety) - Medium High Discount	42.3%	Based on January List Price of Applicable Calendar Year	A004	2
Apparatus	Facility Safety - Maintenance & Operations - Apparatus(Safety)	Facility Safety - Maintenance & Operations - Apparatus(Safety) - Medium Discount	41.5%	Based on January List Price of Applicable Calendar Year	A004	3

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Apparatus	Facility Safety - Maintenance & Operations - Apparatus(Safety)	Facility Safety - Maintenance & Operations - Apparatus(Safety) - Medium Low Discount	38.8%	Based on January List Price of Applicable Calendar Year	A004	4
Apparatus	Facility Safety - Maintenance & Operations - Apparatus(Safety)	Facility Safety - Maintenance & Operations - Apparatus(Safety) - Low Discount	29.5%	Based on January List Price of Applicable Calendar Year	A004	5
Apparatus	Fire Fighting & Emergency Response – Equipment & Medical (Safety)	Fire Fighting & Emergency Response – Equipment & Medical (Safety) - High Discount	27.3%	Based on January List Price of Applicable Calendar Year	A008	1
Apparatus	Fire Fighting & Emergency Response – Equipment & Medical (Safety)	Fire Fighting & Emergency Response – Equipment & Medical (Safety) - Medium High Discount	28.2%	Based on January List Price of Applicable Calendar Year	A008	2
Apparatus	Fire Fighting & Emergency Response – Equipment & Medical (Safety)	Fire Fighting & Emergency Response – Equipment & Medical (Safety) - Medium Discount	39.6%	Based on January List Price of Applicable Calendar Year	A008	3
Apparatus	Fire Fighting & Emergency Response – Equipment & Medical (Safety)	Fire Fighting & Emergency Response – Equipment & Medical (Safety) - Medium Low Discount	28.2%	Based on January List Price of Applicable Calendar Year	A008	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Apparatus	Fire Fighting & Emergency Response – Equipment & Medical (Safety)	Fire Fighting & Emergency Response – Equipment & Medical (Safety) - Low Discount	22.7%	Based on January List Price of Applicable Calendar Year	A008	5
Apparatus	Microbiology Apparatus	Microbiology Apparatus - High Discount	53.0%	Based on January List Price of Applicable Calendar Year	A002	1
Apparatus	Microbiology Apparatus	Microbiology Apparatus - Medium High Discount	36.5%	Based on January List Price of Applicable Calendar Year	A002	2
Apparatus	Microbiology Apparatus	Microbiology Apparatus - Medium Discount	34.5%	Based on January List Price of Applicable Calendar Year	A002	3
Apparatus	Microbiology Apparatus	Microbiology Apparatus - Medium Low Discount	28.1%	Based on January List Price of Applicable Calendar Year	A002	4
Apparatus	Microbiology Apparatus	Microbiology Apparatus - Low Discount	11.0%	Based on January List Price of Applicable Calendar Year	A002	5
Apparatus	PPE – Fall Protection (Safety)	PPE – Fall Protection (Safety) - High Discount	26.1%	Based on January List Price of Applicable Calendar Year	A010	1

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Apparatus	PPE – Fall Protection (Safety)	PPE – Fall Protection (Safety) - Medium High Discount	46.0%	Based on January List Price of Applicable Calendar Year	A010	2
Apparatus	PPE – Fall Protection (Safety)	PPE – Fall Protection (Safety) - Medium Discount	23.7%	Based on January List Price of Applicable Calendar Year	A010	3
Apparatus	PPE – Fall Protection (Safety)	PPE – Fall Protection (Safety) - Low Discount	21.0%	Based on January List Price of Applicable Calendar Year	A010	5
Apparatus	Racks	Racks - High Discount	32.3%	Based on January List Price of Applicable Calendar Year	A003	1
Apparatus	Racks	Racks - Medium High Discount	46.7%	Based on January List Price of Applicable Calendar Year	A003	2
Apparatus	Racks	Racks - Medium Discount	43.3%	Based on January List Price of Applicable Calendar Year	A003	3
Apparatus	Racks	Racks - Medium Low Discount	41.0%	Based on January List Price of Applicable Calendar Year	A003	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Apparatus	Racks	Racks - Low Discount	25.1%	Based on January List Price of Applicable Calendar Year	A003	5
Biologicals	Antibodies	Antibodies - High Discount	12.0%	Based on January List Price of Applicable Calendar Year	B003	1
Biologicals	Antibodies	Antibodies - Medium High Discount	2.0%	Based on January List Price of Applicable Calendar Year	B003	2
Biologicals	Antibodies	Antibodies - Medium Discount	14.5%	Based on January List Price of Applicable Calendar Year	B003	3
Biologicals	Antibodies	Antibodies - Medium Low Discount	9.0%	Based on January List Price of Applicable Calendar Year	B003	4
Biologicals	Antibodies	Antibodies - Low Discount	17.0%	Based on January List Price of Applicable Calendar Year	B003	5
Biologicals	Biologicals - All Other	Biologicals - All Other - High Discount	23.0%	Based on January List Price of Applicable Calendar Year	B001	1

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Biologicals	Biologicals - All Other	Biologicals - All Other - Medium High Discount	26.0%	Based on January List Price of Applicable Calendar Year	B001	2
Biologicals	Biologicals - All Other	Biologicals - All Other - Medium Discount	12.0%	Based on January List Price of Applicable Calendar Year	B001	3
Biologicals	Biologicals - All Other	Biologicals - All Other - Medium Low Discount	13.5%	Based on January List Price of Applicable Calendar Year	B001	4
Biologicals	Biologicals - All Other	Biologicals - All Other - Low Discount	10.0%	Based on January List Price of Applicable Calendar Year	B001	5
Biologicals	Biologicals - Education	Biologicals - Education - Medium Discount	30.0%	Based on January List Price of Applicable Calendar Year	B900	3
Biologicals	Biologicals - Education	Biologicals - Education - Medium Low Discount	25.5%	Based on January List Price of Applicable Calendar Year	B900	4
Biologicals	Biologicals - Education	Biologicals - Education - Low Discount	16.0%	Based on January List Price of Applicable Calendar Year	B900	5

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Biologicals	Blood Culture Systems	Blood Culture Systems - Medium Discount	46.9%	Based on January List Price of Applicable Calendar Year	B005	3
Biologicals	Blood Culture Systems	Blood Culture Systems - Medium Low Discount	51.3%	Based on January List Price of Applicable Calendar Year	B005	4
Biologicals	Blood Culture Systems	Blood Culture Systems - Low Discount	21.2%	Based on January List Price of Applicable Calendar Year	B005	5
Biologicals	Bovine Sera	Bovine Sera - Medium High Discount	21.3%	Based on January List Price of Applicable Calendar Year	B008	2
Biologicals	Bovine Sera	Bovine Sera - Medium Discount	28.0%	Based on January List Price of Applicable Calendar Year	B008	3
Biologicals	Bovine Sera	Bovine Sera - Medium Low Discount	8.0%	Based on January List Price of Applicable Calendar Year	B008	4
Biologicals	Bovine Sera	Bovine Sera - Low Discount	34.2%	Based on January List Price of Applicable Calendar Year	B008	5

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Biologicals	Cell Culture Media and Reagents	Cell Culture Media and Reagents - High Discount	12.0%	Based on January List Price of Applicable Calendar Year	B004	1
Biologicals	Cell Culture Media and Reagents	Cell Culture Media and Reagents - Medium High Discount	14.9%	Based on January List Price of Applicable Calendar Year	B004	2
Biologicals	Cell Culture Media and Reagents	Cell Culture Media and Reagents - Medium Discount	24.4%	Based on January List Price of Applicable Calendar Year	B004	3
Biologicals	Cell Culture Media and Reagents	Cell Culture Media and Reagents - Medium Low Discount	11.0%	Based on January List Price of Applicable Calendar Year	B004	4
Biologicals	Cell Culture Media and Reagents	Cell Culture Media and Reagents - Low Discount	12.0%	Based on January List Price of Applicable Calendar Year	B004	5
Biologicals	Dehydrated Microbiology Media	Dehydrated Microbiology Media - High Discount	28.0%	Based on January List Price of Applicable Calendar Year	B007	1
Biologicals	Dehydrated Microbiology Media	Dehydrated Microbiology Media - Medium High Discount	26.0%	Based on January List Price of Applicable Calendar Year	B007	2

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Biologicals	Dehydrated Microbiology Media	Dehydrated Microbiology Media - Medium Discount	20.7%	Based on January List Price of Applicable Calendar Year	B007	3
Biologicals	Dehydrated Microbiology Media	Dehydrated Microbiology Media - Medium Low Discount	22.8%	Based on January List Price of Applicable Calendar Year	B007	4
Biologicals	Dehydrated Microbiology Media	Dehydrated Microbiology Media - Low Discount	13.0%	Based on January List Price of Applicable Calendar Year	B007	5
Biologicals	Enzymes	Enzymes - High Discount	27.8%	Based on January List Price of Applicable Calendar Year	B012	1
Biologicals	Enzymes	Enzymes - Medium High Discount	13.7%	Based on January List Price of Applicable Calendar Year	B012	2
Biologicals	Enzymes	Enzymes - Medium Discount	22.0%	Based on January List Price of Applicable Calendar Year	B012	3
Biologicals	Enzymes	Enzymes - Medium Low Discount	23.0%	Based on January List Price of Applicable Calendar Year	B012	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Biologicals	Enzymes	Enzymes - Low Discount	7.5%	Based on January List Price of Applicable Calendar Year	B012	5
Biologicals	Microbiology Quality Control Supplies	Microbiology Quality Control Supplies - High Discount	23.0%	Based on January List Price of Applicable Calendar Year	B011	1
Biologicals	Microbiology Quality Control Supplies	Microbiology Quality Control Supplies - Medium High Discount	26.0%	Based on January List Price of Applicable Calendar Year	B011	2
Biologicals	Microbiology Quality Control Supplies	Microbiology Quality Control Supplies - Medium Discount	19.0%	Based on January List Price of Applicable Calendar Year	B011	3
Biologicals	Microbiology Quality Control Supplies	Microbiology Quality Control Supplies - Medium Low Discount	18.0%	Based on January List Price of Applicable Calendar Year	B011	4
Biologicals	Microbiology Quality Control Supplies	Microbiology Quality Control Supplies - Low Discount	3.0%	Based on January List Price of Applicable Calendar Year	B011	5
Biologicals	Microbiology Supplies	Microbiology Supplies - High Discount	28.0%	Based on January List Price of Applicable Calendar Year	B009	1

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Biologicals	Microbiology Supplies	Microbiology Supplies - Medium High Discount	23.0%	Based on January List Price of Applicable Calendar Year	B009	2
Biologicals	Microbiology Supplies	Microbiology Supplies - Medium Discount	28.0%	Based on January List Price of Applicable Calendar Year	B009	3
Biologicals	Microbiology Supplies	Microbiology Supplies - Medium Low Discount	23.0%	Based on January List Price of Applicable Calendar Year	B009	4
Biologicals	Microbiology Supplies	Microbiology Supplies - Low Discount	24.0%	Based on January List Price of Applicable Calendar Year	B009	5
Biologicals	Nucleic Acids and Components	Nucleic Acids and Components - Medium High Discount	8.6%	Based on January List Price of Applicable Calendar Year	B014	2
Biologicals	Nucleic Acids and Components	Nucleic Acids and Components - Medium Discount	16.5%	Based on January List Price of Applicable Calendar Year	B014	3
Biologicals	Nucleic Acids and Components	Nucleic Acids and Components - Medium Low Discount	20.0%	Based on January List Price of Applicable Calendar Year	B014	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Biologicals	Nucleic Acids and Components	Nucleic Acids and Components - Low Discount	12.7%	Based on January List Price of Applicable Calendar Year	B014	5
Biologicals	PCR Supplies	PCR Supplies - High Discount	13.1%	Based on January List Price of Applicable Calendar Year	B006	1
Biologicals	PCR Supplies	PCR Supplies - Medium High Discount	21.9%	Based on January List Price of Applicable Calendar Year	B006	2
Biologicals	PCR Supplies	PCR Supplies - Medium Discount	13.0%	Based on January List Price of Applicable Calendar Year	B006	3
Biologicals	PCR Supplies	PCR Supplies - Medium Low Discount	14.0%	Based on January List Price of Applicable Calendar Year	B006	4
Biologicals	PCR Supplies	PCR Supplies - Low Discount	12.0%	Based on January List Price of Applicable Calendar Year	B006	5
Biologicals	Prepared Microbiology Media [Bottles and Slides]	Prepared Microbiology Media [Bottles and Slides] - High Discount	23.9%	Based on January List Price of Applicable Calendar Year	B013	1

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Biologicals	Prepared Microbiology Media [Bottles and Slides]	Prepared Microbiology Media [Bottles and Slides] - Medium Discount	25.2%	Based on January List Price of Applicable Calendar Year	B013	3
Biologicals	Prepared Microbiology Media [Bottles and Slides]	Prepared Microbiology Media [Bottles and Slides] - Medium Low Discount	24.0%	Based on January List Price of Applicable Calendar Year	B013	4
Biologicals	Prepared Microbiology Media [Bottles and Slides]	Prepared Microbiology Media [Bottles and Slides] - Low Discount	19.0%	Based on January List Price of Applicable Calendar Year	B013	5
Biologicals	Prepared Microbiology Media [Plates]	Prepared Microbiology Media [Plates] - High Discount	31.7%	Based on January List Price of Applicable Calendar Year	B002	1
Biologicals	Prepared Microbiology Media [Plates]	Prepared Microbiology Media [Plates] - Medium High Discount	48.0%	Based on January List Price of Applicable Calendar Year	B002	2
Biologicals	Prepared Microbiology Media [Plates]	Prepared Microbiology Media [Plates] - Medium Discount	32.4%	Based on January List Price of Applicable Calendar Year	B002	3
Biologicals	Prepared Microbiology Media [Plates]	Prepared Microbiology Media [Plates] - Medium Low Discount	33.7%	Based on January List Price of Applicable Calendar Year	B002	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Biologicals	Prepared Microbiology Media [Plates]	Prepared Microbiology Media [Plates] - Low Discount	21.0%	Based on January List Price of Applicable Calendar Year	B002	5
Biologicals	Prepared Microbiology Media [Tubes]	Prepared Microbiology Media [Tubes] - High Discount	32.8%	Based on January List Price of Applicable Calendar Year	B010	1
Biologicals	Prepared Microbiology Media [Tubes]	Prepared Microbiology Media [Tubes] - Medium High Discount	22.0%	Based on January List Price of Applicable Calendar Year	B010	2
Biologicals	Prepared Microbiology Media [Tubes]	Prepared Microbiology Media [Tubes] - Medium Discount	5.0%	Based on January List Price of Applicable Calendar Year	B010	3
Biologicals	Prepared Microbiology Media [Tubes]	Prepared Microbiology Media [Tubes] - Medium Low Discount	45.0%	Based on January List Price of Applicable Calendar Year	B010	4
Biologicals	Prepared Microbiology Media [Tubes]	Prepared Microbiology Media [Tubes] - Low Discount	17.0%	Based on January List Price of Applicable Calendar Year	B010	5
Biologicals	Proteins	Proteins - Medium High Discount	21.9%	Based on January List Price of Applicable Calendar Year	B015	2

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Biologicals	Proteins	Proteins - Medium Discount	10.5%	Based on January List Price of Applicable Calendar Year	B015	3
Biologicals	Proteins	Proteins - Medium Low Discount	39.0%	Based on January List Price of Applicable Calendar Year	B015	4
Biologicals	Proteins	Proteins - Low Discount	14.0%	Based on January List Price of Applicable Calendar Year	B015	5
Chemicals	Acids - Inorganic	Acids - Inorganic - High Discount	57.4%	Based on January List Price of Applicable Calendar Year	H004	1
Chemicals	Acids - Inorganic	Acids - Inorganic - Medium High Discount	67.9%	Based on January List Price of Applicable Calendar Year	H004	2
Chemicals	Acids - Inorganic	Acids - Inorganic - Medium Discount	68.6%	Based on January List Price of Applicable Calendar Year	H004	3
Chemicals	Acids - Inorganic	Acids - Inorganic - Medium Low Discount	40.8%	Based on January List Price of Applicable Calendar Year	H004	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Chemicals	Acids - Inorganic	Acids - Inorganic - Low Discount	59.8%	Based on January List Price of Applicable Calendar Year	H004	5
Chemicals	Acids - Organic	Acids - Organic - High Discount	58.2%	Based on January List Price of Applicable Calendar Year	H018	1
Chemicals	Acids - Organic	Acids - Organic - Medium High Discount	71.4%	Based on January List Price of Applicable Calendar Year	H018	2
Chemicals	Acids - Organic	Acids - Organic - Medium Discount	29.5%	Based on January List Price of Applicable Calendar Year	H018	3
Chemicals	Acids - Organic	Acids - Organic - Medium Low Discount	62.6%	Based on January List Price of Applicable Calendar Year	H018	4
Chemicals	Acids - Organic	Acids - Organic - Low Discount	40.3%	Based on January List Price of Applicable Calendar Year	H018	5
Chemicals	Buffers	Buffers - High Discount	43.6%	Based on January List Price of Applicable Calendar Year	H006	1

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Chemicals	Buffers	Buffers - Medium High Discount	35.8%	Based on January List Price of Applicable Calendar Year	H006	2
Chemicals	Buffers	Buffers - Medium Discount	54.0%	Based on January List Price of Applicable Calendar Year	H006	3
Chemicals	Buffers	Buffers - Medium Low Discount	52.1%	Based on January List Price of Applicable Calendar Year	H006	4
Chemicals	Buffers	Buffers - Low Discount	30.6%	Based on January List Price of Applicable Calendar Year	H006	5
Chemicals	Caustics	Caustics - Medium High Discount	65.8%	Based on January List Price of Applicable Calendar Year	H015	2
Chemicals	Caustics	Caustics - Medium Discount	66.1%	Based on January List Price of Applicable Calendar Year	H015	3
Chemicals	Caustics	Caustics - Medium Low Discount	40.4%	Based on January List Price of Applicable Calendar Year	H015	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Chemicals	Caustics	Caustics - Low Discount	67.2%	Based on January List Price of Applicable Calendar Year	H015	5
Chemicals	Chemicals - All Other	Chemicals - All Other - High Discount	28.5%	Based on January List Price of Applicable Calendar Year	H001	1
Chemicals	Chemicals - All Other	Chemicals - All Other - Medium High Discount	52.1%	Based on January List Price of Applicable Calendar Year	H001	2
Chemicals	Chemicals - All Other	Chemicals - All Other - Medium Discount	68.1%	Based on January List Price of Applicable Calendar Year	H001	3
Chemicals	Chemicals - All Other	Chemicals - All Other - Medium Low Discount	36.3%	Based on January List Price of Applicable Calendar Year	H001	4
Chemicals	Chemicals - All Other	Chemicals - All Other - Low Discount	24.6%	Based on January List Price of Applicable Calendar Year	H001	5
Chemicals	Chemicals - Education	Chemicals - Education - High Discount	27.1%	Based on January List Price of Applicable Calendar Year	H900	1

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Chemicals	Chemicals - Education	Chemicals - Education - Medium High Discount	13.6%	Based on January List Price of Applicable Calendar Year	H900	2
Chemicals	Chemicals - Education	Chemicals - Education - Medium Discount	29.8%	Based on January List Price of Applicable Calendar Year	H900	3
Chemicals	Chemicals - Education	Chemicals - Education - Medium Low Discount	28.6%	Based on January List Price of Applicable Calendar Year	H900	4
Chemicals	Chemicals - Education	Chemicals - Education - Low Discount	29.8%	Based on January List Price of Applicable Calendar Year	H900	5
Chemicals	Histology Reagents	Histology Reagents - High Discount	57.2%	Based on January List Price of Applicable Calendar Year	H010	1
Chemicals	Histology Reagents	Histology Reagents - Medium High Discount	54.0%	Based on January List Price of Applicable Calendar Year	H010	2
Chemicals	Histology Reagents	Histology Reagents - Medium Discount	55.1%	Based on January List Price of Applicable Calendar Year	H010	3

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Chemicals	Histology Reagents	Histology Reagents - Medium Low Discount	64.3%	Based on January List Price of Applicable Calendar Year	H010	4
Chemicals	Histology Reagents	Histology Reagents - Low Discount	64.4%	Based on January List Price of Applicable Calendar Year	H010	5
Chemicals	Inorganics - Other	Inorganics - Other - High Discount	26.2%	Based on January List Price of Applicable Calendar Year	H005	1
Chemicals	Inorganics - Other	Inorganics - Other - Medium High Discount	68.4%	Based on January List Price of Applicable Calendar Year	H005	2
Chemicals	Inorganics - Other	Inorganics - Other - Medium Discount	70.7%	Based on January List Price of Applicable Calendar Year	H005	3
Chemicals	Inorganics - Other	Inorganics - Other - Medium Low Discount	66.7%	Based on January List Price of Applicable Calendar Year	H005	4
Chemicals	Inorganics - Other	Inorganics - Other - Low Discount	36.4%	Based on January List Price of Applicable Calendar Year	H005	5

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Chemicals	Inorganics - Sodium Compounds [Inorganics]	Inorganics - Sodium Compounds [Inorganics] - High Discount	57.6%	Based on January List Price of Applicable Calendar Year	H011	1
Chemicals	Inorganics - Sodium Compounds [Inorganics]	Inorganics - Sodium Compounds [Inorganics] - Medium High Discount	72.5%	Based on January List Price of Applicable Calendar Year	H011	2
Chemicals	Inorganics - Sodium Compounds [Inorganics]	Inorganics - Sodium Compounds [Inorganics] - Medium Discount	68.8%	Based on January List Price of Applicable Calendar Year	H011	3
Chemicals	Inorganics - Sodium Compounds [Inorganics]	Inorganics - Sodium Compounds [Inorganics] - Medium Low Discount	30.0%	Based on January List Price of Applicable Calendar Year	H011	4
Chemicals	Inorganics - Sodium Compounds [Inorganics]	Inorganics - Sodium Compounds [Inorganics] - Low Discount	27.2%	Based on January List Price of Applicable Calendar Year	H011	5
Chemicals	Organics	Organics - High Discount	32.9%	Based on January List Price of Applicable Calendar Year	H002	1
Chemicals	Organics	Organics - Medium High Discount	70.4%	Based on January List Price of Applicable Calendar Year	H002	2

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Chemicals	Organics	Organics - Medium Discount	62.8%	Based on January List Price of Applicable Calendar Year	H002	3
Chemicals	Organics	Organics - Medium Low Discount	27.7%	Based on January List Price of Applicable Calendar Year	H002	4
Chemicals	Organics	Organics - Low Discount	17.0%	Based on January List Price of Applicable Calendar Year	H002	5
Chemicals	Solutions for Chemical Testing	Solutions for Chemical Testing - High Discount	53.1%	Based on January List Price of Applicable Calendar Year	H012	1
Chemicals	Solutions for Chemical Testing	Solutions for Chemical Testing - Medium High Discount	66.1%	Based on January List Price of Applicable Calendar Year	H012	2
Chemicals	Solutions for Chemical Testing	Solutions for Chemical Testing - Medium Discount	41.8%	Based on January List Price of Applicable Calendar Year	H012	3
Chemicals	Solutions for Chemical Testing	Solutions for Chemical Testing - Medium Low Discount	62.1%	Based on January List Price of Applicable Calendar Year	H012	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Chemicals	Solutions for Chemical Testing	Solutions for Chemical Testing - Low Discount	58.5%	Based on January List Price of Applicable Calendar Year	H012	5
Chemicals	Solvents - Acetone	Solvents - Acetone - Medium High Discount	46.2%	Based on January List Price of Applicable Calendar Year	H016	2
Chemicals	Solvents - Acetone	Solvents - Acetone - Medium Discount	81.5%	Based on January List Price of Applicable Calendar Year	H016	3
Chemicals	Solvents - Acetone	Solvents - Acetone - Medium Low Discount	72.1%	Based on January List Price of Applicable Calendar Year	H016	4
Chemicals	Solvents - Acetone	Solvents - Acetone - Low Discount	69.7%	Based on January List Price of Applicable Calendar Year	H016	5
Chemicals	Solvents - Acetonitrile	Solvents - Acetonitrile - Medium High Discount	62.4%	Based on January List Price of Applicable Calendar Year	H007	2
Chemicals	Solvents - Acetonitrile	Solvents - Acetonitrile - Medium Discount	28.0%	Based on January List Price of Applicable Calendar Year	H007	3

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Chemicals	Solvents - Acetonitrile	Solvents - Acetonitrile - Medium Low Discount	68.9%	Based on January List Price of Applicable Calendar Year	H007	4
Chemicals	Solvents - Acetonitrile	Solvents - Acetonitrile - Low Discount	70.3%	Based on January List Price of Applicable Calendar Year	H007	5
Chemicals	Solvents - Ethanol	Solvents - Ethanol - High Discount	47.0%	Based on January List Price of Applicable Calendar Year	H009	1
Chemicals	Solvents - Ethanol	Solvents - Ethanol - Medium High Discount	48.3%	Based on January List Price of Applicable Calendar Year	H009	2
Chemicals	Solvents - Ethanol	Solvents - Ethanol - Medium Discount	73.0%	Based on January List Price of Applicable Calendar Year	H009	3
Chemicals	Solvents - Ethanol	Solvents - Ethanol - Medium Low Discount	72.2%	Based on January List Price of Applicable Calendar Year	H009	4
Chemicals	Solvents - Hexanes	Solvents - Hexanes - Medium High Discount	73.2%	Based on January List Price of Applicable Calendar Year	H020	2

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Chemicals	Solvents - Hexanes	Solvents - Hexanes - Medium Discount	77.7%	Based on January List Price of Applicable Calendar Year	H020	3
Chemicals	Solvents - Hexanes	Solvents - Hexanes - Medium Low Discount	78.8%	Based on January List Price of Applicable Calendar Year	H020	4
Chemicals	Solvents - Hexanes	Solvents - Hexanes - Low Discount	26.7%	Based on January List Price of Applicable Calendar Year	H020	5
Chemicals	Solvents - Isopropanol [IPA]	Solvents - Isopropanol [IPA] - Medium High Discount	66.8%	Based on January List Price of Applicable Calendar Year	H014	2
Chemicals	Solvents - Isopropanol [IPA]	Solvents - Isopropanol [IPA] - Medium Discount	77.3%	Based on January List Price of Applicable Calendar Year	H014	3
Chemicals	Solvents - Isopropanol [IPA]	Solvents - Isopropanol [IPA] - Medium Low Discount	33.1%	Based on January List Price of Applicable Calendar Year	H014	4
Chemicals	Solvents - Isopropanol [IPA]	Solvents - Isopropanol [IPA] - Low Discount	63.5%	Based on January List Price of Applicable Calendar Year	H014	5

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Chemicals	Solvents - Methanol	Solvents - Methanol - Medium High Discount	67.6%	Based on January List Price of Applicable Calendar Year	H008	2
Chemicals	Solvents - Methanol	Solvents - Methanol - Medium Discount	76.0%	Based on January List Price of Applicable Calendar Year	H008	3
Chemicals	Solvents - Methanol	Solvents - Methanol - Medium Low Discount	38.4%	Based on January List Price of Applicable Calendar Year	H008	4
Chemicals	Solvents - Methanol	Solvents - Methanol - Low Discount	68.4%	Based on January List Price of Applicable Calendar Year	H008	5
Chemicals	Solvents - Methylene Chloride	Solvents - Methylene Chloride - Medium High Discount	29.1%	Based on January List Price of Applicable Calendar Year	H019	2
Chemicals	Solvents - Methylene Chloride	Solvents - Methylene Chloride - Medium Discount	74.1%	Based on January List Price of Applicable Calendar Year	H019	3
Chemicals	Solvents - Methylene Chloride	Solvents - Methylene Chloride - Medium Low Discount	76.7%	Based on January List Price of Applicable Calendar Year	H019	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Chemicals	Solvents - Methylene Chloride	Solvents - Methylene Chloride - Low Discount	68.4%	Based on January List Price of Applicable Calendar Year	H019	5
Chemicals	Solvents - Other	Solvents - Other - High Discount	33.4%	Based on January List Price of Applicable Calendar Year	H003	1
Chemicals	Solvents - Other	Solvents - Other - Medium High Discount	76.5%	Based on January List Price of Applicable Calendar Year	H003	2
Chemicals	Solvents - Other	Solvents - Other - Medium Discount	69.2%	Based on January List Price of Applicable Calendar Year	H003	3
Chemicals	Solvents - Other	Solvents - Other - Medium Low Discount	74.3%	Based on January List Price of Applicable Calendar Year	H003	4
Chemicals	Solvents - Other	Solvents - Other - Low Discount	62.1%	Based on January List Price of Applicable Calendar Year	H003	5
Chemicals	Solvents - Xylenes	Solvents - Xylenes - Medium Discount	70.1%	Based on January List Price of Applicable Calendar Year	H021	3

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Chemicals	Solvents - Xylenes	Solvents - Xylenes - Medium Low Discount	52.9%	Based on January List Price of Applicable Calendar Year	H021	4
Chemicals	Solvents - Xylenes	Solvents - Xylenes - Low Discount	74.7%	Based on January List Price of Applicable Calendar Year	H021	5
Chemicals	Standards	Standards - High Discount	47.9%	Based on January List Price of Applicable Calendar Year	H013	1
Chemicals	Standards	Standards - Medium High Discount	44.3%	Based on January List Price of Applicable Calendar Year	H013	2
Chemicals	Standards	Standards - Medium Discount	65.0%	Based on January List Price of Applicable Calendar Year	H013	3
Chemicals	Standards	Standards - Medium Low Discount	48.8%	Based on January List Price of Applicable Calendar Year	H013	4
Chemicals	Standards	Standards - Low Discount	23.0%	Based on January List Price of Applicable Calendar Year	H013	5

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Chemicals	Water	Water - High Discount	62.8%	Based on January List Price of Applicable Calendar Year	H017	1
Chemicals	Water	Water - Medium High Discount	25.2%	Based on January List Price of Applicable Calendar Year	H017	2
Chemicals	Water	Water - Medium Discount	69.3%	Based on January List Price of Applicable Calendar Year	H017	3
Chemicals	Water	Water - Medium Low Discount	70.3%	Based on January List Price of Applicable Calendar Year	H017	4
Chemicals	Water	Water - Low Discount	58.7%	Based on January List Price of Applicable Calendar Year	H017	5
Consumables	Autoradiography Supplies	Autoradiography Supplies - Medium Discount	19.0%	Based on January List Price of Applicable Calendar Year	C070	3
Consumables	Autoradiography Supplies	Autoradiography Supplies - Medium Low Discount	46.2%	Based on January List Price of Applicable Calendar Year	C070	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Autoradiography Supplies	Autoradiography Supplies - Low Discount	21.8%	Based on January List Price of Applicable Calendar Year	C070	5
Consumables	Bags - Autoclaving Bags	Bags - Autoclaving Bags - Medium High Discount	56.2%	Based on January List Price of Applicable Calendar Year	C051	2
Consumables	Bags - Autoclaving Bags	Bags - Autoclaving Bags - Medium Discount	67.2%	Based on January List Price of Applicable Calendar Year	C051	3
Consumables	Bags - Autoclaving Bags	Bags - Autoclaving Bags - Medium Low Discount	62.5%	Based on January List Price of Applicable Calendar Year	C051	4
Consumables	Bags - Autoclaving Bags	Bags - Autoclaving Bags - Low Discount	56.4%	Based on January List Price of Applicable Calendar Year	C051	5
Consumables	Bags - Other	Bags - Other - Medium High Discount	29.3%	Based on January List Price of Applicable Calendar Year	C074	2
Consumables	Bags - Other	Bags - Other - Medium Discount	47.6%	Based on January List Price of Applicable Calendar Year	C074	3

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Bags - Other	Bags - Other - Medium Low Discount	54.4%	Based on January List Price of Applicable Calendar Year	C074	4
Consumables	Bags - Other	Bags - Other - Low Discount	40.6%	Based on January List Price of Applicable Calendar Year	C074	5
Consumables	Bags - Sample Bags	Bags - Sample Bags - High Discount	45.2%	Based on January List Price of Applicable Calendar Year	C041	1
Consumables	Bags - Sample Bags	Bags - Sample Bags - Medium High Discount	39.2%	Based on January List Price of Applicable Calendar Year	C041	2
Consumables	Bags - Sample Bags	Bags - Sample Bags - Medium Discount	51.3%	Based on January List Price of Applicable Calendar Year	C041	3
Consumables	Bags - Sample Bags	Bags - Sample Bags - Medium Low Discount	43.7%	Based on January List Price of Applicable Calendar Year	C041	4
Consumables	Bags - Sample Bags	Bags - Sample Bags - Low Discount	41.7%	Based on January List Price of Applicable Calendar Year	C041	5

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Beakers - Glass	Beakers - Glass - Medium Low Discount	42.6%	Based on January List Price of Applicable Calendar Year	C079	4
Consumables	Beakers - Glass	Beakers - Glass - Low Discount	43.6%	Based on January List Price of Applicable Calendar Year	C079	5
Consumables	Beakers - Plastic and Other	Beakers - Plastic and Other - Medium High Discount	49.5%	Based on January List Price of Applicable Calendar Year	C076	2
Consumables	Beakers - Plastic and Other	Beakers - Plastic and Other - Medium Discount	58.4%	Based on January List Price of Applicable Calendar Year	C076	3
Consumables	Beakers - Plastic and Other	Beakers - Plastic and Other - Medium Low Discount	55.6%	Based on January List Price of Applicable Calendar Year	C076	4
Consumables	Beakers - Plastic and Other	Beakers - Plastic and Other - Low Discount	42.6%	Based on January List Price of Applicable Calendar Year	C076	5
Consumables	Bench Protectors	Bench Protectors - Medium Discount	47.6%	Based on January List Price of Applicable Calendar Year	C072	3

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Bench Protectors	Bench Protectors - Medium Low Discount	44.0%	Based on January List Price of Applicable Calendar Year	C072	4
Consumables	Bench Protectors	Bench Protectors - Low Discount	40.8%	Based on January List Price of Applicable Calendar Year	C072	5
Consumables	Bottles - Glass Bottles [General Purpose]	Bottles - Glass Bottles [General Purpose] - Medium High Discount	59.6%	Based on January List Price of Applicable Calendar Year	C046	2
Consumables	Bottles - Glass Bottles [General Purpose]	Bottles - Glass Bottles [General Purpose] - Medium Discount	63.7%	Based on January List Price of Applicable Calendar Year	C046	3
Consumables	Bottles - Glass Bottles [General Purpose]	Bottles - Glass Bottles [General Purpose] - Medium Low Discount	62.7%	Based on January List Price of Applicable Calendar Year	C046	4
Consumables	Bottles - Glass Bottles [General Purpose]	Bottles - Glass Bottles [General Purpose] - Low Discount	46.6%	Based on January List Price of Applicable Calendar Year	C046	5
Consumables	Bottles - Media Bottles	Bottles - Media Bottles - High Discount	42.8%	Based on January List Price of Applicable Calendar Year	C033	1

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Bottles - Media Bottles	Bottles - Media Bottles - Medium High Discount	49.5%	Based on January List Price of Applicable Calendar Year	C033	2
Consumables	Bottles - Media Bottles	Bottles - Media Bottles - Medium Discount	46.0%	Based on January List Price of Applicable Calendar Year	C033	3
Consumables	Bottles - Media Bottles	Bottles - Media Bottles - Medium Low Discount	37.2%	Based on January List Price of Applicable Calendar Year	C033	4
Consumables	Bottles - Media Bottles	Bottles - Media Bottles - Low Discount	42.9%	Based on January List Price of Applicable Calendar Year	C033	5
Consumables	Bottles - Other	Bottles - Other - High Discount	44.2%	Based on January List Price of Applicable Calendar Year	C013	1
Consumables	Bottles - Other	Bottles - Other - Medium High Discount	62.0%	Based on January List Price of Applicable Calendar Year	C013	2
Consumables	Bottles - Other	Bottles - Other - Medium Discount	38.9%	Based on January List Price of Applicable Calendar Year	C013	3

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Bottles - Other	Bottles - Other - Medium Low Discount	41.5%	Based on January List Price of Applicable Calendar Year	C013	4
Consumables	Bottles - Other	Bottles - Other - Low Discount	37.4%	Based on January List Price of Applicable Calendar Year	C013	5
Consumables	Bottles - Plastic Bottles [General Purpose]	Bottles - Plastic Bottles [General Purpose] - High Discount	41.6%	Based on January List Price of Applicable Calendar Year	C014	1
Consumables	Bottles - Plastic Bottles [General Purpose]	Bottles - Plastic Bottles [General Purpose] - Medium High Discount	50.3%	Based on January List Price of Applicable Calendar Year	C014	2
Consumables	Bottles - Plastic Bottles [General Purpose]	Bottles - Plastic Bottles [General Purpose] - Medium Discount	51.2%	Based on January List Price of Applicable Calendar Year	C014	3
Consumables	Bottles - Plastic Bottles [General Purpose]	Bottles - Plastic Bottles [General Purpose] - Medium Low Discount	43.5%	Based on January List Price of Applicable Calendar Year	C014	4
Consumables	Bottles - Plastic Bottles [General Purpose]	Bottles - Plastic Bottles [General Purpose] - Low Discount	38.8%	Based on January List Price of Applicable Calendar Year	C014	5

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Bottles - Wash Bottles	Bottles - Wash Bottles - Medium High Discount	52.7%	Based on January List Price of Applicable Calendar Year	C091	2
Consumables	Bottles - Wash Bottles	Bottles - Wash Bottles - Medium Discount	58.6%	Based on January List Price of Applicable Calendar Year	C091	3
Consumables	Bottles - Wash Bottles	Bottles - Wash Bottles - Medium Low Discount	51.7%	Based on January List Price of Applicable Calendar Year	C091	4
Consumables	Bottles - Wash Bottles	Bottles - Wash Bottles - Low Discount	53.8%	Based on January List Price of Applicable Calendar Year	C091	5
Consumables	Burets	Burets - High Discount	45.7%	Based on January List Price of Applicable Calendar Year	C087	1
Consumables	Burets	Burets - Medium High Discount	48.3%	Based on January List Price of Applicable Calendar Year	C087	2
Consumables	Burets	Burets - Medium Discount	67.2%	Based on January List Price of Applicable Calendar Year	C087	3

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Burets	Burets - Medium Low Discount	46.9%	Based on January List Price of Applicable Calendar Year	C087	4
Consumables	Burets	Burets - Low Discount	43.1%	Based on January List Price of Applicable Calendar Year	C087	5
Consumables	Carboys and Jerricans	Carboys and Jerricans - Medium High Discount	44.2%	Based on January List Price of Applicable Calendar Year	C061	2
Consumables	Carboys and Jerricans	Carboys and Jerricans - Medium Discount	61.2%	Based on January List Price of Applicable Calendar Year	C061	3
Consumables	Carboys and Jerricans	Carboys and Jerricans - Medium Low Discount	43.4%	Based on January List Price of Applicable Calendar Year	C061	4
Consumables	Carboys and Jerricans	Carboys and Jerricans - Low Discount	32.9%	Based on January List Price of Applicable Calendar Year	C061	5
Consumables	Cell Culture Dishes	Cell Culture Dishes - Medium Low Discount	43.6%	Based on January List Price of Applicable Calendar Year	C038	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Cell Culture Flasks	Cell Culture Flasks - High Discount	36.8%	Based on January List Price of Applicable Calendar Year	C009	1
Consumables	Cell Culture Flasks	Cell Culture Flasks - Medium High Discount	44.3%	Based on January List Price of Applicable Calendar Year	C009	2
Consumables	Cell Culture Flasks	Cell Culture Flasks - Medium Discount	41.0%	Based on January List Price of Applicable Calendar Year	C009	3
Consumables	Cell Culture Flasks	Cell Culture Flasks - Medium Low Discount	23.2%	Based on January List Price of Applicable Calendar Year	C009	4
Consumables	Cell Culture Flasks	Cell Culture Flasks - Low Discount	37.0%	Based on January List Price of Applicable Calendar Year	C009	5
Consumables	Cell Culture Microplates	Cell Culture Microplates - High Discount	32.7%	Based on January List Price of Applicable Calendar Year	C024	1
Consumables	Cell Culture Microplates	Cell Culture Microplates - Medium High Discount	43.0%	Based on January List Price of Applicable Calendar Year	C024	2

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Cell Culture Microplates	Cell Culture Microplates - Medium Discount	22.4%	Based on January List Price of Applicable Calendar Year	C024	3
Consumables	Cell Culture Microplates	Cell Culture Microplates - Medium Low Discount	44.1%	Based on January List Price of Applicable Calendar Year	C024	4
Consumables	Cell Culture Microplates	Cell Culture Microplates - Low Discount	31.2%	Based on January List Price of Applicable Calendar Year	C024	5
Consumables	Cell Culture Tubes	Cell Culture Tubes - Medium High Discount	61.4%	Based on January List Price of Applicable Calendar Year	C037	2
Consumables	Cell Culture Tubes	Cell Culture Tubes - Medium Discount	49.1%	Based on January List Price of Applicable Calendar Year	C037	3
Consumables	Cell Culture Tubes	Cell Culture Tubes - Medium Low Discount	63.6%	Based on January List Price of Applicable Calendar Year	C037	4
Consumables	Cell Culture Tubes	Cell Culture Tubes - Low Discount	44.2%	Based on January List Price of Applicable Calendar Year	C037	5

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Cellware [Specialty]	Cellware [Specialty] - High Discount	30.2%	Based on January List Price of Applicable Calendar Year	C040	1
Consumables	Cellware [Specialty]	Cellware [Specialty] - Medium High Discount	39.1%	Based on January List Price of Applicable Calendar Year	C040	2
Consumables	Cellware [Specialty]	Cellware [Specialty] - Medium Discount	25.9%	Based on January List Price of Applicable Calendar Year	C040	3
Consumables	Cellware [Specialty]	Cellware [Specialty] - Medium Low Discount	23.3%	Based on January List Price of Applicable Calendar Year	C040	4
Consumables	Cellware [Specialty]	Cellware [Specialty] - Low Discount	18.9%	Based on January List Price of Applicable Calendar Year	C040	5
Consumables	Chromatography Columns	Chromatography Columns - High Discount	26.8%	Based on January List Price of Applicable Calendar Year	C032	1
Consumables	Chromatography Columns	Chromatography Columns - Medium High Discount	23.0%	Based on January List Price of Applicable Calendar Year	C032	2

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Chromatography Columns	Chromatography Columns - Medium Discount	15.4%	Based on January List Price of Applicable Calendar Year	C032	3
Consumables	Chromatography Columns	Chromatography Columns - Medium Low Discount	22.5%	Based on January List Price of Applicable Calendar Year	C032	4
Consumables	Chromatography Columns	Chromatography Columns - Low Discount	16.3%	Based on January List Price of Applicable Calendar Year	C032	5
Consumables	Chromatography Columns and Supplies	Chromatography Columns and Supplies - High Discount	31.4%	Based on January List Price of Applicable Calendar Year	C039	1
Consumables	Chromatography Columns and Supplies	Chromatography Columns and Supplies - Medium High Discount	32.6%	Based on January List Price of Applicable Calendar Year	C039	2
Consumables	Chromatography Columns and Supplies	Chromatography Columns and Supplies - Medium Discount	17.6%	Based on January List Price of Applicable Calendar Year	C039	3
Consumables	Chromatography Columns and Supplies	Chromatography Columns and Supplies - Medium Low Discount	20.8%	Based on January List Price of Applicable Calendar Year	C039	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Chromatography Columns and Supplies	Chromatography Columns and Supplies - Low Discount	17.5%	Based on January List Price of Applicable Calendar Year	C039	5
Consumables	Cleaning Products	Cleaning Products - High Discount	44.4%	Based on January List Price of Applicable Calendar Year	C026	1
Consumables	Cleaning Products	Cleaning Products - Medium High Discount	48.1%	Based on January List Price of Applicable Calendar Year	C026	2
Consumables	Cleaning Products	Cleaning Products - Medium Discount	34.3%	Based on January List Price of Applicable Calendar Year	C026	3
Consumables	Cleaning Products	Cleaning Products - Medium Low Discount	29.6%	Based on January List Price of Applicable Calendar Year	C026	4
Consumables	Cleaning Products	Cleaning Products - Low Discount	30.3%	Based on January List Price of Applicable Calendar Year	C026	5
Consumables	Consumables - All Other	Consumables - All Other - High Discount	49.6%	Based on January List Price of Applicable Calendar Year	C001	1

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Consumables - All Other	Consumables - All Other - Medium High Discount	54.4%	Based on January List Price of Applicable Calendar Year	C001	2
Consumables	Consumables - All Other	Consumables - All Other - Medium Discount	30.0%	Based on January List Price of Applicable Calendar Year	C001	3
Consumables	Consumables - All Other	Consumables - All Other - Medium Low Discount	38.3%	Based on January List Price of Applicable Calendar Year	C001	4
Consumables	Consumables - All Other	Consumables - All Other - Low Discount	25.0%	Based on January List Price of Applicable Calendar Year	C001	5
Consumables	Consumables - Education	Consumables - Education - High Discount	32.9%	Based on January List Price of Applicable Calendar Year	C900	1
Consumables	Consumables - Education	Consumables - Education - Medium High Discount	29.1%	Based on January List Price of Applicable Calendar Year	C900	2
Consumables	Consumables - Education	Consumables - Education - Medium Discount	30.3%	Based on January List Price of Applicable Calendar Year	C900	3

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Consumables - Education	Consumables - Education - Medium Low Discount	25.9%	Based on January List Price of Applicable Calendar Year	C900	4
Consumables	Consumables - Education	Consumables - Education - Low Discount	27.7%	Based on January List Price of Applicable Calendar Year	C900	5
Consumables	Controlled Environments – Apparel (Safety)	Controlled Environments – Apparel (Safety) - Medium High Discount	39.1%	Based on January List Price of Applicable Calendar Year	C016	2
Consumables	Controlled Environments – Apparel (Safety)	Controlled Environments – Apparel (Safety) - Medium Discount	78.0%	Based on January List Price of Applicable Calendar Year	C016	3
Consumables	Controlled Environments – Apparel (Safety)	Controlled Environments – Apparel (Safety) - Medium Low Discount	33.9%	Based on January List Price of Applicable Calendar Year	C016	4
Consumables	Controlled Environments – Apparel (Safety)	Controlled Environments – Apparel (Safety) - Low Discount	58.9%	Based on January List Price of Applicable Calendar Year	C016	5
Consumables	Controlled Environments – Gloves (Safety)	Controlled Environments – Gloves (Safety) - High Discount	37.0%	Based on January List Price of Applicable Calendar Year	C021	1

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Controlled Environments – Gloves (Safety)	Controlled Environments – Gloves (Safety) - Medium Discount	35.7%	Based on January List Price of Applicable Calendar Year	C021	3
Consumables	Controlled Environments – Gloves (Safety)	Controlled Environments – Gloves (Safety) - Medium Low Discount	37.3%	Based on January List Price of Applicable Calendar Year	C021	4
Consumables	Controlled Environments – Gloves (Safety)	Controlled Environments – Gloves (Safety) - Low Discount	40.4%	Based on January List Price of Applicable Calendar Year	C021	5
Consumables	Controlled Environments – Housekeeping, Matting, Packaging, Stationary & Tape (Safety)	Controlled Environments – Housekeeping, Matting, Packaging, Stationary & Tape (Safety) - High Discount	28.0%	Based on January List Price of Applicable Calendar Year	C049	1
Consumables	Controlled Environments – Housekeeping, Matting, Packaging, Stationary & Tape (Safety)	Controlled Environments – Housekeeping, Matting, Packaging, Stationary & Tape (Safety) - Medium High Discount	39.8%	Based on January List Price of Applicable Calendar Year	C049	2
Consumables	Controlled Environments – Housekeeping, Matting, Packaging, Stationary & Tape (Safety)	Controlled Environments – Housekeeping, Matting, Packaging, Stationary & Tape (Safety) - Medium Discount	26.9%	Based on January List Price of Applicable Calendar Year	C049	3

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Controlled Environments – Housekeeping, Matting, Packaging, Stationary & Tape (Safety)	Controlled Environments – Housekeeping, Matting, Packaging, Stationary & Tape (Safety) - Medium Low Discount	29.1%	Based on January List Price of Applicable Calendar Year	C049	4
Consumables	Controlled Environments – Housekeeping, Matting, Packaging, Stationary & Tape (Safety)	Controlled Environments – Housekeeping, Matting, Packaging, Stationary & Tape (Safety) - Low Discount	36.2%	Based on January List Price of Applicable Calendar Year	C049	5
Consumables	Controlled Environments – Wipers & Swabs (Safety)	Controlled Environments – Wipers & Swabs (Safety) - Medium Discount	35.3%	Based on January List Price of Applicable Calendar Year	C018	3
Consumables	Controlled Environments – Wipers & Swabs (Safety)	Controlled Environments – Wipers & Swabs (Safety) - Medium Low Discount	38.0%	Based on January List Price of Applicable Calendar Year	C018	4
Consumables	Controlled Environments – Wipers & Swabs (Safety)	Controlled Environments – Wipers & Swabs (Safety) - Low Discount	31.7%	Based on January List Price of Applicable Calendar Year	C018	5
Consumables	Coverslips	Coverslips - Medium High Discount	65.3%	Based on January List Price of Applicable Calendar Year	C065	2
Consumables	Coverslips	Coverslips - Medium Discount	50.1%	Based on January List Price of	C065	3

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Applicable Calendar Year		
Consumables	Coverslips	Coverslips - Medium Low Discount	60.5%	Based on January List Price of Applicable Calendar Year	C065	4
Consumables	Coverslips	Coverslips - Low Discount	43.9%	Based on January List Price of Applicable Calendar Year	C065	5
Consumables	Crucibles	Crucibles - Medium Low Discount	37.5%	Based on January List Price of Applicable Calendar Year	C090	4
Consumables	Crucibles	Crucibles - Low Discount	39.5%	Based on January List Price of Applicable Calendar Year	C090	5
Consumables	Cuvets and Cells	Cuvets and Cells - Medium High Discount	48.0%	Based on January List Price of Applicable Calendar Year	C075	2
Consumables	Cuvets and Cells	Cuvets and Cells - Medium Discount	39.0%	Based on January List Price of Applicable Calendar Year	C075	3
Consumables	Cuvets and Cells	Cuvets and Cells - Medium Low Discount	30.5%	Based on January List Price of Applicable	C075	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Consumables	Cuvets and Cells	Cuvets and Cells - Low Discount	9.7%	Based on January List Price of Applicable Calendar Year	C075	5
Consumables	Cylinders [Laboratory]	Cylinders [Laboratory] - High Discount	40.2%	Based on January List Price of Applicable Calendar Year	C068	1
Consumables	Cylinders [Laboratory]	Cylinders [Laboratory] - Medium High Discount	38.8%	Based on January List Price of Applicable Calendar Year	C068	2
Consumables	Cylinders [Laboratory]	Cylinders [Laboratory] - Medium Discount	42.4%	Based on January List Price of Applicable Calendar Year	C068	3
Consumables	Cylinders [Laboratory]	Cylinders [Laboratory] - Medium Low Discount	45.7%	Based on January List Price of Applicable Calendar Year	C068	4
Consumables	Cylinders [Laboratory]	Cylinders [Laboratory] - Low Discount	43.4%	Based on January List Price of Applicable Calendar Year	C068	5
Consumables	Dishes - Other	Dishes - Other - High Discount	64.1%	Based on January List Price of Applicable	C058	1

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Consumables	Dishes - Other	Dishes - Other - Medium High Discount	68.1%	Based on January List Price of Applicable Calendar Year	C058	2
Consumables	Dishes - Other	Dishes - Other - Medium Discount	60.8%	Based on January List Price of Applicable Calendar Year	C058	3
Consumables	Dishes - Other	Dishes - Other - Medium Low Discount	44.7%	Based on January List Price of Applicable Calendar Year	C058	4
Consumables	Dishes - Other	Dishes - Other - Low Discount	31.2%	Based on January List Price of Applicable Calendar Year	C058	5
Consumables	Dishes - Petri Dishes	Dishes - Petri Dishes - High Discount	37.4%	Based on January List Price of Applicable Calendar Year	C029	1
Consumables	Dishes - Petri Dishes	Dishes - Petri Dishes - Medium High Discount	51.2%	Based on January List Price of Applicable Calendar Year	C029	2
Consumables	Dishes - Petri Dishes	Dishes - Petri Dishes - Medium Discount	47.8%	Based on January List Price of Applicable	C029	3

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Consumables	Dishes - Petri Dishes	Dishes - Petri Dishes - Medium Low Discount	23.5%	Based on January List Price of Applicable Calendar Year	C029	4
Consumables	Dishes - Petri Dishes	Dishes - Petri Dishes - Low Discount	28.5%	Based on January List Price of Applicable Calendar Year	C029	5
Consumables	Embedding Cassettes	Embedding Cassettes - High Discount	32.6%	Based on January List Price of Applicable Calendar Year	C078	1
Consumables	Embedding Cassettes	Embedding Cassettes - Medium High Discount	45.3%	Based on January List Price of Applicable Calendar Year	C078	2
Consumables	Embedding Cassettes	Embedding Cassettes - Medium Discount	41.4%	Based on January List Price of Applicable Calendar Year	C078	3
Consumables	Embedding Cassettes	Embedding Cassettes - Medium Low Discount	32.7%	Based on January List Price of Applicable Calendar Year	C078	4
Consumables	Embedding Cassettes	Embedding Cassettes - Low Discount	22.0%	Based on January List Price of Applicable	C078	5

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Consumables	Facility Safety - First Aid, Identification & Communication, Spill Control & Containment (Safety)	Facility Safety - First Aid, Identification & Communication, Spill Control & Containment (Safety) - High Discount	27.4%	Based on January List Price of Applicable Calendar Year	C059	1
Consumables	Facility Safety - First Aid, Identification & Communication, Spill Control & Containment (Safety)	Facility Safety - First Aid, Identification & Communication, Spill Control & Containment (Safety) - Medium High Discount	37.1%	Based on January List Price of Applicable Calendar Year	C059	2
Consumables	Facility Safety - First Aid, Identification & Communication, Spill Control & Containment (Safety)	Facility Safety - First Aid, Identification & Communication, Spill Control & Containment (Safety) - Medium Discount	37.3%	Based on January List Price of Applicable Calendar Year	C059	3
Consumables	Facility Safety - First Aid, Identification & Communication, Spill Control & Containment (Safety)	Facility Safety - First Aid, Identification & Communication, Spill Control & Containment (Safety) - Medium Low Discount	34.7%	Based on January List Price of Applicable Calendar Year	C059	4
Consumables	Facility Safety - First Aid, Identification & Communication, Spill Control & Containment (Safety)	Facility Safety - First Aid, Identification & Communication, Spill Control & Containment (Safety) - Low Discount	23.7%	Based on January List Price of Applicable Calendar Year	C059	5

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Facility Safety - Maintenance & Operations - Consumables(Safety)	Facility Safety - Maintenance & Operations - Consumables(Safety) - High Discount	56.2%	Based on January List Price of Applicable Calendar Year	C008	1
Consumables	Facility Safety - Maintenance & Operations - Consumables(Safety)	Facility Safety - Maintenance & Operations - Consumables(Safety) - Medium High Discount	50.2%	Based on January List Price of Applicable Calendar Year	C008	2
Consumables	Facility Safety - Maintenance & Operations - Consumables(Safety)	Facility Safety - Maintenance & Operations - Consumables(Safety) - Medium Discount	48.0%	Based on January List Price of Applicable Calendar Year	C008	3
Consumables	Facility Safety - Maintenance & Operations - Consumables(Safety)	Facility Safety - Maintenance & Operations - Consumables(Safety) - Medium Low Discount	40.6%	Based on January List Price of Applicable Calendar Year	C008	4
Consumables	Facility Safety - Maintenance & Operations - Consumables(Safety)	Facility Safety - Maintenance & Operations - Consumables(Safety) - Low Discount	38.2%	Based on January List Price of Applicable Calendar Year	C008	5
Consumables	Film and Foil Wrapping	Film and Foil Wrapping - Medium Discount	55.9%	Based on January List Price of Applicable Calendar Year	C082	3
Consumables	Film and Foil Wrapping	Film and Foil Wrapping - Medium Low Discount	32.5%	Based on January List Price of Applicable	C082	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Consumables	Film and Foil Wrapping	Film and Foil Wrapping - Low Discount	15.8%	Based on January List Price of Applicable Calendar Year	C082	5
Consumables	Filtration Products - Bottletop Filters	Filtration Products - Bottletop Filters - High Discount	36.9%	Based on January List Price of Applicable Calendar Year	C019	1
Consumables	Filtration Products - Bottletop Filters	Filtration Products - Bottletop Filters - Medium High Discount	38.2%	Based on January List Price of Applicable Calendar Year	C019	2
Consumables	Filtration Products - Bottletop Filters	Filtration Products - Bottletop Filters - Medium Discount	34.4%	Based on January List Price of Applicable Calendar Year	C019	3
Consumables	Filtration Products - Bottletop Filters	Filtration Products - Bottletop Filters - Medium Low Discount	14.8%	Based on January List Price of Applicable Calendar Year	C019	4
Consumables	Filtration Products - Bottletop Filters	Filtration Products - Bottletop Filters - Low Discount	5.4%	Based on January List Price of Applicable Calendar Year	C019	5
Consumables	Filtration Products - Centrifugal Filter Devices	Filtration Products - Centrifugal Filter Devices - High	23.4%	Based on January List Price of Applicable	C022	1

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
		Discount		Calendar Year		
Consumables	Filtration Products - Centrifugal Filter Devices	Filtration Products - Centrifugal Filter Devices - Medium High Discount	29.7%	Based on January List Price of Applicable Calendar Year	C022	2
Consumables	Filtration Products - Centrifugal Filter Devices	Filtration Products - Centrifugal Filter Devices - Medium Discount	33.4%	Based on January List Price of Applicable Calendar Year	C022	3
Consumables	Filtration Products - Centrifugal Filter Devices	Filtration Products - Centrifugal Filter Devices - Medium Low Discount	34.2%	Based on January List Price of Applicable Calendar Year	C022	4
Consumables	Filtration Products - Centrifugal Filter Devices	Filtration Products - Centrifugal Filter Devices - Low Discount	7.4%	Based on January List Price of Applicable Calendar Year	C022	5
Consumables	Filtration Products - Filter Units	Filtration Products - Filter Units - High Discount	39.0%	Based on January List Price of Applicable Calendar Year	C054	1
Consumables	Filtration Products - Filter Units	Filtration Products - Filter Units - Medium High Discount	15.0%	Based on January List Price of Applicable Calendar Year	C054	2
Consumables	Filtration Products - Filter Units	Filtration Products - Filter Units - Medium Discount	32.2%	Based on January List Price of	C054	3

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Applicable Calendar Year		
Consumables	Filtration Products - Filter Units	Filtration Products - Filter Units - Medium Low Discount	28.1%	Based on January List Price of Applicable Calendar Year	C054	4
Consumables	Filtration Products - Filter Units	Filtration Products - Filter Units - Low Discount	37.3%	Based on January List Price of Applicable Calendar Year	C054	5
Consumables	Filtration Products - Other Filtration Products	Filtration Products - Other Filtration Products - High Discount	40.9%	Based on January List Price of Applicable Calendar Year	C003	1
Consumables	Filtration Products - Other Filtration Products	Filtration Products - Other Filtration Products - Medium High Discount	36.0%	Based on January List Price of Applicable Calendar Year	C003	2
Consumables	Filtration Products - Other Filtration Products	Filtration Products - Other Filtration Products - Medium Discount	27.6%	Based on January List Price of Applicable Calendar Year	C003	3
Consumables	Filtration Products - Other Filtration Products	Filtration Products - Other Filtration Products - Medium Low Discount	13.0%	Based on January List Price of Applicable Calendar Year	C003	4
Consumables	Filtration Products - Other Filtration Products	Filtration Products - Other Filtration Products - Low	33.4%	Based on January List Price of Applicable	C003	5

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
		Discount		Calendar Year		
Consumables	Filtration Products - Syringe and Syringeless Filters [Nonsterile]	Filtration Products - Syringe and Syringeless Filters [Nonsterile] - High Discount	43.9%	Based on January List Price of Applicable Calendar Year	C020	1
Consumables	Filtration Products - Syringe and Syringeless Filters [Nonsterile]	Filtration Products - Syringe and Syringeless Filters [Nonsterile] - Medium High Discount	20.9%	Based on January List Price of Applicable Calendar Year	C020	2
Consumables	Filtration Products - Syringe and Syringeless Filters [Nonsterile]	Filtration Products - Syringe and Syringeless Filters [Nonsterile] - Medium Discount	24.7%	Based on January List Price of Applicable Calendar Year	C020	3
Consumables	Filtration Products - Syringe and Syringeless Filters [Nonsterile]	Filtration Products - Syringe and Syringeless Filters [Nonsterile] - Medium Low Discount	26.8%	Based on January List Price of Applicable Calendar Year	C020	4
Consumables	Filtration Products - Syringe and Syringeless Filters [Nonsterile]	Filtration Products - Syringe and Syringeless Filters [Nonsterile] - Low Discount	57.2%	Based on January List Price of Applicable Calendar Year	C020	5
Consumables	Fire Fighting & Emergency Response – PPE (Safety)	Fire Fighting & Emergency Response – PPE (Safety) - Medium Low Discount	25.6%	Based on January List Price of Applicable Calendar Year	C085	4
Consumables	Flasks - Other	Flasks - Other - Medium High	37.5%	Based on January List	C053	2

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
es		Discount		Price of Applicable Calendar Year		
Consumables	Flasks - Other	Flasks - Other - Medium Discount	40.1%	Based on January List Price of Applicable Calendar Year	C053	3
Consumables	Flasks - Other	Flasks - Other - Medium Low Discount	33.1%	Based on January List Price of Applicable Calendar Year	C053	4
Consumables	Flasks - Other	Flasks - Other - Low Discount	46.9%	Based on January List Price of Applicable Calendar Year	C053	5
Consumables	Flasks - Volumetric	Flasks - Volumetric - High Discount	43.9%	Based on January List Price of Applicable Calendar Year	C056	1
Consumables	Flasks - Volumetric	Flasks - Volumetric - Medium High Discount	45.2%	Based on January List Price of Applicable Calendar Year	C056	2
Consumables	Flasks - Volumetric	Flasks - Volumetric - Medium Discount	35.1%	Based on January List Price of Applicable Calendar Year	C056	3
Consumables	Flasks - Volumetric	Flasks - Volumetric - Medium Low	42.8%	Based on January List Price of	C056	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
		Discount		Applicable Calendar Year		
Consumables	Flasks - Volumetric	Flasks - Volumetric - Low Discount	48.2%	Based on January List Price of Applicable Calendar Year	C056	5
Consumables	Funnels	Funnels - Medium High Discount	59.0%	Based on January List Price of Applicable Calendar Year	C073	2
Consumables	Funnels	Funnels - Medium Discount	43.2%	Based on January List Price of Applicable Calendar Year	C073	3
Consumables	Funnels	Funnels - Medium Low Discount	30.4%	Based on January List Price of Applicable Calendar Year	C073	4
Consumables	Funnels	Funnels - Low Discount	57.0%	Based on January List Price of Applicable Calendar Year	C073	5
Consumables	Knives and Knife Blades	Knives and Knife Blades - High Discount	67.8%	Based on January List Price of Applicable Calendar Year	C080	1
Consumables	Knives and Knife Blades	Knives and Knife Blades - Medium High Discount	33.3%	Based on January List Price of Applicable	C080	2

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Consumables	Knives and Knife Blades	Knives and Knife Blades - Medium Discount	36.6%	Based on January List Price of Applicable Calendar Year	C080	3
Consumables	Knives and Knife Blades	Knives and Knife Blades - Medium Low Discount	29.2%	Based on January List Price of Applicable Calendar Year	C080	4
Consumables	Knives and Knife Blades	Knives and Knife Blades - Low Discount	22.7%	Based on January List Price of Applicable Calendar Year	C080	5
Consumables	Membranes For Hybridization and Transfer	Membranes For Hybridization and Transfer - High Discount	36.8%	Based on January List Price of Applicable Calendar Year	C069	1
Consumables	Membranes For Hybridization and Transfer	Membranes For Hybridization and Transfer - Medium High Discount	36.7%	Based on January List Price of Applicable Calendar Year	C069	2
Consumables	Membranes For Hybridization and Transfer	Membranes For Hybridization and Transfer - Medium Discount	17.3%	Based on January List Price of Applicable Calendar Year	C069	3
Consumables	Membranes For Hybridization and Transfer	Membranes For Hybridization and Transfer - Medium	16.4%	Based on January List Price of Applicable	C069	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
		Low Discount		Calendar Year		
Consumables	Membranes For Hybridization and Transfer	Membranes For Hybridization and Transfer - Low Discount	32.0%	Based on January List Price of Applicable Calendar Year	C069	5
Consumables	Microplate Covers	Microplate Covers - High Discount	36.3%	Based on January List Price of Applicable Calendar Year	C055	1
Consumables	Microplate Covers	Microplate Covers - Medium High Discount	39.3%	Based on January List Price of Applicable Calendar Year	C055	2
Consumables	Microplate Covers	Microplate Covers - Medium Discount	23.5%	Based on January List Price of Applicable Calendar Year	C055	3
Consumables	Microplate Covers	Microplate Covers - Medium Low Discount	27.4%	Based on January List Price of Applicable Calendar Year	C055	4
Consumables	Microplate Covers	Microplate Covers - Low Discount	32.9%	Based on January List Price of Applicable Calendar Year	C055	5
Consumables	Microplates - Assay Microplates	Microplates - Assay Microplates - High Discount	28.9%	Based on January List Price of Applicable	C028	1

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Consumables	Microplates - Assay Microplates	Microplates - Assay Microplates - Medium High Discount	36.4%	Based on January List Price of Applicable Calendar Year	C028	2
Consumables	Microplates - Assay Microplates	Microplates - Assay Microplates - Medium Discount	35.6%	Based on January List Price of Applicable Calendar Year	C028	3
Consumables	Microplates - Assay Microplates	Microplates - Assay Microplates - Medium Low Discount	31.2%	Based on January List Price of Applicable Calendar Year	C028	4
Consumables	Microplates - Assay Microplates	Microplates - Assay Microplates - Low Discount	36.6%	Based on January List Price of Applicable Calendar Year	C028	5
Consumables	Microplates - Other	Microplates - Other - High Discount	23.3%	Based on January List Price of Applicable Calendar Year	C015	1
Consumables	Microplates - Other	Microplates - Other - Medium High Discount	34.7%	Based on January List Price of Applicable Calendar Year	C015	2
Consumables	Microplates - Other	Microplates - Other - Medium Discount	30.4%	Based on January List Price of Applicable	C015	3

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Consumables	Microplates - Other	Microplates - Other - Medium Low Discount	11.3%	Based on January List Price of Applicable Calendar Year	C015	4
Consumables	Microplates - Other	Microplates - Other - Low Discount	59.5%	Based on January List Price of Applicable Calendar Year	C015	5
Consumables	Microscope Slides	Microscope Slides - Medium Discount	43.8%	Based on January List Price of Applicable Calendar Year	C007	3
Consumables	Microscope Slides	Microscope Slides - Medium Low Discount	24.3%	Based on January List Price of Applicable Calendar Year	C007	4
Consumables	Microscope Slides	Microscope Slides - Low Discount	52.7%	Based on January List Price of Applicable Calendar Year	C007	5
Consumables	Pipets - Other	Pipets - Other - High Discount	47.8%	Based on January List Price of Applicable Calendar Year	C043	1
Consumables	Pipets - Other	Pipets - Other - Medium High Discount	43.5%	Based on January List Price of Applicable	C043	2

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Consumables	Pipets - Other	Pipets - Other - Medium Discount	34.3%	Based on January List Price of Applicable Calendar Year	C043	3
Consumables	Pipets - Other	Pipets - Other - Medium Low Discount	32.0%	Based on January List Price of Applicable Calendar Year	C043	4
Consumables	Pipets - Other	Pipets - Other - Low Discount	58.0%	Based on January List Price of Applicable Calendar Year	C043	5
Consumables	Pipets - Serological Pipets	Pipets - Serological Pipets - High Discount	65.0%	Based on January List Price of Applicable Calendar Year	C005	1
Consumables	Pipets - Serological Pipets	Pipets - Serological Pipets - Medium High Discount	42.5%	Based on January List Price of Applicable Calendar Year	C005	2
Consumables	Pipets - Serological Pipets	Pipets - Serological Pipets - Medium Discount	35.0%	Based on January List Price of Applicable Calendar Year	C005	3
Consumables	Pipets - Serological Pipets	Pipets - Serological Pipets - Medium Low Discount	44.0%	Based on January List Price of Applicable	C005	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Consumables	Pipets - Serological Pipets	Pipets - Serological Pipets - Low Discount	66.1%	Based on January List Price of Applicable Calendar Year	C005	5
Consumables	Pipets - Transfer Pipets	Pipets - Transfer Pipets - Medium High Discount	66.6%	Based on January List Price of Applicable Calendar Year	C034	2
Consumables	Pipets - Transfer Pipets	Pipets - Transfer Pipets - Medium Discount	66.1%	Based on January List Price of Applicable Calendar Year	C034	3
Consumables	Pipets - Transfer Pipets	Pipets - Transfer Pipets - Medium Low Discount	57.6%	Based on January List Price of Applicable Calendar Year	C034	4
Consumables	Pipets - Transfer Pipets	Pipets - Transfer Pipets - Low Discount	43.9%	Based on January List Price of Applicable Calendar Year	C034	5
Consumables	Pipetter Tips - Filtering Pipetter Tips	Pipetter Tips - Filtering Pipetter Tips - Medium High Discount	41.9%	Based on January List Price of Applicable Calendar Year	C025	2
Consumables	Pipetter Tips - Filtering Pipetter Tips	Pipetter Tips - Filtering Pipetter Tips - Medium	37.8%	Based on January List Price of Applicable	C025	3

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
		Discount		Calendar Year		
Consumables	Pipetter Tips - Filtering Pipetter Tips	Pipetter Tips - Filtering Pipetter Tips - Medium Low Discount	5.1%	Based on January List Price of Applicable Calendar Year	C025	4
Consumables	Pipetter Tips - Filtering Pipetter Tips	Pipetter Tips - Filtering Pipetter Tips - Low Discount	45.3%	Based on January List Price of Applicable Calendar Year	C025	5
Consumables	Pipetter Tips - Other	Pipetter Tips - Other - High Discount	29.7%	Based on January List Price of Applicable Calendar Year	C083	1
Consumables	Pipetter Tips - Other	Pipetter Tips - Other - Medium High Discount	35.9%	Based on January List Price of Applicable Calendar Year	C083	2
Consumables	Pipetter Tips - Other	Pipetter Tips - Other - Medium Discount	35.0%	Based on January List Price of Applicable Calendar Year	C083	3
Consumables	Pipetter Tips - Other	Pipetter Tips - Other - Medium Low Discount	30.0%	Based on January List Price of Applicable Calendar Year	C083	4
Consumables	Pipetter Tips - Other	Pipetter Tips - Other - Low Discount	35.2%	Based on January List Price of Applicable	C083	5

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Consumables	Pipetter Tips - Pipetter Specific Tips	Pipetter Tips - Pipetter Specific Tips - High Discount	27.7%	Based on January List Price of Applicable Calendar Year	C023	1
Consumables	Pipetter Tips - Pipetter Specific Tips	Pipetter Tips - Pipetter Specific Tips - Medium High Discount	34.5%	Based on January List Price of Applicable Calendar Year	C023	2
Consumables	Pipetter Tips - Pipetter Specific Tips	Pipetter Tips - Pipetter Specific Tips - Medium Discount	25.0%	Based on January List Price of Applicable Calendar Year	C023	3
Consumables	Pipetter Tips - Pipetter Specific Tips	Pipetter Tips - Pipetter Specific Tips - Medium Low Discount	6.0%	Based on January List Price of Applicable Calendar Year	C023	4
Consumables	Pipetter Tips - Pipetter Specific Tips	Pipetter Tips - Pipetter Specific Tips - Low Discount	33.9%	Based on January List Price of Applicable Calendar Year	C023	5
Consumables	Pipetter Tips - Repeater Pipetter Tips	Pipetter Tips - Repeater Pipetter Tips - High Discount	33.1%	Based on January List Price of Applicable Calendar Year	C092	1
Consumables	Pipetter Tips - Repeater Pipetter Tips	Pipetter Tips - Repeater Pipetter Tips - Medium	31.2%	Based on January List Price of Applicable	C092	3

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
		Discount		Calendar Year		
Consumables	Pipetter Tips - Repeater Pipetter Tips	Pipetter Tips - Repeater Pipetter Tips - Low Discount	22.7%	Based on January List Price of Applicable Calendar Year	C092	5
Consumables	Pipetter Tips - Robotic Pipetter Tips	Pipetter Tips - Robotic Pipetter Tips - High Discount	27.0%	Based on January List Price of Applicable Calendar Year	C081	1
Consumables	Pipetter Tips - Robotic Pipetter Tips	Pipetter Tips - Robotic Pipetter Tips - Medium Discount	36.5%	Based on January List Price of Applicable Calendar Year	C081	3
Consumables	Pipetter Tips - Robotic Pipetter Tips	Pipetter Tips - Robotic Pipetter Tips - Medium Low Discount	11.7%	Based on January List Price of Applicable Calendar Year	C081	4
Consumables	Pipetter Tips - Universal Pipetter Tips	Pipetter Tips - Universal Pipetter Tips - High Discount	45.0%	Based on January List Price of Applicable Calendar Year	C011	1
Consumables	Pipetter Tips - Universal Pipetter Tips	Pipetter Tips - Universal Pipetter Tips - Medium High Discount	35.2%	Based on January List Price of Applicable Calendar Year	C011	2
Consumables	Pipetter Tips - Universal Pipetter Tips	Pipetter Tips - Universal Pipetter Tips - Medium	37.0%	Based on January List Price of Applicable	C011	3

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
		Discount		Calendar Year		
Consumables	Pipetter Tips - Universal Pipetter Tips	Pipetter Tips - Universal Pipetter Tips - Medium Low Discount	26.1%	Based on January List Price of Applicable Calendar Year	C011	4
Consumables	Pipetter Tips - Universal Pipetter Tips	Pipetter Tips - Universal Pipetter Tips - Low Discount	47.1%	Based on January List Price of Applicable Calendar Year	C011	5
Consumables	PPE – Apparel (Safety)	PPE – Apparel (Safety) - High Discount	59.8%	Based on January List Price of Applicable Calendar Year	C012	1
Consumables	PPE – Apparel (Safety)	PPE – Apparel (Safety) - Medium High Discount	52.6%	Based on January List Price of Applicable Calendar Year	C012	2
Consumables	PPE – Apparel (Safety)	PPE – Apparel (Safety) - Medium Discount	42.1%	Based on January List Price of Applicable Calendar Year	C012	3
Consumables	PPE – Apparel (Safety)	PPE – Apparel (Safety) - Medium Low Discount	25.7%	Based on January List Price of Applicable Calendar Year	C012	4
Consumables	PPE – Apparel (Safety)	PPE – Apparel (Safety) - Low Discount	40.8%	Based on January List Price of Applicable	C012	5

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Consumables	PPE – Eye, Face, and Hearing (Safety)	PPE – Eye, Face, and Hearing (Safety) - High Discount	37.0%	Based on January List Price of Applicable Calendar Year	C052	1
Consumables	PPE – Eye, Face, and Hearing (Safety)	PPE – Eye, Face, and Hearing (Safety) - Medium High Discount	39.6%	Based on January List Price of Applicable Calendar Year	C052	2
Consumables	PPE – Eye, Face, and Hearing (Safety)	PPE – Eye, Face, and Hearing (Safety) - Medium Discount	42.9%	Based on January List Price of Applicable Calendar Year	C052	3
Consumables	PPE – Eye, Face, and Hearing (Safety)	PPE – Eye, Face, and Hearing (Safety) - Medium Low Discount	36.0%	Based on January List Price of Applicable Calendar Year	C052	4
Consumables	PPE – Eye, Face, and Hearing (Safety)	PPE – Eye, Face, and Hearing (Safety) - Low Discount	36.3%	Based on January List Price of Applicable Calendar Year	C052	5
Consumables	PPE – Hand Protection – Chemical Resistant Gloves (Safety)	PPE – Hand Protection – Chemical Resistant Gloves (Safety) - Medium Low Discount	31.8%	Based on January List Price of Applicable Calendar Year	C077	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	PPE – Hand Protection – Chemical Resistant Gloves (Safety)	PPE – Hand Protection – Chemical Resistant Gloves (Safety) - Low Discount	50.0%	Based on January List Price of Applicable Calendar Year	C077	5
Consumables	PPE – Hand Protection – Thin-Wall Gloves (Safety)	PPE – Hand Protection – Thin-Wall Gloves (Safety) - Medium High Discount	66.3%	Based on January List Price of Applicable Calendar Year	C002	2
Consumables	PPE – Hand Protection – Thin-Wall Gloves (Safety)	PPE – Hand Protection – Thin-Wall Gloves (Safety) - Medium Discount	44.0%	Based on January List Price of Applicable Calendar Year	C002	3
Consumables	PPE – Hand Protection – Thin-Wall Gloves (Safety)	PPE – Hand Protection – Thin-Wall Gloves (Safety) - Medium Low Discount	45.0%	Based on January List Price of Applicable Calendar Year	C002	4
Consumables	PPE – Hand Protection – Thin-Wall Gloves (Safety)	PPE – Hand Protection – Thin-Wall Gloves (Safety) - Low Discount	38.4%	Based on January List Price of Applicable Calendar Year	C002	5
Consumables	PPE – Hand Protection – Work & Specialty Gloves (Safety)	PPE – Hand Protection – Work & Specialty Gloves (Safety) - Medium High Discount	35.8%	Based on January List Price of Applicable Calendar Year	C063	2
Consumables	PPE – Hand Protection – Work & Specialty Gloves (Safety)	PPE – Hand Protection – Work & Specialty Gloves (Safety) - Medium Discount	38.7%	Based on January List Price of Applicable Calendar Year	C063	3

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	PPE – Hand Protection – Work & Specialty Gloves (Safety)	PPE – Hand Protection – Work & Specialty Gloves (Safety) - Medium Low Discount	38.2%	Based on January List Price of Applicable Calendar Year	C063	4
Consumables	PPE – Hand Protection – Work & Specialty Gloves (Safety)	PPE – Hand Protection – Work & Specialty Gloves (Safety) - Low Discount	40.7%	Based on January List Price of Applicable Calendar Year	C063	5
Consumables	PPE – Head Protection (Safety)	PPE – Head Protection (Safety) - Medium Discount	41.3%	Based on January List Price of Applicable Calendar Year	C093	3
Consumables	PPE – Head Protection (Safety)	PPE – Head Protection (Safety) - Medium Low Discount	40.1%	Based on January List Price of Applicable Calendar Year	C093	4
Consumables	Reservoirs and Reservoir Liners	Reservoirs and Reservoir Liners - Medium High Discount	47.3%	Based on January List Price of Applicable Calendar Year	C064	2
Consumables	Reservoirs and Reservoir Liners	Reservoirs and Reservoir Liners - Medium Discount	28.0%	Based on January List Price of Applicable Calendar Year	C064	3
Consumables	Reservoirs and Reservoir Liners	Reservoirs and Reservoir Liners - Medium Low Discount	20.1%	Based on January List Price of Applicable Calendar Year	C064	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Reservoirs and Reservoir Liners	Reservoirs and Reservoir Liners - Low Discount	33.1%	Based on January List Price of Applicable Calendar Year	C064	5
Consumables	Samplers	Samplers - High Discount	36.8%	Based on January List Price of Applicable Calendar Year	C088	1
Consumables	Samplers	Samplers - Medium High Discount	41.8%	Based on January List Price of Applicable Calendar Year	C088	2
Consumables	Samplers	Samplers - Medium Discount	30.3%	Based on January List Price of Applicable Calendar Year	C088	3
Consumables	Samplers	Samplers - Medium Low Discount	32.1%	Based on January List Price of Applicable Calendar Year	C088	4
Consumables	Samplers	Samplers - Low Discount	50.2%	Based on January List Price of Applicable Calendar Year	C088	5
Consumables	Spatulas [General Purpose]	Spatulas [General Purpose] - Medium High Discount	43.5%	Based on January List Price of Applicable Calendar Year	C089	2

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Spatulas [General Purpose]	Spatulas [General Purpose] - Medium Discount	49.1%	Based on January List Price of Applicable Calendar Year	C089	3
Consumables	Spatulas [General Purpose]	Spatulas [General Purpose] - Medium Low Discount	34.6%	Based on January List Price of Applicable Calendar Year	C089	4
Consumables	Spatulas [General Purpose]	Spatulas [General Purpose] - Low Discount	43.9%	Based on January List Price of Applicable Calendar Year	C089	5
Consumables	Specimen Collection - Blood Specimen Collection	Specimen Collection - Blood Specimen Collection - High Discount	44.4%	Based on January List Price of Applicable Calendar Year	C047	1
Consumables	Specimen Collection - Blood Specimen Collection	Specimen Collection - Blood Specimen Collection - Medium High Discount	30.5%	Based on January List Price of Applicable Calendar Year	C047	2
Consumables	Specimen Collection - Blood Specimen Collection	Specimen Collection - Blood Specimen Collection - Medium Discount	29.2%	Based on January List Price of Applicable Calendar Year	C047	3
Consumables	Specimen Collection - Blood Specimen Collection	Specimen Collection - Blood Specimen Collection - Medium Low Discount	27.5%	Based on January List Price of Applicable Calendar Year	C047	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Specimen Collection - Blood Specimen Collection	Specimen Collection - Blood Specimen Collection - Low Discount	36.5%	Based on January List Price of Applicable Calendar Year	C047	5
Consumables	Specimen Collection - Evacuated Blood Tubes	Specimen Collection - Evacuated Blood Tubes - High Discount	33.8%	Based on January List Price of Applicable Calendar Year	C006	1
Consumables	Specimen Collection - Evacuated Blood Tubes	Specimen Collection - Evacuated Blood Tubes - Medium High Discount	37.3%	Based on January List Price of Applicable Calendar Year	C006	2
Consumables	Specimen Collection - Evacuated Blood Tubes	Specimen Collection - Evacuated Blood Tubes - Medium Discount	36.5%	Based on January List Price of Applicable Calendar Year	C006	3
Consumables	Specimen Collection - Evacuated Blood Tubes	Specimen Collection - Evacuated Blood Tubes - Medium Low Discount	31.2%	Based on January List Price of Applicable Calendar Year	C006	4
Consumables	Specimen Collection - Microbiology and Transport Systems	Specimen Collection - Microbiology and Transport Systems - High Discount	24.3%	Based on January List Price of Applicable Calendar Year	C042	1
Consumables	Specimen Collection - Microbiology and Transport Systems	Specimen Collection - Microbiology and Transport Systems - Medium High Discount	40.7%	Based on January List Price of Applicable Calendar Year	C042	2

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Specimen Collection - Microbiology and Transport Systems	Specimen Collection - Microbiology and Transport Systems - Medium Discount	16.4%	Based on January List Price of Applicable Calendar Year	C042	3
Consumables	Specimen Collection - Microbiology and Transport Systems	Specimen Collection - Microbiology and Transport Systems - Medium Low Discount	28.5%	Based on January List Price of Applicable Calendar Year	C042	4
Consumables	Specimen Collection - Microbiology and Transport Systems	Specimen Collection - Microbiology and Transport Systems - Low Discount	45.0%	Based on January List Price of Applicable Calendar Year	C042	5
Consumables	Specimen Collection - Other	Specimen Collection - Other - High Discount	46.1%	Based on January List Price of Applicable Calendar Year	C067	1
Consumables	Specimen Collection - Other	Specimen Collection - Other - Medium Discount	32.6%	Based on January List Price of Applicable Calendar Year	C067	3
Consumables	Specimen Collection - Other	Specimen Collection - Other - Medium Low Discount	29.0%	Based on January List Price of Applicable Calendar Year	C067	4
Consumables	Specimen Collection - Other	Specimen Collection - Other - Low Discount	29.0%	Based on January List Price of Applicable Calendar Year	C067	5

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Specimen Collection - Tube Needles	Specimen Collection - Tube Needles - Medium Discount	37.3%	Based on January List Price of Applicable Calendar Year	C060	3
Consumables	Specimen Collection - Tube Needles	Specimen Collection - Tube Needles - Medium Low Discount	25.2%	Based on January List Price of Applicable Calendar Year	C060	4
Consumables	Specimen Collection - Tube Needles	Specimen Collection - Tube Needles - Low Discount	42.3%	Based on January List Price of Applicable Calendar Year	C060	5
Consumables	Specimen Collection - Tubes for Blood Collection	Specimen Collection - Tubes for Blood Collection - High Discount	33.4%	Based on January List Price of Applicable Calendar Year	C048	1
Consumables	Specimen Collection - Tubes for Blood Collection	Specimen Collection - Tubes for Blood Collection - Medium High Discount	36.2%	Based on January List Price of Applicable Calendar Year	C048	2
Consumables	Specimen Collection - Tubes for Blood Collection	Specimen Collection - Tubes for Blood Collection - Medium Discount	32.9%	Based on January List Price of Applicable Calendar Year	C048	3
Consumables	Specimen Collection - Tubes for Blood Collection	Specimen Collection - Tubes for Blood Collection - Medium Low Discount	32.9%	Based on January List Price of Applicable Calendar Year	C048	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Specimen Collection - Tubes for Blood Collection	Specimen Collection - Tubes for Blood Collection - Low Discount	59.8%	Based on January List Price of Applicable Calendar Year	C048	5
Consumables	Specimen Collection - Urine Specimen Collection	Specimen Collection - Urine Specimen Collection - High Discount	64.1%	Based on January List Price of Applicable Calendar Year	C045	1
Consumables	Specimen Collection - Urine Specimen Collection	Specimen Collection - Urine Specimen Collection - Medium High Discount	41.1%	Based on January List Price of Applicable Calendar Year	C045	2
Consumables	Specimen Collection - Urine Specimen Collection	Specimen Collection - Urine Specimen Collection - Medium Discount	36.9%	Based on January List Price of Applicable Calendar Year	C045	3
Consumables	Specimen Collection - Urine Specimen Collection	Specimen Collection - Urine Specimen Collection - Medium Low Discount	32.1%	Based on January List Price of Applicable Calendar Year	C045	4
Consumables	Specimen Collection - Winged Collection Set	Specimen Collection - Winged Collection Set - Medium High Discount	33.0%	Based on January List Price of Applicable Calendar Year	C027	2
Consumables	Specimen Collection - Winged Collection Set	Specimen Collection - Winged Collection Set - Medium Discount	37.4%	Based on January List Price of Applicable Calendar Year	C027	3

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Specimen Collection - Winged Collection Set	Specimen Collection - Winged Collection Set - Medium Low Discount	31.8%	Based on January List Price of Applicable Calendar Year	C027	4
Consumables	Specimen Collection - Winged Collection Set	Specimen Collection - Winged Collection Set - Low Discount	47.4%	Based on January List Price of Applicable Calendar Year	C027	5
Consumables	Specimen Containers	Specimen Containers - High Discount	53.2%	Based on January List Price of Applicable Calendar Year	C017	1
Consumables	Specimen Containers	Specimen Containers - Medium High Discount	54.8%	Based on January List Price of Applicable Calendar Year	C017	2
Consumables	Specimen Containers	Specimen Containers - Medium Discount	45.9%	Based on January List Price of Applicable Calendar Year	C017	3
Consumables	Specimen Containers	Specimen Containers - Medium Low Discount	26.7%	Based on January List Price of Applicable Calendar Year	C017	4
Consumables	Specimen Containers	Specimen Containers - Low Discount	57.9%	Based on January List Price of Applicable Calendar Year	C017	5

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Stirring Bars and Rods	Stirring Bars and Rods - Medium Discount	60.4%	Based on January List Price of Applicable Calendar Year	C084	3
Consumables	Stirring Bars and Rods	Stirring Bars and Rods - Medium Low Discount	51.5%	Based on January List Price of Applicable Calendar Year	C084	4
Consumables	Stirring Bars and Rods	Stirring Bars and Rods - Low Discount	44.2%	Based on January List Price of Applicable Calendar Year	C084	5
Consumables	Stoppers	Stoppers - High Discount	44.2%	Based on January List Price of Applicable Calendar Year	C086	1
Consumables	Stoppers	Stoppers - Medium High Discount	49.8%	Based on January List Price of Applicable Calendar Year	C086	2
Consumables	Stoppers	Stoppers - Medium Discount	45.3%	Based on January List Price of Applicable Calendar Year	C086	3
Consumables	Stoppers	Stoppers - Medium Low Discount	30.8%	Based on January List Price of Applicable Calendar Year	C086	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Stoppers	Stoppers - Low Discount	31.8%	Based on January List Price of Applicable Calendar Year	C086	5
Consumables	Syringes - General Purpose Syringes	Syringes - General Purpose Syringes - Medium High Discount	29.5%	Based on January List Price of Applicable Calendar Year	C036	2
Consumables	Syringes - General Purpose Syringes	Syringes - General Purpose Syringes - Medium Discount	29.8%	Based on January List Price of Applicable Calendar Year	C036	3
Consumables	Syringes - General Purpose Syringes	Syringes - General Purpose Syringes - Medium Low Discount	29.6%	Based on January List Price of Applicable Calendar Year	C036	4
Consumables	Syringes - General Purpose Syringes	Syringes - General Purpose Syringes - Low Discount	34.3%	Based on January List Price of Applicable Calendar Year	C036	5
Consumables	Syringes - Other	Syringes - Other - High Discount	35.0%	Based on January List Price of Applicable Calendar Year	C050	1
Consumables	Syringes - Other	Syringes - Other - Medium High Discount	36.2%	Based on January List Price of Applicable Calendar Year	C050	2

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Syringes - Other	Syringes - Other - Medium Discount	26.2%	Based on January List Price of Applicable Calendar Year	C050	3
Consumables	Syringes - Other	Syringes - Other - Medium Low Discount	25.0%	Based on January List Price of Applicable Calendar Year	C050	4
Consumables	Syringes - Other	Syringes - Other - Low Discount	50.9%	Based on January List Price of Applicable Calendar Year	C050	5
Consumables	Tubes - Centrifuge Tubes	Tubes - Centrifuge Tubes - High Discount	52.3%	Based on January List Price of Applicable Calendar Year	C010	1
Consumables	Tubes - Centrifuge Tubes	Tubes - Centrifuge Tubes - Medium High Discount	42.1%	Based on January List Price of Applicable Calendar Year	C010	2
Consumables	Tubes - Centrifuge Tubes	Tubes - Centrifuge Tubes - Medium Discount	44.1%	Based on January List Price of Applicable Calendar Year	C010	3
Consumables	Tubes - Centrifuge Tubes	Tubes - Centrifuge Tubes - Medium Low Discount	37.2%	Based on January List Price of Applicable Calendar Year	C010	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Tubes - Centrifuge Tubes	Tubes - Centrifuge Tubes - Low Discount	58.2%	Based on January List Price of Applicable Calendar Year	C010	5
Consumables	Tubes - Microtubes	Tubes - Microtubes - Medium High Discount	40.9%	Based on January List Price of Applicable Calendar Year	C035	2
Consumables	Tubes - Microtubes	Tubes - Microtubes - Medium Discount	34.3%	Based on January List Price of Applicable Calendar Year	C035	3
Consumables	Tubes - Microtubes	Tubes - Microtubes - Medium Low Discount	9.2%	Based on January List Price of Applicable Calendar Year	C035	4
Consumables	Tubes - Microtubes	Tubes - Microtubes - Low Discount	25.0%	Based on January List Price of Applicable Calendar Year	C035	5
Consumables	Tubes - Other	Tubes - Other - High Discount	26.5%	Based on January List Price of Applicable Calendar Year	C066	1
Consumables	Tubes - Other	Tubes - Other - Medium High Discount	35.0%	Based on January List Price of Applicable Calendar Year	C066	2

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Tubes - Other	Tubes - Other - Medium Discount	33.0%	Based on January List Price of Applicable Calendar Year	C066	3
Consumables	Tubes - Other	Tubes - Other - Medium Low Discount	15.3%	Based on January List Price of Applicable Calendar Year	C066	4
Consumables	Tubes - Other	Tubes - Other - Low Discount	36.7%	Based on January List Price of Applicable Calendar Year	C066	5
Consumables	Tubes - Storage Tubes	Tubes - Storage Tubes - Medium High Discount	35.6%	Based on January List Price of Applicable Calendar Year	C031	2
Consumables	Tubes - Storage Tubes	Tubes - Storage Tubes - Medium Discount	37.1%	Based on January List Price of Applicable Calendar Year	C031	3
Consumables	Tubes - Storage Tubes	Tubes - Storage Tubes - Medium Low Discount	31.8%	Based on January List Price of Applicable Calendar Year	C031	4
Consumables	Tubes - Storage Tubes	Tubes - Storage Tubes - Low Discount	52.8%	Based on January List Price of Applicable Calendar Year	C031	5

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Tubes - Test Tubes	Tubes - Test Tubes - High Discount	58.1%	Based on January List Price of Applicable Calendar Year	C030	1
Consumables	Tubes - Test Tubes	Tubes - Test Tubes - Medium High Discount	47.9%	Based on January List Price of Applicable Calendar Year	C030	2
Consumables	Tubes - Test Tubes	Tubes - Test Tubes - Medium Discount	43.5%	Based on January List Price of Applicable Calendar Year	C030	3
Consumables	Tubes - Test Tubes	Tubes - Test Tubes - Medium Low Discount	34.4%	Based on January List Price of Applicable Calendar Year	C030	4
Consumables	Tubes - Test Tubes	Tubes - Test Tubes - Low Discount	57.7%	Based on January List Price of Applicable Calendar Year	C030	5
Consumables	Tubes - Tube Closures	Tubes - Tube Closures - Medium Discount	58.3%	Based on January List Price of Applicable Calendar Year	C062	3
Consumables	Tubes - Tube Closures	Tubes - Tube Closures - Medium Low Discount	38.1%	Based on January List Price of Applicable Calendar Year	C062	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Tubes - Tube Closures	Tubes - Tube Closures - Low Discount	41.6%	Based on January List Price of Applicable Calendar Year	C062	5
Consumables	Tubing and Tubing Connectors	Tubing and Tubing Connectors - High Discount	42.3%	Based on January List Price of Applicable Calendar Year	C044	1
Consumables	Tubing and Tubing Connectors	Tubing and Tubing Connectors - Medium High Discount	49.9%	Based on January List Price of Applicable Calendar Year	C044	2
Consumables	Tubing and Tubing Connectors	Tubing and Tubing Connectors - Medium Discount	49.2%	Based on January List Price of Applicable Calendar Year	C044	3
Consumables	Tubing and Tubing Connectors	Tubing and Tubing Connectors - Medium Low Discount	39.4%	Based on January List Price of Applicable Calendar Year	C044	4
Consumables	Tubing and Tubing Connectors	Tubing and Tubing Connectors - Low Discount	39.5%	Based on January List Price of Applicable Calendar Year	C044	5
Consumables	Vials and Vial Inserts	Vials and Vial Inserts - High Discount	31.7%	Based on January List Price of Applicable Calendar Year	C004	1

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Vials and Vial Inserts	Vials and Vial Inserts - Medium High Discount	38.9%	Based on January List Price of Applicable Calendar Year	C004	2
Consumables	Vials and Vial Inserts	Vials and Vial Inserts - Medium Discount	26.7%	Based on January List Price of Applicable Calendar Year	C004	3
Consumables	Vials and Vial Inserts	Vials and Vial Inserts - Medium Low Discount	20.0%	Based on January List Price of Applicable Calendar Year	C004	4
Consumables	Vials and Vial Inserts	Vials and Vial Inserts - Low Discount	42.9%	Based on January List Price of Applicable Calendar Year	C004	5
Consumables	Waste Disposal Containers	Waste Disposal Containers - High Discount	47.5%	Based on January List Price of Applicable Calendar Year	C071	1
Consumables	Waste Disposal Containers	Waste Disposal Containers - Medium Discount	35.7%	Based on January List Price of Applicable Calendar Year	C071	3
Consumables	Waste Disposal Containers	Waste Disposal Containers - Medium Low Discount	30.7%	Based on January List Price of Applicable Calendar Year	C071	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Consumables	Waste Disposal Containers	Waste Disposal Containers - Low Discount	31.3%	Based on January List Price of Applicable Calendar Year	C071	5
Consumables	Water and Wastewater Testing Supplies	Water and Wastewater Testing Supplies - High Discount	38.3%	Based on January List Price of Applicable Calendar Year	C057	1
Consumables	Water and Wastewater Testing Supplies	Water and Wastewater Testing Supplies - Medium High Discount	33.3%	Based on January List Price of Applicable Calendar Year	C057	2
Consumables	Water and Wastewater Testing Supplies	Water and Wastewater Testing Supplies - Medium Discount	27.9%	Based on January List Price of Applicable Calendar Year	C057	3
Consumables	Water and Wastewater Testing Supplies	Water and Wastewater Testing Supplies - Medium Low Discount	18.6%	Based on January List Price of Applicable Calendar Year	C057	4
Consumables	Water and Wastewater Testing Supplies	Water and Wastewater Testing Supplies - Low Discount	16.7%	Based on January List Price of Applicable Calendar Year	C057	5
Diagnostics	Antibody Production and Purification	Antibody Production and Purification - Medium High Discount	13.4%	Based on January List Price of Applicable Calendar Year	D022	2

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Diagnostics	Antibody Production and Purification	Antibody Production and Purification - Medium Discount	11.8%	Based on January List Price of Applicable Calendar Year	D022	3
Diagnostics	Antibody Production and Purification	Antibody Production and Purification - Medium Low Discount	10.7%	Based on January List Price of Applicable Calendar Year	D022	4
Diagnostics	Antibody Production and Purification	Antibody Production and Purification - Low Discount	22.9%	Based on January List Price of Applicable Calendar Year	D022	5
Diagnostics	Clinical Controls Calibrators and Standards	Clinical Controls Calibrators and Standards - Medium High Discount	32.4%	Based on January List Price of Applicable Calendar Year	D003	2
Diagnostics	Clinical Controls Calibrators and Standards	Clinical Controls Calibrators and Standards - Medium Discount	13.3%	Based on January List Price of Applicable Calendar Year	D003	3
Diagnostics	Clinical Diagnostic Kits and Reagents - General Chemistry Testing	Clinical Diagnostic Kits and Reagents - General Chemistry Testing - High Discount	33.2%	Based on January List Price of Applicable Calendar Year	D013	1
Diagnostics	Clinical Diagnostic Kits and Reagents - General Chemistry Testing	Clinical Diagnostic Kits and Reagents - General Chemistry Testing - Medium High Discount	22.2%	Based on January List Price of Applicable Calendar Year	D013	2

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Diagnosics	Clinical Diagnostic Kits and Reagents - General Chemistry Testing	Clinical Diagnostic Kits and Reagents - General Chemistry Testing - Medium Discount	32.7%	Based on January List Price of Applicable Calendar Year	D013	3
Diagnosics	Clinical Diagnostic Kits and Reagents - General Chemistry Testing	Clinical Diagnostic Kits and Reagents - General Chemistry Testing - Medium Low Discount	21.9%	Based on January List Price of Applicable Calendar Year	D013	4
Diagnosics	Clinical Diagnostic Kits and Reagents - General Chemistry Testing	Clinical Diagnostic Kits and Reagents - General Chemistry Testing - Low Discount	21.9%	Based on January List Price of Applicable Calendar Year	D013	5
Diagnosics	Clinical Diagnostic Kits and Reagents - Influenza Testing	Clinical Diagnostic Kits and Reagents - Influenza Testing - Medium High Discount	12.1%	Based on January List Price of Applicable Calendar Year	D005	2
Diagnosics	Clinical Diagnostic Kits and Reagents - Other	Clinical Diagnostic Kits and Reagents - Other - High Discount	26.2%	Based on January List Price of Applicable Calendar Year	D002	1
Diagnosics	Clinical Diagnostic Kits and Reagents - Other	Clinical Diagnostic Kits and Reagents - Other - Medium High Discount	38.5%	Based on January List Price of Applicable Calendar Year	D002	2
Diagnosics	Clinical Diagnostic Kits and Reagents - Other	Clinical Diagnostic Kits and Reagents - Other - Medium Discount	23.6%	Based on January List Price of Applicable Calendar Year	D002	3

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Diagnositics	Clinical Diagnostic Kits and Reagents - Other	Clinical Diagnostic Kits and Reagents - Other - Medium Low Discount	37.6%	Based on January List Price of Applicable Calendar Year	D002	4
Diagnositics	Clinical Diagnostic Kits and Reagents - Other	Clinical Diagnostic Kits and Reagents - Other - Low Discount	32.9%	Based on January List Price of Applicable Calendar Year	D002	5
Diagnositics	Clinical Diagnostic Kits and Reagents - Pregnancy [hCG] Tests	Clinical Diagnostic Kits and Reagents - Pregnancy [hCG] Tests - Medium Discount	39.1%	Based on January List Price of Applicable Calendar Year	D007	3
Diagnositics	Clinical Diagnostic Kits and Reagents - Pregnancy [hCG] Tests	Clinical Diagnostic Kits and Reagents - Pregnancy [hCG] Tests - Medium Low Discount	15.7%	Based on January List Price of Applicable Calendar Year	D007	4
Diagnositics	Clinical Diagnostic Kits and Reagents - Pregnancy [hCG] Tests	Clinical Diagnostic Kits and Reagents - Pregnancy [hCG] Tests - Low Discount	22.7%	Based on January List Price of Applicable Calendar Year	D007	5
Diagnositics	Clinical Diagnostic Kits and Reagents - Streptococcus Testing	Clinical Diagnostic Kits and Reagents - Streptococcus Testing - Medium Discount	15.9%	Based on January List Price of Applicable Calendar Year	D008	3
Diagnositics	Clinical Diagnostic Kits and Reagents - Streptococcus Testing	Clinical Diagnostic Kits and Reagents - Streptococcus Testing - Medium Low Discount	24.5%	Based on January List Price of Applicable Calendar Year	D008	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Diagnositics	Clinical Diagnostic Kits and Reagents - Streptococcus Testing	Clinical Diagnostic Kits and Reagents - Streptococcus Testing - Low Discount	28.7%	Based on January List Price of Applicable Calendar Year	D008	5
Diagnositics	Clinical Diagnostic Kits and Reagents - Urinalysis Testing	Clinical Diagnostic Kits and Reagents - Urinalysis Testing - High Discount	23.0%	Based on January List Price of Applicable Calendar Year	D017	1
Diagnositics	Clinical Diagnostic Kits and Reagents - Urinalysis Testing	Clinical Diagnostic Kits and Reagents - Urinalysis Testing - Medium Discount	24.3%	Based on January List Price of Applicable Calendar Year	D017	3
Diagnositics	Clinical Diagnostic Kits and Reagents - Urinalysis Testing	Clinical Diagnostic Kits and Reagents - Urinalysis Testing - Medium Low Discount	15.1%	Based on January List Price of Applicable Calendar Year	D017	4
Diagnositics	Clinical Diagnostic Kits and Reagents - Urinalysis Testing	Clinical Diagnostic Kits and Reagents - Urinalysis Testing - Low Discount	9.9%	Based on January List Price of Applicable Calendar Year	D017	5
Diagnositics	Diagnositics - All Other	Diagnositics - All Other - High Discount	15.4%	Based on January List Price of Applicable Calendar Year	D001	1
Diagnositics	Diagnositics - All Other	Diagnositics - All Other - Medium High Discount	19.6%	Based on January List Price of Applicable Calendar Year	D001	2

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Diagnosics	Diagnosics - All Other	Diagnosics - All Other - Medium Discount	12.2%	Based on January List Price of Applicable Calendar Year	D001	3
Diagnosics	Diagnosics - All Other	Diagnosics - All Other - Medium Low Discount	12.5%	Based on January List Price of Applicable Calendar Year	D001	4
Diagnosics	Diagnosics - All Other	Diagnosics - All Other - Low Discount	18.6%	Based on January List Price of Applicable Calendar Year	D001	5
Diagnosics	Dialysis Desalting and Buffer Exchange	Dialysis Desalting and Buffer Exchange - Medium High Discount	12.3%	Based on January List Price of Applicable Calendar Year	D018	2
Diagnosics	Dialysis Desalting and Buffer Exchange	Dialysis Desalting and Buffer Exchange - Medium Low Discount	14.0%	Based on January List Price of Applicable Calendar Year	D018	4
Diagnosics	Dialysis Desalting and Buffer Exchange	Dialysis Desalting and Buffer Exchange - Low Discount	22.2%	Based on January List Price of Applicable Calendar Year	D018	5
Diagnosics	Electrophoresis Reagents	Electrophoresis Reagents - High Discount	18.5%	Based on January List Price of Applicable Calendar Year	D011	1

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Diagnositics	Electrophoresis Reagents	Electrophoresis Reagents - Medium High Discount	16.9%	Based on January List Price of Applicable Calendar Year	D011	2
Diagnositics	Electrophoresis Reagents	Electrophoresis Reagents - Medium Discount	15.4%	Based on January List Price of Applicable Calendar Year	D011	3
Diagnositics	Electrophoresis Reagents	Electrophoresis Reagents - Medium Low Discount	22.6%	Based on January List Price of Applicable Calendar Year	D011	4
Diagnositics	Electrophoresis Reagents	Electrophoresis Reagents - Low Discount	23.1%	Based on January List Price of Applicable Calendar Year	D011	5
Diagnositics	Hematology Stains	Hematology Stains - Medium High Discount	42.9%	Based on January List Price of Applicable Calendar Year	D020	2
Diagnositics	Hematology Stains	Hematology Stains - Medium Discount	26.9%	Based on January List Price of Applicable Calendar Year	D020	3
Diagnositics	Hematology Stains	Hematology Stains - Medium Low Discount	21.8%	Based on January List Price of Applicable Calendar Year	D020	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Diagnostics	Immunoassay Testing	Immunoassay Testing - High Discount	26.1%	Based on January List Price of Applicable Calendar Year	D014	1
Diagnostics	Immunoassay Testing	Immunoassay Testing - Medium High Discount	20.0%	Based on January List Price of Applicable Calendar Year	D014	2
Diagnostics	Immunoassay Testing	Immunoassay Testing - Medium Discount	21.6%	Based on January List Price of Applicable Calendar Year	D014	3
Diagnostics	Immunoassay Testing	Immunoassay Testing - Medium Low Discount	12.1%	Based on January List Price of Applicable Calendar Year	D014	4
Diagnostics	Immunoassay Testing	Immunoassay Testing - Low Discount	31.5%	Based on January List Price of Applicable Calendar Year	D014	5
Diagnostics	Immunoreagents	Immunoreagents - Medium High Discount	13.3%	Based on January List Price of Applicable Calendar Year	D021	2
Diagnostics	Immunoreagents	Immunoreagents - Medium Discount	9.8%	Based on January List Price of Applicable Calendar Year	D021	3

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Diagnosics	Immunoreagents	Immunoreagents - Medium Low Discount	23.8%	Based on January List Price of Applicable Calendar Year	D021	4
Diagnosics	Immunoreagents	Immunoreagents - Low Discount	23.2%	Based on January List Price of Applicable Calendar Year	D021	5
Diagnosics	Microbiology Products	Microbiology Products - High Discount	25.3%	Based on January List Price of Applicable Calendar Year	D019	1
Diagnosics	Microbiology Products	Microbiology Products - Medium High Discount	21.9%	Based on January List Price of Applicable Calendar Year	D019	2
Diagnosics	Microbiology Products	Microbiology Products - Medium Discount	22.4%	Based on January List Price of Applicable Calendar Year	D019	3
Diagnosics	Microbiology Products	Microbiology Products - Medium Low Discount	18.4%	Based on January List Price of Applicable Calendar Year	D019	4
Diagnosics	Microbiology Products	Microbiology Products - Low Discount	33.9%	Based on January List Price of Applicable Calendar Year	D019	5

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Diagnosics	Molecular Biology Reagents and Kits - DNA Extraction and Purification	Molecular Biology Reagents and Kits - DNA Extraction and Purification - Medium High Discount	20.0%	Based on January List Price of Applicable Calendar Year	D016	2
Diagnosics	Molecular Biology Reagents and Kits - DNA Extraction and Purification	Molecular Biology Reagents and Kits - DNA Extraction and Purification - Medium Discount	15.7%	Based on January List Price of Applicable Calendar Year	D016	3
Diagnosics	Molecular Biology Reagents and Kits - DNA Extraction and Purification	Molecular Biology Reagents and Kits - DNA Extraction and Purification - Medium Low Discount	14.8%	Based on January List Price of Applicable Calendar Year	D016	4
Diagnosics	Molecular Biology Reagents and Kits - DNA Extraction and Purification	Molecular Biology Reagents and Kits - DNA Extraction and Purification - Low Discount	26.5%	Based on January List Price of Applicable Calendar Year	D016	5
Diagnosics	Molecular Biology Reagents and Kits - Nucleic Acid Labeling and Detection	Molecular Biology Reagents and Kits - Nucleic Acid Labeling and Detection - Medium Low Discount	14.3%	Based on January List Price of Applicable Calendar Year	D015	4
Diagnosics	Molecular Biology Reagents and Kits - Nucleic Acid Labeling and Detection	Molecular Biology Reagents and Kits - Nucleic Acid Labeling and Detection - Low Discount	15.4%	Based on January List Price of Applicable Calendar Year	D015	5
Diagnosics	Molecular Biology Reagents and Kits -	Molecular Biology Reagents and Kits - Other - High	11.0%	Based on January List Price of	D006	1

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
	Other	Discount		Applicable Calendar Year		
Diagnostics	Molecular Biology Reagents and Kits - Other	Molecular Biology Reagents and Kits - Other - Medium High Discount	4.4%	Based on January List Price of Applicable Calendar Year	D006	2
Diagnostics	Molecular Biology Reagents and Kits - Other	Molecular Biology Reagents and Kits - Other - Medium Discount	11.0%	Based on January List Price of Applicable Calendar Year	D006	3
Diagnostics	Molecular Biology Reagents and Kits - Other	Molecular Biology Reagents and Kits - Other - Medium Low Discount	11.1%	Based on January List Price of Applicable Calendar Year	D006	4
Diagnostics	Molecular Biology Reagents and Kits - Other	Molecular Biology Reagents and Kits - Other - Low Discount	14.7%	Based on January List Price of Applicable Calendar Year	D006	5
Diagnostics	Protein Chemistry Reagents and Kits	Protein Chemistry Reagents and Kits - High Discount	10.7%	Based on January List Price of Applicable Calendar Year	D004	1
Diagnostics	Protein Chemistry Reagents and Kits	Protein Chemistry Reagents and Kits - Medium High Discount	13.3%	Based on January List Price of Applicable Calendar Year	D004	2
Diagnostics	Protein Chemistry Reagents and Kits	Protein Chemistry Reagents and Kits - Medium Discount	6.2%	Based on January List Price of Applicable	D004	3

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Diagnostics	Protein Chemistry Reagents and Kits	Protein Chemistry Reagents and Kits - Medium Low Discount	19.9%	Based on January List Price of Applicable Calendar Year	D004	4
Diagnostics	Protein Chemistry Reagents and Kits	Protein Chemistry Reagents and Kits - Low Discount	28.9%	Based on January List Price of Applicable Calendar Year	D004	5
Diagnostics	Tissue Processing Reagents	Tissue Processing Reagents - Medium High Discount	31.5%	Based on January List Price of Applicable Calendar Year	D012	2
Diagnostics	Tissue Processing Reagents	Tissue Processing Reagents - Medium Discount	16.6%	Based on January List Price of Applicable Calendar Year	D012	3
Diagnostics	Tissue Processing Reagents	Tissue Processing Reagents - Medium Low Discount	15.2%	Based on January List Price of Applicable Calendar Year	D012	4
Diagnostics	Tissue Processing Reagents	Tissue Processing Reagents - Low Discount	13.9%	Based on January List Price of Applicable Calendar Year	D012	5
Diagnostics	Western Blotting, ELISA and Cell Imaging	Western Blotting, ELISA and Cell Imaging - Medium	15.9%	Based on January List Price of Applicable	D009	2

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
		High Discount		Calendar Year		
Diagnostics	Western Blotting, ELISA and Cell Imaging	Western Blotting, ELISA and Cell Imaging - Medium Discount	12.3%	Based on January List Price of Applicable Calendar Year	D009	3
Diagnostics	Western Blotting, ELISA and Cell Imaging	Western Blotting, ELISA and Cell Imaging - Medium Low Discount	23.8%	Based on January List Price of Applicable Calendar Year	D009	4
Diagnostics	Western Blotting, ELISA and Cell Imaging	Western Blotting, ELISA and Cell Imaging - Low Discount	19.7%	Based on January List Price of Applicable Calendar Year	D009	5
Equipment	Baths - Other	Baths - Other - High Discount	31.8%	Based on January List Price of Applicable Calendar Year	E013	1
Equipment	Baths - Other	Baths - Other - Medium High Discount	29.1%	Based on January List Price of Applicable Calendar Year	E013	2
Equipment	Baths - Other	Baths - Other - Medium Discount	24.2%	Based on January List Price of Applicable Calendar Year	E013	3
Equipment	Baths - Other	Baths - Other - Medium Low Discount	37.6%	Based on January List Price of Applicable	E013	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Equipment	Baths - Water	Baths - Water - Medium Discount	36.3%	Based on January List Price of Applicable Calendar Year	E030	3
Equipment	Blenders and Homogenizers	Blenders and Homogenizers - High Discount	38.4%	Based on January List Price of Applicable Calendar Year	E024	1
Equipment	Blenders and Homogenizers	Blenders and Homogenizers - Medium High Discount	31.2%	Based on January List Price of Applicable Calendar Year	E024	2
Equipment	Blenders and Homogenizers	Blenders and Homogenizers - Medium Discount	25.4%	Based on January List Price of Applicable Calendar Year	E024	3
Equipment	Blenders and Homogenizers	Blenders and Homogenizers - Medium Low Discount	21.1%	Based on January List Price of Applicable Calendar Year	E024	4
Equipment	Blenders and Homogenizers	Blenders and Homogenizers - Low Discount	35.4%	Based on January List Price of Applicable Calendar Year	E024	5
Equipment	Centrifuges - Benchtop [General Purpose]	Centrifuges - Benchtop [General Purpose] - High	6.6%	Based on January List Price of Applicable	E007	1

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
		Discount		Calendar Year		
Equipment	Centrifuges - Benchtop [General Purpose]	Centrifuges - Benchtop [General Purpose] - Medium High Discount	28.8%	Based on January List Price of Applicable Calendar Year	E007	2
Equipment	Centrifuges - Benchtop [General Purpose]	Centrifuges - Benchtop [General Purpose] - Medium Discount	12.2%	Based on January List Price of Applicable Calendar Year	E007	3
Equipment	Centrifuges - Benchtop Microcentrifuges	Centrifuges - Benchtop Microcentrifuges - Medium High Discount	16.4%	Based on January List Price of Applicable Calendar Year	E012	2
Equipment	Centrifuges - Benchtop Microcentrifuges	Centrifuges - Benchtop Microcentrifuges - Medium Low Discount	18.9%	Based on January List Price of Applicable Calendar Year	E012	4
Equipment	Centrifuges - Benchtop Microcentrifuges	Centrifuges - Benchtop Microcentrifuges - Low Discount	34.1%	Based on January List Price of Applicable Calendar Year	E012	5
Equipment	Centrifuges - Benchtop Other	Centrifuges - Benchtop Other - High Discount	12.3%	Based on January List Price of Applicable Calendar Year	E014	1
Equipment	Centrifuges - Benchtop Other	Centrifuges - Benchtop Other - Medium High	11.7%	Based on January List Price of Applicable	E014	2

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
		Discount		Calendar Year		
Equipment	Centrifuges - Benchtop Other	Centrifuges - Benchtop Other - Medium Discount	14.4%	Based on January List Price of Applicable Calendar Year	E014	3
Equipment	Centrifuges - Benchtop Other	Centrifuges - Benchtop Other - Medium Low Discount	14.4%	Based on January List Price of Applicable Calendar Year	E014	4
Equipment	Centrifuges - Benchtop Other	Centrifuges - Benchtop Other - Low Discount	33.9%	Based on January List Price of Applicable Calendar Year	E014	5
Equipment	Centrifuges - Centrifuge Accessories	Centrifuges - Centrifuge Accessories - High Discount	32.4%	Based on January List Price of Applicable Calendar Year	E021	1
Equipment	Centrifuges - Centrifuge Accessories	Centrifuges - Centrifuge Accessories - Medium Discount	38.9%	Based on January List Price of Applicable Calendar Year	E021	3
Equipment	Centrifuges - Centrifuge Accessories	Centrifuges - Centrifuge Accessories - Medium Low Discount	17.3%	Based on January List Price of Applicable Calendar Year	E021	4
Equipment	Centrifuges - Centrifuge Accessories	Centrifuges - Centrifuge Accessories - Low	26.7%	Based on January List Price of Applicable	E021	5

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
		Discount		Calendar Year		
Equipment	Chromatography Equipment	Chromatography Equipment - Medium High Discount	32.8%	Based on January List Price of Applicable Calendar Year	E042	2
Equipment	Counting Devices	Counting Devices - High Discount	20.0%	Based on January List Price of Applicable Calendar Year	E029	1
Equipment	Counting Devices	Counting Devices - Medium High Discount	25.4%	Based on January List Price of Applicable Calendar Year	E029	2
Equipment	Counting Devices	Counting Devices - Medium Discount	7.5%	Based on January List Price of Applicable Calendar Year	E029	3
Equipment	Counting Devices	Counting Devices - Medium Low Discount	24.6%	Based on January List Price of Applicable Calendar Year	E029	4
Equipment	Counting Devices	Counting Devices - Low Discount	24.7%	Based on January List Price of Applicable Calendar Year	E029	5
Equipment	Electrophoresis Equipment	Electrophoresis Equipment - High Discount	27.0%	Based on January List Price of Applicable	E026	1

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Equipment	Electrophoresis Equipment	Electrophoresis Equipment - Medium High Discount	18.6%	Based on January List Price of Applicable Calendar Year	E026	2
Equipment	Electrophoresis Equipment	Electrophoresis Equipment - Medium Discount	11.0%	Based on January List Price of Applicable Calendar Year	E026	3
Equipment	Electrophoresis Equipment	Electrophoresis Equipment - Medium Low Discount	25.0%	Based on January List Price of Applicable Calendar Year	E026	4
Equipment	Electrophoresis Equipment	Electrophoresis Equipment - Low Discount	51.9%	Based on January List Price of Applicable Calendar Year	E026	5
Equipment	Equipment - All Other	Equipment - All Other - High Discount	25.6%	Based on January List Price of Applicable Calendar Year	E001	1
Equipment	Equipment - All Other	Equipment - All Other - Medium High Discount	13.1%	Based on January List Price of Applicable Calendar Year	E001	2
Equipment	Equipment - All Other	Equipment - All Other - Medium Discount	13.8%	Based on January List Price of Applicable	E001	3

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Equipment	Equipment - All Other	Equipment - All Other - Medium Low Discount	25.8%	Based on January List Price of Applicable Calendar Year	E001	4
Equipment	Equipment - All Other	Equipment - All Other - Low Discount	28.7%	Based on January List Price of Applicable Calendar Year	E001	5
Equipment	Equipment - Education	Equipment - Education - High Discount	19.2%	Based on January List Price of Applicable Calendar Year	E900	1
Equipment	Equipment - Education	Equipment - Education - Medium High Discount	25.8%	Based on January List Price of Applicable Calendar Year	E900	2
Equipment	Equipment - Education	Equipment - Education - Medium Discount	16.7%	Based on January List Price of Applicable Calendar Year	E900	3
Equipment	Equipment - Education	Equipment - Education - Medium Low Discount	26.4%	Based on January List Price of Applicable Calendar Year	E900	4
Equipment	Equipment - Education	Equipment - Education - Low Discount	39.6%	Based on January List Price of Applicable	E900	5

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Equipment	Evaporators	Evaporators - Medium Discount	14.5%	Based on January List Price of Applicable Calendar Year	E028	3
Equipment	Evaporators	Evaporators - Medium Low Discount	17.3%	Based on January List Price of Applicable Calendar Year	E028	4
Equipment	Evaporators	Evaporators - Low Discount	33.3%	Based on January List Price of Applicable Calendar Year	E028	5
Equipment	Freeze Drying Equipment	Freeze Drying Equipment - Medium Low Discount	27.9%	Based on January List Price of Applicable Calendar Year	E038	4
Equipment	Freeze Drying Equipment	Freeze Drying Equipment - Low Discount	35.1%	Based on January List Price of Applicable Calendar Year	E038	5
Equipment	Furnaces	Furnaces - High Discount	22.4%	Based on January List Price of Applicable Calendar Year	E032	1
Equipment	Furnaces	Furnaces - Medium High Discount	40.0%	Based on January List Price of Applicable	E032	2

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Equipment	Furnaces	Furnaces - Medium Discount	30.0%	Based on January List Price of Applicable Calendar Year	E032	3
Equipment	Furnaces	Furnaces - Medium Low Discount	41.4%	Based on January List Price of Applicable Calendar Year	E032	4
Equipment	Furnaces	Furnaces - Low Discount	40.2%	Based on January List Price of Applicable Calendar Year	E032	5
Equipment	Heaters	Heaters - High Discount	41.6%	Based on January List Price of Applicable Calendar Year	E040	1
Equipment	Heaters	Heaters - Medium High Discount	37.7%	Based on January List Price of Applicable Calendar Year	E040	2
Equipment	Heaters	Heaters - Medium Discount	17.2%	Based on January List Price of Applicable Calendar Year	E040	3
Equipment	Heaters	Heaters - Medium Low Discount	28.4%	Based on January List Price of Applicable	E040	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Equipment	Heaters	Heaters - Low Discount	25.1%	Based on January List Price of Applicable Calendar Year	E040	5
Equipment	Hoods and Enclosures	Hoods and Enclosures - High Discount	21.7%	Based on January List Price of Applicable Calendar Year	E011	1
Equipment	Hoods and Enclosures	Hoods and Enclosures - Medium High Discount	24.9%	Based on January List Price of Applicable Calendar Year	E011	2
Equipment	Hoods and Enclosures	Hoods and Enclosures - Medium Discount	20.4%	Based on January List Price of Applicable Calendar Year	E011	3
Equipment	Hoods and Enclosures	Hoods and Enclosures - Medium Low Discount	38.4%	Based on January List Price of Applicable Calendar Year	E011	4
Equipment	Hoods and Enclosures	Hoods and Enclosures - Low Discount	36.0%	Based on January List Price of Applicable Calendar Year	E011	5
Equipment	Hotplates	Hotplates - Medium High Discount	32.3%	Based on January List Price of Applicable	E017	2

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Equipment	Hotplates	Hotplates - Medium Discount	32.4%	Based on January List Price of Applicable Calendar Year	E017	3
Equipment	Hotplates	Hotplates - Medium Low Discount	25.1%	Based on January List Price of Applicable Calendar Year	E017	4
Equipment	Hotplates	Hotplates - Low Discount	45.2%	Based on January List Price of Applicable Calendar Year	E017	5
Equipment	Incubators	Incubators - High Discount	24.0%	Based on January List Price of Applicable Calendar Year	E003	1
Equipment	Incubators	Incubators - Medium High Discount	27.0%	Based on January List Price of Applicable Calendar Year	E003	2
Equipment	Incubators	Incubators - Medium Discount	18.6%	Based on January List Price of Applicable Calendar Year	E003	3
Equipment	Incubators	Incubators - Medium Low Discount	13.3%	Based on January List Price of Applicable	E003	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Equipment	Incubators	Incubators - Low Discount	13.3%	Based on January List Price of Applicable Calendar Year	E003	5
Equipment	Microplate Washers	Microplate Washers - Low Discount	20.3%	Based on January List Price of Applicable Calendar Year	E039	5
Equipment	Microscopes	Microscopes - High Discount	32.9%	Based on January List Price of Applicable Calendar Year	E006	1
Equipment	Microscopes	Microscopes - Medium High Discount	43.6%	Based on January List Price of Applicable Calendar Year	E006	2
Equipment	Microscopes	Microscopes - Medium Discount	26.1%	Based on January List Price of Applicable Calendar Year	E006	3
Equipment	Microscopes	Microscopes - Medium Low Discount	26.0%	Based on January List Price of Applicable Calendar Year	E006	4
Equipment	Microscopes	Microscopes - Low Discount	38.0%	Based on January List Price of Applicable	E006	5

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Equipment	Microtomy Equipment	Microtomy Equipment - High Discount	13.7%	Based on January List Price of Applicable Calendar Year	E009	1
Equipment	Microtomy Equipment	Microtomy Equipment - Medium High Discount	26.2%	Based on January List Price of Applicable Calendar Year	E009	2
Equipment	Microtomy Equipment	Microtomy Equipment - Medium Discount	19.3%	Based on January List Price of Applicable Calendar Year	E009	3
Equipment	Microtomy Equipment	Microtomy Equipment - Medium Low Discount	28.2%	Based on January List Price of Applicable Calendar Year	E009	4
Equipment	Mills	Mills - Medium Discount	21.6%	Based on January List Price of Applicable Calendar Year	E033	3
Equipment	Mills	Mills - Medium Low Discount	34.6%	Based on January List Price of Applicable Calendar Year	E033	4
Equipment	Ovens	Ovens - High Discount	41.9%	Based on January List Price of Applicable	E019	1

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Equipment	Ovens	Ovens - Medium High Discount	25.4%	Based on January List Price of Applicable Calendar Year	E019	2
Equipment	Ovens	Ovens - Medium Discount	17.6%	Based on January List Price of Applicable Calendar Year	E019	3
Equipment	Ovens	Ovens - Medium Low Discount	23.2%	Based on January List Price of Applicable Calendar Year	E019	4
Equipment	Ovens	Ovens - Low Discount	23.8%	Based on January List Price of Applicable Calendar Year	E019	5
Equipment	Photodocumentation Systems	Photodocumentation Systems - High Discount	11.8%	Based on January List Price of Applicable Calendar Year	E041	1
Equipment	Photodocumentation Systems	Photodocumentation Systems - Medium Discount	16.2%	Based on January List Price of Applicable Calendar Year	E041	3
Equipment	Photodocumentation Systems	Photodocumentation Systems - Medium Low Discount	34.5%	Based on January List Price of Applicable	E041	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Equipment	Photodocumentation Systems	Photodocumentation Systems - Low Discount	48.0%	Based on January List Price of Applicable Calendar Year	E041	5
Equipment	Pipet Fillers	Pipet Fillers - High Discount	47.3%	Based on January List Price of Applicable Calendar Year	E022	1
Equipment	Pipet Fillers	Pipet Fillers - Medium High Discount	39.7%	Based on January List Price of Applicable Calendar Year	E022	2
Equipment	Pipet Fillers	Pipet Fillers - Medium Discount	32.3%	Based on January List Price of Applicable Calendar Year	E022	3
Equipment	Pipet Fillers	Pipet Fillers - Medium Low Discount	29.0%	Based on January List Price of Applicable Calendar Year	E022	4
Equipment	Pipet Fillers	Pipet Fillers - Low Discount	37.8%	Based on January List Price of Applicable Calendar Year	E022	5
Equipment	Pipetters - Manual Pipetters	Pipetters - Manual Pipetters - High Discount	41.9%	Based on January List Price of Applicable	E005	1

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Equipment	Pipetters - Manual Pipetters	Pipetters - Manual Pipetters - Medium High Discount	15.9%	Based on January List Price of Applicable Calendar Year	E005	2
Equipment	Pipetters - Manual Pipetters	Pipetters - Manual Pipetters - Medium Discount	13.7%	Based on January List Price of Applicable Calendar Year	E005	3
Equipment	Pipetters - Manual Pipetters	Pipetters - Manual Pipetters - Medium Low Discount	23.6%	Based on January List Price of Applicable Calendar Year	E005	4
Equipment	Pipetters - Manual Pipetters	Pipetters - Manual Pipetters - Low Discount	38.4%	Based on January List Price of Applicable Calendar Year	E005	5
Equipment	Pipetters - Other	Pipetters - Other - High Discount	27.8%	Based on January List Price of Applicable Calendar Year	E015	1
Equipment	Pipetters - Other	Pipetters - Other - Medium High Discount	11.3%	Based on January List Price of Applicable Calendar Year	E015	2
Equipment	Pipetters - Other	Pipetters - Other - Medium Discount	8.6%	Based on January List Price of Applicable	E015	3

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Equipment	Pipetters - Other	Pipetters - Other - Medium Low Discount	20.1%	Based on January List Price of Applicable Calendar Year	E015	4
Equipment	Pipetters - Other	Pipetters - Other - Low Discount	19.8%	Based on January List Price of Applicable Calendar Year	E015	5
Equipment	PPE – Respiratory Protection (Safety)	PPE – Respiratory Protection (Safety) - High Discount	29.2%	Based on January List Price of Applicable Calendar Year	E008	1
Equipment	PPE – Respiratory Protection (Safety)	PPE – Respiratory Protection (Safety) - Medium High Discount	31.8%	Based on January List Price of Applicable Calendar Year	E008	2
Equipment	PPE – Respiratory Protection (Safety)	PPE – Respiratory Protection (Safety) - Medium Discount	30.2%	Based on January List Price of Applicable Calendar Year	E008	3
Equipment	PPE – Respiratory Protection (Safety)	PPE – Respiratory Protection (Safety) - Medium Low Discount	31.4%	Based on January List Price of Applicable Calendar Year	E008	4
Equipment	PPE – Respiratory Protection (Safety)	PPE – Respiratory Protection (Safety) - Low Discount	33.5%	Based on January List Price of Applicable	E008	5

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Equipment	Pumps - Other	Pumps - Other - High Discount	34.2%	Based on January List Price of Applicable Calendar Year	E025	1
Equipment	Pumps - Other	Pumps - Other - Medium High Discount	35.1%	Based on January List Price of Applicable Calendar Year	E025	2
Equipment	Pumps - Other	Pumps - Other - Medium Discount	23.5%	Based on January List Price of Applicable Calendar Year	E025	3
Equipment	Pumps - Other	Pumps - Other - Medium Low Discount	39.7%	Based on January List Price of Applicable Calendar Year	E025	4
Equipment	Pumps - Other	Pumps - Other - Low Discount	40.1%	Based on January List Price of Applicable Calendar Year	E025	5
Equipment	Pumps - Tubing	Pumps - Tubing - High Discount	41.6%	Based on January List Price of Applicable Calendar Year	E035	1
Equipment	Pumps - Tubing	Pumps - Tubing - Medium High Discount	38.4%	Based on January List Price of Applicable	E035	2

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Equipment	Pumps - Tubing	Pumps - Tubing - Medium Discount	32.0%	Based on January List Price of Applicable Calendar Year	E035	3
Equipment	Pumps - Tubing	Pumps - Tubing - Medium Low Discount	30.5%	Based on January List Price of Applicable Calendar Year	E035	4
Equipment	Pumps - Vacuum	Pumps - Vacuum - High Discount	30.6%	Based on January List Price of Applicable Calendar Year	E016	1
Equipment	Pumps - Vacuum	Pumps - Vacuum - Medium High Discount	31.1%	Based on January List Price of Applicable Calendar Year	E016	2
Equipment	Pumps - Vacuum	Pumps - Vacuum - Medium Discount	25.7%	Based on January List Price of Applicable Calendar Year	E016	3
Equipment	Pumps - Vacuum	Pumps - Vacuum - Medium Low Discount	31.5%	Based on January List Price of Applicable Calendar Year	E016	4
Equipment	Pumps - Vacuum	Pumps - Vacuum - Low Discount	40.8%	Based on January List Price of Applicable	E016	5

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Equipment	Refrigerators and Freezers - Other	Refrigerators and Freezers - Other - High Discount	29.0%	Based on January List Price of Applicable Calendar Year	E002	1
Equipment	Refrigerators and Freezers - Other	Refrigerators and Freezers - Other - Medium High Discount	25.8%	Based on January List Price of Applicable Calendar Year	E002	2
Equipment	Refrigerators and Freezers - Other	Refrigerators and Freezers - Other - Medium Discount	25.0%	Based on January List Price of Applicable Calendar Year	E002	3
Equipment	Refrigerators and Freezers - Other	Refrigerators and Freezers - Other - Medium Low Discount	28.7%	Based on January List Price of Applicable Calendar Year	E002	4
Equipment	Refrigerators and Freezers - Other	Refrigerators and Freezers - Other - Low Discount	29.0%	Based on January List Price of Applicable Calendar Year	E002	5
Equipment	Refrigerators and Freezers - Ultra Low Temperature Freezers [Upright]	Refrigerators and Freezers - Ultra Low Temperature Freezers [Upright] - Medium Discount	38.5%	Based on January List Price of Applicable Calendar Year	E004	3

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Equipment	Refrigerators and Freezers - Ultra Low Temperature Freezers [Upright]	Refrigerators and Freezers - Ultra Low Temperature Freezers [Upright] - Medium Low Discount	32.9%	Based on January List Price of Applicable Calendar Year	E004	4
Equipment	Shakers and Mixers - Other	Shakers and Mixers - Other - High Discount	32.4%	Based on January List Price of Applicable Calendar Year	E020	1
Equipment	Shakers and Mixers - Other	Shakers and Mixers - Other - Medium High Discount	50.2%	Based on January List Price of Applicable Calendar Year	E020	2
Equipment	Shakers and Mixers - Other	Shakers and Mixers - Other - Medium Discount	20.1%	Based on January List Price of Applicable Calendar Year	E020	3
Equipment	Shakers and Mixers - Other	Shakers and Mixers - Other - Medium Low Discount	28.3%	Based on January List Price of Applicable Calendar Year	E020	4
Equipment	Shakers and Mixers - Other	Shakers and Mixers - Other - Low Discount	63.2%	Based on January List Price of Applicable Calendar Year	E020	5
Equipment	Shakers and Mixers - Platform Shakers	Shakers and Mixers - Platform Shakers - High Discount	31.9%	Based on January List Price of Applicable Calendar Year	E018	1

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Equipment	Shakers and Mixers - Platform Shakers	Shakers and Mixers - Platform Shakers - Medium High Discount	27.8%	Based on January List Price of Applicable Calendar Year	E018	2
Equipment	Shakers and Mixers - Platform Shakers	Shakers and Mixers - Platform Shakers - Medium Discount	16.5%	Based on January List Price of Applicable Calendar Year	E018	3
Equipment	Shakers and Mixers - Platform Shakers	Shakers and Mixers - Platform Shakers - Medium Low Discount	30.7%	Based on January List Price of Applicable Calendar Year	E018	4
Equipment	Shakers and Mixers - Platform Shakers	Shakers and Mixers - Platform Shakers - Low Discount	32.6%	Based on January List Price of Applicable Calendar Year	E018	5
Equipment	Sterilizers	Sterilizers - High Discount	24.5%	Based on January List Price of Applicable Calendar Year	E023	1
Equipment	Sterilizers	Sterilizers - Medium High Discount	20.0%	Based on January List Price of Applicable Calendar Year	E023	2
Equipment	Sterilizers	Sterilizers - Medium Discount	26.7%	Based on January List Price of Applicable Calendar Year	E023	3

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Equipment	Sterilizers	Sterilizers - Medium Low Discount	38.0%	Based on January List Price of Applicable Calendar Year	E023	4
Equipment	Sterilizers	Sterilizers - Low Discount	41.2%	Based on January List Price of Applicable Calendar Year	E023	5
Equipment	Stirrers - Magnetic	Stirrers - Magnetic - Medium High Discount	35.6%	Based on January List Price of Applicable Calendar Year	E031	2
Equipment	Stirrers - Magnetic	Stirrers - Magnetic - Medium Discount	24.2%	Based on January List Price of Applicable Calendar Year	E031	3
Equipment	Stirrers - Magnetic	Stirrers - Magnetic - Medium Low Discount	33.2%	Based on January List Price of Applicable Calendar Year	E031	4
Equipment	Stirrers - Magnetic	Stirrers - Magnetic - Low Discount	22.8%	Based on January List Price of Applicable Calendar Year	E031	5
Equipment	Stirrers - Overhead	Stirrers - Overhead - Medium Discount	33.3%	Based on January List Price of Applicable Calendar Year	E036	3

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Equipment	Stirrers - Overhead	Stirrers - Overhead - Medium Low Discount	47.8%	Based on January List Price of Applicable Calendar Year	E036	4
Equipment	Ultrasonic Cleaners	Ultrasonic Cleaners - High Discount	40.4%	Based on January List Price of Applicable Calendar Year	E037	1
Equipment	Ultrasonic Cleaners	Ultrasonic Cleaners - Medium High Discount	33.5%	Based on January List Price of Applicable Calendar Year	E037	2
Equipment	Ultrasonic Cleaners	Ultrasonic Cleaners - Medium Discount	18.3%	Based on January List Price of Applicable Calendar Year	E037	3
Equipment	Ultrasonic Cleaners	Ultrasonic Cleaners - Medium Low Discount	25.6%	Based on January List Price of Applicable Calendar Year	E037	4
Equipment	Ultrasonic Cleaners	Ultrasonic Cleaners - Low Discount	36.7%	Based on January List Price of Applicable Calendar Year	E037	5
Equipment	Washers and Dryers for Glassware	Washers and Dryers for Glassware - Medium High Discount	25.3%	Based on January List Price of Applicable Calendar Year	E034	2

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Equipment	Washers and Dryers for Glassware	Washers and Dryers for Glassware - Medium Discount	30.4%	Based on January List Price of Applicable Calendar Year	E034	3
Equipment	Washers and Dryers for Glassware	Washers and Dryers for Glassware - Medium Low Discount	27.8%	Based on January List Price of Applicable Calendar Year	E034	4
Equipment	Washers and Dryers for Glassware	Washers and Dryers for Glassware - Low Discount	38.1%	Based on January List Price of Applicable Calendar Year	E034	5
Equipment	Water Purification - Other	Water Purification - Other - High Discount	28.7%	Based on January List Price of Applicable Calendar Year	E010	1
Equipment	Water Purification - Other	Water Purification - Other - Medium High Discount	20.8%	Based on January List Price of Applicable Calendar Year	E010	2
Equipment	Water Purification - Other	Water Purification - Other - Medium Discount	10.4%	Based on January List Price of Applicable Calendar Year	E010	3
Equipment	Water Purification - Other	Water Purification - Other - Medium Low Discount	16.8%	Based on January List Price of Applicable Calendar Year	E010	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Equipment	Water Purification - Other	Water Purification - Other - Low Discount	35.7%	Based on January List Price of Applicable Calendar Year	E010	5
Equipment	Water Purification - Pretreatment and Polishing Systems	Water Purification - Pretreatment and Polishing Systems - High Discount	18.7%	Based on January List Price of Applicable Calendar Year	E027	1
Equipment	Water Purification - Pretreatment and Polishing Systems	Water Purification - Pretreatment and Polishing Systems - Medium High Discount	9.1%	Based on January List Price of Applicable Calendar Year	E027	2
Equipment	Water Purification - Pretreatment and Polishing Systems	Water Purification - Pretreatment and Polishing Systems - Medium Discount	7.5%	Based on January List Price of Applicable Calendar Year	E027	3
Equipment	Water Purification - Pretreatment and Polishing Systems	Water Purification - Pretreatment and Polishing Systems - Medium Low Discount	19.2%	Based on January List Price of Applicable Calendar Year	E027	4
Equipment	Water Purification - Pretreatment and Polishing Systems	Water Purification - Pretreatment and Polishing Systems - Low Discount	39.9%	Based on January List Price of Applicable Calendar Year	E027	5
Furniture	Furniture	Furniture - High Discount	36.7%	Based on January List Price of Applicable Calendar Year	F001	1

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Furniture	Furniture	Furniture - Medium High Discount	37.4%	Based on January List Price of Applicable Calendar Year	F001	2
Furniture	Furniture	Furniture - Medium Discount	42.3%	Based on January List Price of Applicable Calendar Year	F001	3
Furniture	Furniture	Furniture - Medium Low Discount	25.2%	Based on January List Price of Applicable Calendar Year	F001	4
Furniture	Furniture	Furniture - Low Discount	3.6%	Based on January List Price of Applicable Calendar Year	F001	5
Furniture	Furniture - Education	Furniture - Education - High Discount	42.8%	Based on January List Price of Applicable Calendar Year	F900	1
Furniture	Furniture - Education	Furniture - Education - Medium Discount	29.5%	Based on January List Price of Applicable Calendar Year	F900	3
Furniture	Furniture - Education	Furniture - Education - Medium Low Discount	25.8%	Based on January List Price of Applicable Calendar Year	F900	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Furniture	Furniture - Education	Furniture - Education - Low Discount	40.8%	Based on January List Price of Applicable Calendar Year	F900	5
Instruments	Anemometers and Flowmeters	Anemometers and Flowmeters - Medium High Discount	43.8%	Based on January List Price of Applicable Calendar Year	I016	2
Instruments	Anemometers and Flowmeters	Anemometers and Flowmeters - Medium Discount	26.7%	Based on January List Price of Applicable Calendar Year	I016	3
Instruments	Anemometers and Flowmeters	Anemometers and Flowmeters - Medium Low Discount	31.8%	Based on January List Price of Applicable Calendar Year	I016	4
Instruments	Balances - Analytical Balances	Balances - Analytical Balances - Medium High Discount	24.7%	Based on January List Price of Applicable Calendar Year	I007	2
Instruments	Balances - Analytical Balances	Balances - Analytical Balances - Medium Discount	23.3%	Based on January List Price of Applicable Calendar Year	I007	3
Instruments	Balances - Analytical Balances	Balances - Analytical Balances - Medium Low Discount	24.0%	Based on January List Price of Applicable Calendar Year	I007	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Instruments	Balances - Analytical Balances	Balances - Analytical Balances - Low Discount	42.8%	Based on January List Price of Applicable Calendar Year	I007	5
Instruments	Balances - Other	Balances - Other - High Discount	25.0%	Based on January List Price of Applicable Calendar Year	I003	1
Instruments	Balances - Other	Balances - Other - Medium High Discount	21.3%	Based on January List Price of Applicable Calendar Year	I003	2
Instruments	Balances - Other	Balances - Other - Medium Discount	20.6%	Based on January List Price of Applicable Calendar Year	I003	3
Instruments	Balances - Other	Balances - Other - Medium Low Discount	25.2%	Based on January List Price of Applicable Calendar Year	I003	4
Instruments	Clinical Chemistry Analyzers	Clinical Chemistry Analyzers - Medium Discount	26.8%	Based on January List Price of Applicable Calendar Year	I005	3
Instruments	Clinical Chemistry Analyzers	Clinical Chemistry Analyzers - Medium Low Discount	33.0%	Based on January List Price of Applicable Calendar Year	I005	4

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Instruments	Coagulation Analyzers	Coagulation Analyzers - Low Discount	33.0%	Based on January List Price of Applicable Calendar Year	I006	5
Instruments	Electrochemistry	Electrochemistry - High Discount	32.7%	Based on January List Price of Applicable Calendar Year	I004	1
Instruments	Electrochemistry	Electrochemistry - Medium High Discount	25.0%	Based on January List Price of Applicable Calendar Year	I004	2
Instruments	Electrochemistry	Electrochemistry - Medium Discount	16.6%	Based on January List Price of Applicable Calendar Year	I004	3
Instruments	Electrochemistry	Electrochemistry - Medium Low Discount	37.8%	Based on January List Price of Applicable Calendar Year	I004	4
Instruments	Electrochemistry	Electrochemistry - Low Discount	55.5%	Based on January List Price of Applicable Calendar Year	I004	5
Instruments	Electrodes	Electrodes - High Discount	36.6%	Based on January List Price of Applicable Calendar Year	I012	1

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Instruments	Electrodes	Electrodes - Medium High Discount	32.2%	Based on January List Price of Applicable Calendar Year	I012	2
Instruments	Electrodes	Electrodes - Medium Discount	31.0%	Based on January List Price of Applicable Calendar Year	I012	3
Instruments	Electrodes	Electrodes - Medium Low Discount	19.7%	Based on January List Price of Applicable Calendar Year	I012	4
Instruments	Electrodes	Electrodes - Low Discount	32.7%	Based on January List Price of Applicable Calendar Year	I012	5
Instruments	Instrumentation – Radiation, Chemical, Noise, Heat-Stress & Air Quality Monitoring (Safety)	Instrumentation – Radiation, Chemical, Noise, Heat-Stress & Air Quality Monitoring (Safety) - High Discount	13.3%	Based on January List Price of Applicable Calendar Year	I010	1
Instruments	Instrumentation – Radiation, Chemical, Noise, Heat-Stress & Air Quality Monitoring (Safety)	Instrumentation – Radiation, Chemical, Noise, Heat-Stress & Air Quality Monitoring (Safety) - Medium High Discount	4.5%	Based on January List Price of Applicable Calendar Year	I010	2

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
Instruments	Instrumentation – Radiation, Chemical, Noise, Heat-Stress & Air Quality Monitoring (Safety)	Instrumentation – Radiation, Chemical, Noise, Heat-Stress & Air Quality Monitoring (Safety) - Medium Discount	9.2%	Based on January List Price of Applicable Calendar Year	I010	3
Instruments	Instrumentation – Radiation, Chemical, Noise, Heat-Stress & Air Quality Monitoring (Safety)	Instrumentation – Radiation, Chemical, Noise, Heat-Stress & Air Quality Monitoring (Safety) - Low Discount	46.6%	Based on January List Price of Applicable Calendar Year	I010	5
Instruments	Instruments - All Other	Instruments - All Other - High Discount	29.0%	Based on January List Price of Applicable Calendar Year	I001	1
Instruments	Instruments - All Other	Instruments - All Other - Medium High Discount	11.2%	Based on January List Price of Applicable Calendar Year	I001	2
Instruments	Instruments - All Other	Instruments - All Other - Medium Discount	17.0%	Based on January List Price of Applicable Calendar Year	I001	3
Instruments	Instruments - All Other	Instruments - All Other - Medium Low Discount	36.8%	Based on January List Price of Applicable Calendar Year	I001	4
Instruments	Instruments - All Other	Instruments - All Other - Low Discount	30.4%	Based on January List Price of Applicable	I001	5

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Instruments	Instruments - Education	Instruments - Education - High Discount	33.7%	Based on January List Price of Applicable Calendar Year	I900	1
Instruments	Instruments - Education	Instruments - Education - Medium High Discount	31.6%	Based on January List Price of Applicable Calendar Year	I900	2
Instruments	Instruments - Education	Instruments - Education - Medium Discount	40.2%	Based on January List Price of Applicable Calendar Year	I900	3
Instruments	Instruments - Education	Instruments - Education - Medium Low Discount	15.9%	Based on January List Price of Applicable Calendar Year	I900	4
Instruments	Instruments - Education	Instruments - Education - Low Discount	10.2%	Based on January List Price of Applicable Calendar Year	I900	5
Instruments	Microplate Readers	Microplate Readers - High Discount	16.3%	Based on January List Price of Applicable Calendar Year	I011	1
Instruments	Microplate Readers	Microplate Readers - Medium Discount	12.4%	Based on January List Price of Applicable	I011	3

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Instruments	Microplate Readers	Microplate Readers - Medium Low Discount	30.3%	Based on January List Price of Applicable Calendar Year	I011	4
Instruments	Microplate Readers	Microplate Readers - Low Discount	44.4%	Based on January List Price of Applicable Calendar Year	I011	5
Instruments	PH ORP Titration	PH ORP Titration - High Discount	36.2%	Based on January List Price of Applicable Calendar Year	I009	1
Instruments	PH ORP Titration	PH ORP Titration - Medium High Discount	33.0%	Based on January List Price of Applicable Calendar Year	I009	2
Instruments	PH ORP Titration	PH ORP Titration - Medium Discount	24.0%	Based on January List Price of Applicable Calendar Year	I009	3
Instruments	PH ORP Titration	PH ORP Titration - Medium Low Discount	17.4%	Based on January List Price of Applicable Calendar Year	I009	4
Instruments	PH ORP Titration	PH ORP Titration - Low Discount	34.6%	Based on January List Price of Applicable	I009	5

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Instruments	Spectrometry and Spectrophotometry	Spectrometry and Spectrophotometry - High Discount	21.9%	Based on January List Price of Applicable Calendar Year	I002	1
Instruments	Spectrometry and Spectrophotometry	Spectrometry and Spectrophotometry - Medium High Discount	12.9%	Based on January List Price of Applicable Calendar Year	I002	2
Instruments	Spectrometry and Spectrophotometry	Spectrometry and Spectrophotometry - Medium Discount	10.3%	Based on January List Price of Applicable Calendar Year	I002	3
Instruments	Spectrometry and Spectrophotometry	Spectrometry and Spectrophotometry - Medium Low Discount	16.2%	Based on January List Price of Applicable Calendar Year	I002	4
Instruments	Spectrometry and Spectrophotometry	Spectrometry and Spectrophotometry - Low Discount	16.2%	Based on January List Price of Applicable Calendar Year	I002	5
Instruments	Thermal Cycling Instruments	Thermal Cycling Instruments - Medium Low Discount	25.0%	Based on January List Price of Applicable Calendar Year	I013	4
Instruments	Thermometers	Thermometers - High Discount	38.4%	Based on January List Price of Applicable	I008	1

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Instruments	Thermometers	Thermometers - Medium High Discount	44.5%	Based on January List Price of Applicable Calendar Year	I008	2
Instruments	Thermometers	Thermometers - Medium Discount	39.2%	Based on January List Price of Applicable Calendar Year	I008	3
Instruments	Thermometers	Thermometers - Medium Low Discount	39.4%	Based on January List Price of Applicable Calendar Year	I008	4
Instruments	Thermometers	Thermometers - Low Discount	44.3%	Based on January List Price of Applicable Calendar Year	I008	5
Instruments	Timers	Timers - High Discount	38.9%	Based on January List Price of Applicable Calendar Year	I014	1
Instruments	Timers	Timers - Medium High Discount	39.6%	Based on January List Price of Applicable Calendar Year	I014	2
Instruments	Timers	Timers - Medium Discount	39.0%	Based on January List Price of Applicable	I014	3

Category	Product Pricing Group	Market Discount Band	Discount	Discount Base	PPG Codes	Band
				Calendar Year		
Instruments	Timers	Timers - Medium Low Discount	37.4%	Based on January List Price of Applicable Calendar Year	I014	4
Instruments	Timers	Timers - Low Discount	52.4%	Based on January List Price of Applicable Calendar Year	I014	5
Instruments	Viscometry Instruments	Viscometry Instruments - Medium Discount	16.6%	Based on January List Price of Applicable Calendar Year	I015	3
Instruments	Viscometry Instruments	Viscometry Instruments - Low Discount	16.1%	Based on January List Price of Applicable Calendar Year	I015	5
<p>Note: When the calculated price for a catalog product falls below Thermo Fisher Scientific's cost plus 7%, the price charged will be cost plus 7%.</p>						

**Exhibit C
Prime Award PPG Schedule**

PPG Code	Description	Std Discount	Alt Discount
A001	Apparatus - All Other Examples include Weights, Magnets and Magnifiers, Metal Tanks, Mixers (In-Line), Molecular and Chemical Models, Needles (Dissection), Patient Care Simulators, Pipetter Calibration Kits, Power Saws, Scissors, Sieves, Animal Cages and Cage Accessories, Aquaria and Accessories, and Defibrillator Accessories.	31.1%	31.1%
A002	Microbiology Apparatus	32.5%	32.5%
A003	Racks	37.1%	37.1%
A004	Facility Safety - Maintenance & Operations - Apparatus	35.4%	35.4%
A005	Clamps, Trays, and Supports	41.6%	41.6%
A006	Cryogenic Products	31.2%	31.2%
A007	Desiccators	33.7%	33.7%
A008	Fire Fighting & Emergency Response – Equipment & Medical	17.1%	17.1%
A009	Liquid Handling Fillers and Dispensers	21.8%	21.8%
A010	PPE – Fall Protection	26.7%	26.7%
B001	Biologicals - All Other Examples include: Serum Substitutes, Animal Sera, Storage Accessories for Preserved Specimens, Live Cell Cultures, Overexpression Lysates, and Peptides.	9.6%	9.6%
B002	Prepared Microbiology Media [Plates]	22.4%	22.4%
B003	Antibodies	7.7%	7.7%
B004	Cell Culture Media and Reagents	26.1%	26.1%
B005	Blood Culture Systems	31.3%	31.3%
B006	PCR Supplies	8.6%	8.6%
B007	Dehydrated Microbiology Media	22.8%	22.8%
B008	Bovine Sera	24.2%	24.2%
B009	Microbiology Supplies	20.2%	20.2%
B010	Prepared Microbiology Media [Tubes]	13.9%	13.9%
B011	Microbiology Quality Control Supplies	16.5%	16.5%
B012	Enzymes	9.4%	9.4%
B013	Prepared Microbiology Media [Bottles and Slides]	3.0%	3.0%
B014	Nucleic Acids and Components	11.4%	11.4%
B015	Proteins	20.1%	20.1%
C001	Consumables - All Other Examples include: Irrigation Solutions, Nucleotide Decontaminants, Plastic Tanks, Radiation Decontaminants, Distillation Products, and Cell Scrapers.	35.8%	35.8%
C002	PPE – Hand Protection – Thin-Wall Gloves	52.0%	52.0%

PPG Code	Description	Std Discount	Alt Discount
C003	Filtration Products - Other Filtration Products	26.5%	26.5%
C004	Vials and Vial Inserts	39.0%	39.0%
C005	Pipets - Serological Pipets	45.7%	45.7%
C006	Specimen Collection - Evacuated Blood Tubes	18.8%	18.8%
C007	Microscope Slides	56.0%	56.0%
C008	Facility Safety - Maintenance & Operations - Consumables	45.1%	45.1%
C009	Cell Culture Flasks	26.5%	26.5%
C010	Tubes - Centrifuge Tubes	34.6%	34.6%
C011	Pipetter Tips - Universal Pipetter Tips	45.0%	45.0%
C012	PPE – Apparel	39.7%	39.7%
C013	Bottles - Other	40.6%	40.6%
C014	Bottles - Plastic Bottles [General Purpose]	45.3%	45.3%
C015	Microplates - Other	20.7%	20.7%
C016	Controlled Environments – Apparel	37.4%	37.4%
C017	Specimen Containers	34.1%	34.1%
C018	Controlled Environments – Wipers & Swabs	38.1%	38.1%
C019	Filtration Products - Bottletop Filters	20.6%	20.6%
C020	Filtration Products - Syringe and Syringeless Filters [Nonsterile]	27.3%	27.3%
C021	Controlled Environments – Gloves	46.9%	46.9%
C022	Filtration Products - Centrifugal Filter Devices	7.8%	7.8%
C023	Pipetter Tips - Pipetter Specific Tips	29.0%	29.0%
C024	Cell Culture Microplates	19.4%	19.4%
C025	Pipetter Tips - Filtering Pipetter Tips	29.2%	29.2%
C026	Cleaning Products	31.1%	31.1%
C027	Specimen Collection - Winged Collection Set	23.6%	23.6%
C028	Microplates - Assay Microplates	22.4%	22.4%
C029	Dishes - Petri Dishes	59.4%	59.4%
C030	Tubes - Test Tubes	45.2%	45.2%
C031	Tubes - Storage Tubes	29.8%	29.8%
C032	Chromatography Columns	12.2%	12.2%
C033	Bottles - Media Bottles	38.3%	38.3%
C034	Pipets - Transfer Pipets	58.5%	58.5%
C035	Tubes - Microtubes	55.6%	55.6%
C036	Syringes - General Purpose Syringes	29.5%	29.5%
C037	Cell Culture Tubes	54.8%	54.8%
C038	Cell Culture Dishes	23.2%	23.2%
C039	Chromatography Columns and Supplies	18.1%	18.1%
C040	Cellware [Specialty]	22.8%	22.8%
C041	Bags - Sample Bags	39.2%	39.2%
C042	Specimen Collection - Microbiology and Transport Systems	17.4%	17.4%

PPG Code	Description	Std Discount	Alt Discount
C043	Pipets - Other	51.6%	51.6%
C044	Tubing and Tubing Connectors	38.9%	38.9%
C045	Specimen Collection - Urine Specimen Collection	35.2%	35.2%
C046	Bottles - Glass Bottles [General Purpose]	40.2%	40.2%
C047	Specimen Collection - Blood Specimen Collection	21.1%	21.1%
C048	Specimen Collection - Tubes for Blood Collection	32.6%	32.6%
C049	Controlled Environments – Housekeeping, Matting, Packaging, Stationary & Tape	27.1%	27.1%
C050	Syringes - Other	26.5%	26.5%
C051	Bags - Autoclaving Bags	52.8%	52.8%
C052	PPE – Eye, Face, and Hearing	45.9%	45.9%
C053	Flasks - Other	39.7%	39.7%
C054	Filtration Products - Filter Units	19.7%	19.7%
C055	Microplate Covers	20.9%	20.9%
C056	Flasks - Volumetric	44.3%	44.3%
C057	Water and Wastewater Testing Supplies	27.6%	27.6%
C058	Dishes - Other	56.7%	56.7%
C059	Facility Safety - First Aid, Identification & Communication, Spill Control & Containment	26.7%	26.7%
C060	Specimen Collection - Tube Needles	31.8%	31.8%
C061	Carboys and Jerricans	45.4%	45.4%
C062	Tubes - Tube Closures	38.5%	38.5%
C063	PPE – Hand Protection – Work & Specialty Gloves	33.6%	33.6%
C064	Reservoirs and Reservoir Liners	26.5%	26.5%
C065	Coverslips	55.7%	55.7%
C066	Tubes - Other	26.2%	26.2%
C067	Specimen Collection - Other	19.2%	19.2%
C068	Cylinders [Laboratory]	42.7%	42.7%
C069	Membranes For Hybridization and Transfer	15.1%	15.1%
C070	Autoradiography Supplies	25.6%	25.6%
C071	Waste Disposal Containers	39.8%	39.8%
C072	Bench Protectors	42.0%	42.0%
C073	Funnels	45.9%	45.9%
C074	Bags - Other	30.8%	30.8%
C075	Cuvets and Cells	36.7%	36.7%
C076	Beakers - Plastic and Other	42.5%	42.5%
C077	PPE – Hand Protection – Chemical Resistant Gloves	35.9%	35.9%
C078	Embedding Cassettes	20.0%	20.0%
C079	Beakers - Glass	42.6%	42.6%
C080	Knives and Knife Blades	39.2%	39.2%

PPG Code	Description	Std Discount	Alt Discount
C081	Pipetter Tips - Robotic Pipetter Tips	21.0%	21.0%
C082	Film and Foil Wrapping	47.8%	47.8%
C083	Pipetter Tips - Other	41.4%	41.4%
C084	Stirring Bars and Rods	48.1%	48.1%
C085	Fire Fighting & Emergency Response – PPE	52.1%	52.1%
C086	Stoppers	34.5%	34.5%
C087	Burets	40.8%	40.8%
C088	Samplers	25.3%	25.3%
C089	Spatulas [General Purpose]	38.0%	38.0%
C090	Crucibles	43.1%	43.1%
C091	Bottles - Wash Bottles	42.7%	42.7%
C092	Pipetter Tips - Repeater Pipetter Tips	25.6%	25.6%
C093	PPE – Head Protection	35.1%	35.1%
D001	Diagnostics - All Other Examples include: Magnetic Particles, Nitric Oxide Pathway Reagents and Kits, RNAi Controls, Cell Growth and Differentiation Reagents and Kits, and Food Chemistry Test Kits	6.8%	6.8%
D002	Clinical Diagnostic Kits and Reagents - Other	24.5%	24.5%
D003	Clinical Controls Calibrators and Standards	20.9%	20.9%
D004	Protein Chemistry Reagents and Kits	5.4%	5.4%
D005	Clinical Diagnostic Kits and Reagents - Influenza Testing	18.9%	18.9%
D006	Molecular Biology Reagents and Kits - Other	4.3%	4.3%
D007	Clinical Diagnostic Kits and Reagents - Pregnancy [hCG] Tests	34.2%	34.2%
D008	Clinical Diagnostic Kits and Reagents - Streptococcus Testing	17.1%	17.1%
D009	Western Blotting, ELISA and Cell Imaging	7.4%	7.4%
D010	Clinical Diagnostic Kits and Reagents - C. difficile Testing	24.0%	24.0%
D011	Electrophoresis Reagents	9.6%	9.6%
D012	Tissue Processing Reagents	22.4%	22.4%
D013	Clinical Diagnostic Kits and Reagents - General Chemistry Testing	8.2%	8.2%
D014	Immunoassay Testing	5.7%	5.7%
D015	Molecular Biology Reagents and Kits - Nucleic Acid Labeling and Detection	4.1%	4.1%
D016	Molecular Biology Reagents and Kits - DNA Extraction and Purification	9.5%	9.5%
D017	Clinical Diagnostic Kits and Reagents - Urinalysis Testing	24.1%	24.1%
D018	Dialysis Desalting and Buffer Exchange	3.5%	3.5%
D019	Microbiology Products	18.3%	18.3%
D020	Hematology Stains	18.6%	18.6%
D021	Immunoreagents	5.5%	5.5%
D022	Antibody Production and Purification	5.1%	5.1%

PPG Code	Description	Std Discount	Alt Discount
E001	Equipment - All Other Examples include: Slide Warmers, Tissue Processors and Accessories, Ultraviolet Lamps, Pipetting Workstations, Automated Laboratory Robotics, and Heat Stress Monitors	19.2%	19.2%
E002	Refrigerators and Freezers - Other	30.4%	30.4%
E003	Incubators	24.0%	24.0%
E004	Refrigerators and Freezers - Ultra Low Temperature Freezers [Upright]	29.7%	29.7%
E005	Pipettors - Manual Pipettors	20.3%	20.3%
E006	Microscopes	22.8%	22.8%
E007	Centrifuges - Benchtop [General Purpose]	10.8%	10.8%
E008	PPE – Respiratory Protection	30.3%	30.3%
E009	Microtomy Equipment	8.6%	8.6%
E010	Water Purification - Other	15.3%	15.3%
E011	Hoods and Enclosures	19.7%	19.7%
E012	Centrifuges - Benchtop Microcentrifuges	20.9%	20.9%
E013	Baths - Other	24.7%	24.7%
E014	Centrifuges - Benchtop Other	14.7%	14.7%
E015	Pipettors - Other	15.9%	15.9%
E016	Pumps - Vacuum	29.0%	29.0%
E017	Hotplates	31.5%	31.5%
E018	Shakers and Mixers - Platform Shakers	19.8%	19.8%
E019	Ovens	26.8%	26.8%
E020	Shakers and Mixers - Other	34.7%	34.7%
E021	Centrifuges - Centrifuge Accessories	17.1%	17.1%
E022	Pipet Fillers	32.6%	32.6%
E023	Sterilizers	21.5%	21.5%
E024	Blenders and Homogenizers	25.3%	25.3%
E025	Pumps - Other	25.6%	25.6%
E026	Electrophoresis Equipment	22.2%	22.2%
E027	Water Purification - Pretreatment and Polishing Systems	18.8%	18.8%
E028	Evaporators	14.1%	14.1%
E029	Counting Devices	22.0%	22.0%
E030	Baths - Water	30.8%	30.8%
E031	Stirrers - Magnetic	26.9%	26.9%
E032	Furnaces	26.0%	26.0%
E033	Mills	20.4%	20.4%
E034	Washers and Dryers for Glassware	23.2%	23.2%
E035	Pumps - Tubing	24.0%	24.0%
E036	Stirrers - Overhead	25.3%	25.3%
E037	Ultrasonic Cleaners	18.6%	18.6%

PPG Code	Description	Std Discount	Alt Discount
E038	Freeze Drying Equipment	27.3%	27.3%
E039	Microplate Washers	10.0%	10.0%
E040	Heaters	14.2%	14.2%
E041	Photodocumentation Systems	13.7%	13.7%
E042	Chromatography Equipment	5.6%	5.6%
E900	Equipment - Education	0.0%	0.0%
F001	Furniture	37.1%	37.1%
H001	Chemicals - All Other Examples include Desiccants and Drying Agents, Intravenous Solutions, Stains and Dyes and Indicators, and all chemicals not covered by another specific PPG listed below.	32.1%	32.1%
H002	Organics	34.4%	34.4%
H003	Solvents - Other	63.7%	63.7%
H004	Acids - Inorganic	47.5%	47.5%
H005	Inorganics - Other	51.1%	51.1%
H006	Buffers	38.4%	38.4%
H007	Solvents - Acetonitrile	43.9%	43.9%
H008	Solvents - Methanol	65.5%	65.5%
H009	Solvents - Ethanol	37.1%	37.1%
H010	Histology Reagents	54.8%	54.8%
H011	Inorganics - Sodium Compounds [Inorganics]	56.4%	56.4%
H012	Solutions for Chemical Testing	44.3%	44.3%
H013	Standards	29.3%	29.3%
H014	Solvents - Isopropanol [IPA]	62.9%	62.9%
H015	Caustics	58.6%	58.6%
H016	Solvents - Acetone	65.0%	65.0%
H017	Water	54.4%	54.4%
H018	Acids - Organic	50.3%	50.3%
H019	Solvents - Methylene Chloride	69.9%	69.9%
H020	Solvents - Hexanes	71.4%	71.4%
H021	Solvents - Xylenes	76.3%	76.3%
I001	Instruments - All Other Examples include: Radiation Contamination Monitors, Rheometers, Hygrometers and Accessories, Immunoassay Systems, Chromatography Products, and Flow Cytometers and Accessories.	14.4%	14.4%
I002	Spectrometry and Spectrophotometry	10.9%	10.9%
I003	Balances - Other	27.5%	27.5%
I004	Electrochemistry	25.7%	25.7%
I005	Clinical Chemistry Analyzers	28.8%	28.8%
I006	Coagulation Analyzers	32.0%	32.0%

PPG Code	Description	Std Discount	Alt Discount
I007	Balances - Analytical Balances	28.0%	28.0%
I008	Thermometers	32.8%	32.8%
I009	PH ORP Titration	27.5%	27.5%
I010	Instrumentation – Radiation, Chemical, Noise, Heat-Stress & Air Quality Monitoring	9.6%	9.6%
I011	Microplate Readers	13.4%	13.4%
I012	Electrodes	26.3%	26.3%
I013	Thermal Cycling Instruments	9.1%	9.1%
I014	Timers	31.3%	31.3%
I015	Viscometry Instruments	20.4%	20.4%
I016	Anemometers and Flowmeters	15.8%	15.8%
X001	Discounts not Allowed	0.0%	0.0%
X002	Discounts not Allowed	0.0%	0.0%
X003	Discounts not Allowed	0.0%	0.0%
X004	Discounts not Allowed	0.0%	0.0%
X005	Discounts not Allowed	0.0%	0.0%
X006	Discounts not Allowed	0.0%	0.0%
Note: When the calculated price for a catalog product falls below Thermo Fisher Scientific's cost plus 7%, the price charged will be cost plus 7%.			



PURCHASING SERVICES

Invitation to Negotiate for Research Laboratory Supplies

Please mark all proposal submission envelopes with the following information:

ITN15NH-105 – Research Laboratory Supplies
Opening: September 12, 2014 at 3:00 PM

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1.0 STATEMENT AND SCOPE OF WORK

1.1 Summary

The University of Florida is soliciting vendors to provide proposals for Research Laboratory Supplies. This includes life science and chemical products, consumable supplies, small laboratory equipment, laboratory instruments and other laboratory supplies. The University expects to maintain the current general supply structure, as described in section 1.2, including a single primary supplier and numerous specialty secondary suppliers. This ITN describes the current state of the laboratory supplies on campus. The University expects that any response to this ITN will, at a minimum, provide the same level of support but will readily consider recommendations to improve service levels through the addition of on-site resources, as well as process improvements. This solicitation is concerned with the **single, primary supplier only**. However, the University reserves the right to award in any manner, based on vendor responses and subsequent negotiations, which produces the best value for the University. University will establish, with the successful vendor or vendors, a multi-year agreement during which the University anticipates spending over \$50M in Laboratory Supplies over the first five years and anticipates the Primary vendor to control the market share for this spend. The University expects that the selected vendor will make the contract available to the State of Florida University System however there may be a requirement for separate negotiations to determine the terms of any subsequent agreements.

1.1.1 Primary Goals

The primary goals of the University of Florida for this ITN are

- a. Identify and select a primary lab supply company that demonstrates the best value proposition to the University in both service delivery and price
- b. Establish a long term partnership to ensure stable delivery of product / service and supplier's commitment to continuous improvement
- c. Outline expectations related to ongoing relationship management including, but not limited to, utilization reporting, cost / margin visibility, and quantification of value from added services
- d. Continue to make the latest technologies and services available at competitive service levels and price points
- e. Provide the University with demonstrated commitment to partnership that reflects consideration of total University spend, public contract exposure and use across the state of Florida, and the ongoing desire to demonstrate delivery of value

1.2 Current State

The University of Florida has one primary lab supplier who provides all general lab supplies and some specialty products. In addition to two full-time on-campus sales representatives and access to multiple technical application/product specialists, the primary lab supplier also operates two on-site campus stores. One full-time stores manager and one full-time, on campus customer service representative staff these locations. Customers have access to a dedicated UF customer service representative during normal business hours.

As a result of the creation of UFHealth and innovations in research the University is performing research in clinical settings and needs a prime relationship which can provide medical supplies in addition to traditional laboratory research supplies.

The University uses a SciQuest eProcurement environment branded myUF Market for order placement and Corcentric (Cor360) branded myPayment Solutions for electronic invoicing. Currently the majority of the orders are placed through myUF Market where a level 2 punchout catalog is available to end users. The majority of orders contain p-card information included for billing and orders are transmitted via cxml. Custom quotations can also be retrieved through the current supplier

punchout allowing personalized pricing and non-catalog product orders to be placed in a manner consistent with catalog item shopping.

When an item is carried within the on-site stockroom it is identified on the punchout catalog site to show the end user that they can collect it immediately if required.

Orders submitted through MyUF Market are delivered from the warehouse using a UF dedicated truck, facilitating desk top delivery.

UF currently has a C contract directly with Corning Products. Labware manufactured by Corning is currently distributed through the UF prime supplier; however there is no guarantee that the new awardee will also be awarded the Corning product distribution.

The University currently holds regular business reviews with the vendor to review the current business landscape and address any issues that arise. At a minimum the University requires the following metrics to be provided:

- Year over year spend by commodity
- Average order size
- Incentive tracking
- Category utilization/trends
- Order entry methods
- Payment methods
- Savings
- Error tracking (shipping and delivery error details)
- Shipment/Leadtime
- Payment timing
- Storeroom activity analysis

1.2.1 Storeroom

The University currently has two on-site campus stores. In addition to providing convenient access to high volume general supplies, research grade ethanol and dry ice are also available. All University Environmental Health and Safety guidelines are followed for the storage, distribution, transport and sale of these products. The University EH&S Division utilizes the ChemTracker software system for the management of chemicals on campus. The vendor is expected to provide EH&S a minimum of annual updates on the chemical inventory stored within the on-site stores.

Entire inventory is vendor owned, and is closely monitored to ensure that the currently held inventory is actually what is needed for campus, and any necessary adjustments are made to ensure the full value of the stockroom is realized. All product is billed to UF when sold using University p-card and vendor account number.

The prime vendor stockroom also physically manages two third-party vendor freezer programs, but does not have responsibility for these programs or the billing for any third party product.

The pricing charged in these on-site stores matches that for any other distribution method.

The stores manager works with University p-card team to ensure that all payment information currently on file is valid to ensure correct and timely payment is made.

As part of operations of the store, the current vendor has been required to lease the space from the University for an annual cost; this is expected to continue.

1.2.2 Back order tracking

The ordering department is notified electronically within 8 business hours if any item is on backorder. The University does not allow back-orders on any orders placed on p-card. Backorders are only charged/invoiced when shipped. The packing list states which item is backordered. If the order is coming from multiple warehouses or the shipment is split in transit the vendor has the following options;

- Each packing list of a split order states the order has been split and references a number common to both packing lists; or
- Each shipment is charged separately so each charge equals the packing list of the shipment – however no additional packing, shipping or handling charges can ever be charged due to the splitting shipment of an order.

If the back-ordered item is stocked in an on-campus store, the vendor will identify the local stock and provide the customer with the stocked items without wait time.

1.2.3 Restocking policy

There is currently no restocking fee applied, and it is expected that this policy will remain in the future contract.

1.3 Value Questions and Price Response

While the ITN outlines key expectations around scope, service, and contracting (including the University's standard contract language), this section is focused on clarifying the prospective primary supplier's value proposition and approach towards delivery of that value. This value will be proposed and discussed in the negotiation stages of this process. Further information on the specific detail required for this negotiation is shown in Section 2.5 of this document. The responses will be reviewed and serve as the main focal point in subsequent negotiations once the top supplier partnership targets are identified.

In CY2013 the University of Florida spent over \$13 Million on Laboratory Supplies. Main categories of spend were consumables (glassware, plasticware, personal protective equipment), biologicals, chemicals, equipment (large and small), safety, instruments and apparatus, testing and diagnostics, and furniture and casework.

1.4 Term of Agreement

This agreement will be for an initial five (5) years, with an option to renew based on satisfactory performance and written approval of both parties for up to two (2) additional one (1) year periods.

1.5 Coverage and Participation

With the consent and agreement of the successful bidder(s) purchases may be made under this ITN by other state universities, community colleges, district school boards, other educational institutions, and other governmental agencies. Such purchases shall be governed by the same terms and conditions stated in the proposal solicitation as provided in Rule 6C1-3.020 (5)(f) 3 Fla. Admin. Code.

The University reserves the right to add and/or delete elements, or to change any element of the coverage and participation at any time without prior notification and without any liability of any kind or amount.

1.6 University Demographics

With the support of Florida lawmakers and the UF Trustees, UF has launched UF Rising – a five-year initiative to elevate the university among the nation's top public universities. The state and UF will

devote a combined \$150 million to hiring as many as 100 new faculty members, including both midcareer and eminent professors. The UF Foundation is supporting the plan with an \$800 million campaign to add more than 100 new endowed professorships, and upgrade and add facilities – prominently including a new chemistry building for UF's world-class chemistry department.

The University of Florida is a major public land-grant research university. The state's oldest, largest, and most comprehensive university, the University of Florida is among the nation's most academically diverse public universities. The University has a long history of established programs in international education, research, and service. It is one of only 17 public land-grant universities nationwide and the only university in Florida belonging to the Association of American Universities. With more than 50,000 students, the University of Florida is now one of the five largest universities in the nation.

The University of Florida has a 2,000-acre campus and more than 900 buildings (including 170 with classrooms and laboratories). The northeast corner of campus is listed as a historic district on the National Register of Historic Places.

The University's extensive capital improvement program has resulted in facilities ideal for 21st century research including the McKnight Brain Institute, the Health Professions, Nursing and Pharmacy Building, the Cancer and Genetics Research Complex, and the Proton Therapy Institute in Jacksonville. Overall, the university's current facilities have a book value of more than \$1 billion and a replacement value of \$2 billion.

For any additional information about the University of Florida, please visit the University's web page at: www.ufl.edu.

1.7 State of Florida, State University and Community College Systems

Currently the University of Florida laboratory supply agreement allows prime and non-prime adoption of the UF contract and is utilized in both forms by

- Florida State University
- Florida Atlantic University
- Florida International University
- University of Central Florida
- University of West Florida
- Moffitt Cancer Center at the University of South Florida
- University of South Florida
- Max Planck
- Florida Gulf Coast University
- State of Florida
- Other governmental and educational institutions

Collectively the annual spend on the current contract is over \$30M.

2.0 EVALUATION PROCESS AND METHOD OF AWARD

2.1 Method of Award

The evaluation of each response to this ITN will be based on its overall competence, compliance, format, and organization. The Award shall be made to the responsive and responsible vendor(s) whose proposal is determined to be the most advantageous to the University of Florida, taking into consideration the following evaluation criteria listed below. Pricing may be a criterion. However, the University is under no obligation whatsoever to select as most responsive the proposal that demonstrates the lowest pricing.

The contract will consist of the University's ITN, the proposal with any and all revisions, award letter, purchase order, and the signed agreement between the parties, as stated in that agreement.

The University reserves the right to commence one or more subsequent ITN processes seeking the same or similar products or services covered here.

Evaluation Criteria

Vendor proposals will be evaluated based upon how well each Vendor's plans meet the University's needs. Responses should be given in tab 4.1.1. Specific consideration will be given to the following responses in no particular order or weighting:

- Ability to provide single source of broad range of products needed to support a Research 1 University with best value pricing
- Value Beyond Pricing including vendor's proposed use of creative programs to improve the quality of research conducted by the University and ability to support assist UF faculty
- Service Levels Agreements including staffing, storerooms, electronic business integrations, delivery, accuracy and all other aspects of the proposal that describes plans to meet and then exceed current levels of service to the University
- Financial Offering and flexibility to include creative pricing, incentives for early payments, scholarship and internship opportunities, etc.
- Support resources on vendor team including specialists
- Customer References from customers similar in size and scope

2.2 Selection, Negotiation, Additional Information

Although the University reserves the right to negotiate with any vendor or vendors to arrive at its final decision and/or to request additional information or clarification on any matter included in the proposal, it also reserves the right to select the most responsive vendor or vendors without further discussion, negotiation, or prior notice. The University may presume that *any proposal is a best-and-final offer*.

2.3 Pre-Award Presentations

The University reserves the right to require a presentation from any and all vendors, in which they may be asked to provide or they may provide information in addition to that provided in their proposals.

2.4 Pre-Award Negotiations

The University reserves the right to negotiate prior to award with vendors for purpose of addressing the matters set forth in the following list, which may not be exhaustive.

- Resolving minor difference and typographical errors
- Agreeing to Terms and Conditions
- Clarifying necessary details and responsibilities
- Emphasizing important issues and points
- Receiving assurances from vendors
- Obtaining the lowest and best pricing and/or revenue agreement

2.5 Pricing negotiations

Following issuance of this ITN and review of all vendor responses, qualifying suppliers will be invited to share pricing proposals which the University will evaluate. Pricing strategies will focus on the following:

- **Discounts by CDC (category discount code)/Vendor internal category designation:** What discounts are offered off Manufacturer MSRP for each CDC or equivalent category code represented?
- **Discounts by Manufacturer:** What discounts are offered off Manufacturer MSRP for each Manufacturer represented?
- **Top Items:** How will you assign deeper discounts to core products, and what values can you offer?

A spend profile with detail behind our transactional utilization will be provided to supplement the next stage in the process.

In subsequent discussions, the University will require qualified participants to share their current price list for each product.

2.5.1 Structure of Response

Vendor is allowed flexibility in the response structure in order to provide a response that produces the best value for the University. Vendors may respond with products grouped into categories and subcategories of their choice, including, but not limited to grouping by:

- Manufacturer
- CDC/Vendor internal category designation
- Generally accepted industry wide categories (for example UNSPSC)
- Any other grouping Vendor chooses with translation table provided

Each category must have only one discount off list for all products within that category. In addition, vendor must provide a brief description of the logic used to produce the selected categories. Vendor must provide complete product listing for all products it wishes to bid on within each category, including:

- Vendor product number
- Product description
- Unit of measure
- List price
- Net price

For any products that are not manufactured by the vendor, the manufacturer and manufacturers' product number should be provided.

2.5.2 Price List

Vendors must provide a single list price for each product based on their current publicly available price list. Electronic catalogs of contract and list price will be provided so as to keep the University current.

List prices shall be held firm for a period of 12 months after the execution of a finalized agreement. The successful vendor will only be allowed to increase prices once a year, on the subsequent contract anniversary date or mutually convenient date. Any increase in list price will only be effective after documented acceptance by the University and the request shall be supported by written evidence of increased costs to the Successful Vendor. The University will not approve unsupported price increases that will merely increase the gross profitability of the Successful Vendor at the expense of the University. Price change requests shall be a factor in the Agreement extension review process.

Price escalation/de-escalation will be mutually agreed upon in a final agreement. Vendor will submit requests for price adjustments in writing to University for review in good faith and in advance of any adjustment implementation. Requests will include information demonstrating the estimated effect to UF of the price adjustment, in both dollar amount and percentage of total spend based on the prior contract period. All requests for acceptance of revised price lists must be substantiated by written evidence that they are the result of general industry-wide changes. Adjustments that depend in any part on an

index such as the Producer Price index shall also include those relevant calculations. In addition, if such an index were to decrease prices should be reduced accordingly. Any price increase shall not exceed a mutually decided upon published price index.

2.5.3 Discounts

Vendor shall provide a single discount for each product category or sub-category as determined by the vendor. That minimum discount level will apply for the duration of the contract. In the event of a new product category being introduced containing no previously existing products, the vendor shall notify the University purchasing department prior to the sale of any product in that new category. The new category will receive a discount level that has been mutually agreed upon between the vendor and the University purchasing department.

2.5.4 New Product Introductions

Vendor will notify University purchasing department monthly of new product introductions. As new products are introduced, products will be sold at list price, minus the discount for the product category the new product is placed in. In the event that a product is introduced that is not in an existing category, procedures detailed in 1.3.4 will be followed.

2.6 Notice of Proposal Protest Bonding Requirement

Any vendor who files an action protesting a decision or intended decision shall post at the time of the filing the formal written protest, a bond, payable to the University of Florida, in an amount equal to: 10% of the estimated value of the protestor's proposal; 10% of the University's estimated expenditure during the contract term, or \$10,000, whichever is less. The bond shall be conditioned upon the payment of all costs which may be adjudged against the vendor. In lieu of a bond, the University will accept a cashier's check or money order in the amount of the bond. FAILURE TO FILE A PROTEST IN ACCORDANCE WITH Board of Governors (BOG) Regulation 18.002 or failure to post the bond or other security as required in the BOG regulations 18.002 and 18.003(3) shall constitute a waiver of protest proceedings and will result in a denial of the protest.

2.7 Contractual Intent/Right to Terminate and Recommence ITN Process

The University intends to contract with one or more vendors whose proposal(s) are considered to be in the best interests of the University. However, the University may terminate this ITN process at any time up to notice of award, without prior notice, and without liability of any kind or amount. Further, the University reserves the right to commence one or more subsequent ITN processes seeking the same or similar products or services covered hereunder.

2.8 Effective Period of Proposals

Under this ITN, the University shall hold that vendors' responses to this ITN shall remain in effect for a period of one hundred and twenty (120) days following the closing date, in order to allow time for evaluation, approval, and award of the contract. Any vendor who does not agree to this condition shall specifically communicate in its proposal such disagreement to the University, along with any proposed alternatives. This University may accept or reject such proposed alternatives without further notification or explanation.

2.9 Proposal Acceptance/Rejection

The University reserves the right to reject any or all proposals. Such rejection may be without prior notice and shall be without any liability of any kind or amount to the University. The University shall not accept any proposal that the University deems not to be in its best interests. The University shall reject proposals submitted after the closing date and time.

2.10 Errors and Omissions in Vendors Proposals

The University may accept or reject any vendor's proposal, in part or in its entirety, if such proposal contains errors, omissions, or other problematic information. The University may decide upon the materiality of such errors, omissions, or other problematic information.

2.11 Determination of and Information Concerning Vendor's Qualifications

The University reserves the right to determine whether a vendor has the ability, capacity, and resources necessary to perform in full any contract resulting from this ITN. The University may request from vendors information it deems necessary to evaluate such vendors' qualifications and capacities to deliver the products and/or services sought hereunder. The University may reject any vendor's proposal for which such information is requested but which the vendor does not provide. Such information may include but is not limited to:

- Financial resources
- Personnel resources
- Physical resources
- Internal financial, operating, quality assurance, and other similar controls and policies, including commission structures
- Resumes of key executives, officers, and other personnel pertinent to the requirements of the ITN
- Customer references
- Disclosures of complaints or pending actions, legal or otherwise, against the vendor
- The University reserves the right to check references with current customers as provided by the vendor and with any customers the University identifies

2.12 Apparently Conflicting Information Obtained by Vendor

The University is under no obligation whatsoever to honor or observe any information that may apparently conflict with any provision herein, regardless of whether such information is obtained from any office, agent, or employee of the University. Such information shall not affect the vendor's risks or obligations under a contract resulting from this ITN.

2.13 Rejection of Vendor Counter-offers, Stipulations and Other Exceptions

Any vendor exception, stipulation, counter-offer, requirement, and/or other alternative term or condition shall be considered rejected unless specifically accepted in writing by the University and thereafter incorporated into any contract resulting from this ITN.

2.14 Vendor's Need to Use Proprietary Rights of the University

All information proprietary to the University and disclosed by the University to any vendor shall be held in confidence by the vendor and shall be used only for purposes of the vendor's performance under any contract resulting from this ITN.

2.15 Public Record

On the earlier of (i) the time University provides notice of a decision or intended decision, or (ii) 30 days after the final competitive sealed proposals are all opened, whichever occurs earlier, vendor proposals maybe disclosed as public record.

3.0 SCHEDULE OF EVENTS

The following is the tentative schedule that will apply to this ITN, but may change in accordance with the University's needs.

08/08/2014	Issuance of ITN
08/29/2014 –5:00 PM ET	Technical Questions/Inquiries Due
09/04/2014	Reponses to Inquires sent out
09/12/2014 –3:00 PM ET	ITN Closes/Opening of Proposals

3.1 Pre-Proposal Conference

A non-mandatory pre-proposal conference will be held for vendors who intend to respond to this ITN. The purpose of the conference is to allow time for questions and answers regarding terms and conditions, or specifications of the ITN. Answers to any questions that might arise will be in the form of addenda to the ITN, prior to the proposal opening. All such addenda must be acknowledged by signature and returned with the proposal.

Date and Time: 08/26/2014, 10:30am EST
University of Florida
Department of Purchasing Services
971 Elmore Drive
Gainesville, FL 32611-5250

3.2 Pre-Proposal Site Visit

An optional pre-proposal site visit may be help for vendors who intend to respond to this ITN. The purpose of the site visit is to acquaint the vendors with the conditions under which the work must be performed. Any pre-proposal site visit will be coordinated upon request to coincide with the timing of the pre-proposal conference.

3.3 Special Accommodations

If special accommodations are needed in order to attend any proposal meetings, contact Nicola Heredia or email at nheredia@ufl.edu three (3) business days prior to pre-proposal meeting or proposal opening.

4.0 PROPOSAL RESPONSE AND PREPARATION INSTRUCTIONS

Proposals must be delivered sealed to:
University of Florida
Purchasing Services
971 Elmore Drive
Gainesville, FL 32611-5250
on or prior to **09/12/2014 3:00 PM.**
ITN15NH-105

The above address is a valid campus address for any courier service.

It is the vendor's responsibility to assure that the proposal is delivered at the proper time and place of the proposal opening. Proposals which for any reason are not so delivered will not be considered. The University shall not accept proposals received by facsimile or email. The University shall, at the specified closing date and time, open all proposals that are otherwise in order. The University will allow interested parties to attend such opening for purposes of identifying which vendors have responded. The University will make no immediate decision at such time, and there will be no disclosure of any information contained in any proposal until the earlier of (i) the time University provides notice of a decision or intended decision, or (ii) 30 days after the final competitive sealed

proposals are all opened, whichever occurs earlier, vendor proposals become public record. When multiple solicitations have been scheduled to open at the same date and time, the University will open solicitations that have interested individuals present in sequential order by solicitation number. The University will hold unopened any proposals received after the closing date and time, and will not consider such proposals. The University reserves the right to retain or dispose of such proposals at its discretion; however, the University may return such proposals to their related vendors, but only at such vendor's request and at no cost or expense whatsoever to the University.

If only one proposal is received, Purchasing may delay the opening in order to determine why other vendors did not respond and to encourage other vendors to respond.

4.1 Proposal Format Organization

Original proposal and all copies must be on 8-½ x11 text weight paper, double-sided, using binding tabs that will facilitate the distribution and evaluation of the proposals. Proposals should be printed when possible on paper containing a high level of post-consumer recycle content. Proposals should conform to the tabbed format below as well as the requirements of sections 4.1.2, 4.1.3 and 4.1.4.

4.1.1 Response Format

- Submit one (1) original and five (5) hard copies of the initial response. In addition, provide 1 (one) copy on PC compatible media (CD/DVD or USB flash drive), preferably in Word® and/or Excel®. The original response must contain the original manual signature of the authorized person signing the proposal, and the electronic copy of the proposal
- The outer carton of the response must display clearly and conspicuously the following identifying information, The ITN number, name and due date and is sealed; Submit one (1) original and five (5) copies of the vendor's proposal in hard copy form.
- The response must include the information and required submittals described, tabbed and numbered as shown below, with all information appearing in the Tab in which it was requested.
- Questions and requests for information may not be rearranged, regrouped, or divided in any way.
- All information and required submittals requested MUST BE in hardcopy and included in your written response.

Failure to adhere to this condition may cause your response to be rejected without further evaluation.

- Information submitted that is not requested by the University may be considered to be supplemental, not necessarily subject to evaluation by the committee members.
- If there is any information or required submittals which due to size or binding cannot be incorporated following the proper tab, the vendor must provide information following the numbered tab, telling the evaluator where the information can be found in the response.
- **Tabular / Paginated Format (reference Evaluation Criteria, Section 2.1)**
 - **Tab 1:** Overview / Executive Summary of the vendors proposal, including brief descriptions of the expertise in managing a contract of the size and scope of that described in this ITN, the vendors mission statement and how the vendor plans to address the Universities requirements.
 - **Tab 2:** Contact names(s) and title(s) of the individuals responsible for the vendor's proposal and those authorized to negotiate on the vendor's behalf during this ITN process. Please include the Organization Chart showing all personnel that will be involved in the support of the University through the CEO of the company. Provide a list of the names and professional qualifications of proposed team members who will be assigned to the university. Include their experience with similar relationships. Vendor should describe the knowledge levels of the technical/product specialists that will be supporting UF and the

anticipated frequency of their on-site visits.

- **Tab 3:** Provide a listing of all the customers with an annual spend of \$10-30million and scope similar to the services described in this ITN, both current and past customers, with an emphasis on those institutes of higher education. This list must include current, accurate contact information, including name, address, telephone number and e-mail address of the contract administrator.
- **Tab 4:** Vendor's ability to maintain excellent service levels is essential in maintaining a mutually beneficial relationship between UF and the vendor. Vendor should describe active support activities how would anticipate supporting the current level of business with UF and detail the mechanisms for increasing the current spend.
 - Vendor should describe how they anticipate the organization of any on site stores. This should include the potential integration and support levels available for third party owned stock. (See current state in Section 1.2.1)
 - Vendor should describe the process to be followed to illustrate how any desktop delivery process would be completed.
- **Tab 5:** Vendor should show their ability to work within the SciQuest purchasing and Corcentric payables environments and document their specific experience in integrating with those environments. Vendor should describe all methods of order placement, and describe how they would encourage the further utilization of myUF Market.
- **Tab 6:** Describe the process of producing "best value" or "value beyond price" for UF and its users, through creative marketing, campus enrichment programs, student development programs etc. Include how vendor's use of creative programs to improve the quality of the research conducted by the University and ability to support the faculty and assist in the University of Florida Rising to National Preeminence status. Examples could include Product information seminars, early access to new product releases, or potential research collaborations.
- **Tab 7:** Describe successful conversions from incumbent supplier to vendor after the award of a higher education contract, and detail the process and approximate timeline as envisioned on the UF campus.
- **Tab 8:** Describe any planned subcontract element of the proposal. Include at a minimum name, address, and phone number of contact persons for proposed subcontractors. Include subcontractor's experience executing the planned support element.
- **Tab 9:** Describe any Small Business and Vendor Diversity Relations (SBVDR) programs that may be part of this supply relationship
- **Tab 10:** Describe any Sustainable ("Green") initiatives that will be provided to the University through this relationship.
- **Tab 11:** Describe any financial considerations or creative offerings such as signing bonuses, rebates, multiyear discounts, growth incentives, programs resulting in the end user being charged a reduced amount, early payment discounts, new lab startup programs, scholarship sponsorships, etc.
- **Tab 12:** Initial Catalog Product Pricing Response in Attachment A.
- **Tab 13:** Other promotional materials that you deem important and appropriate to the ITN (according to the discretion of the University these materials may not be included in the evaluation by the committee).
- **Tab 14:** Completed and signed Certification of Proposal form, and/or signed and completed acknowledgement forms for any addenda issued.

4.1.2 Number of Proposal Copies to be Furnished

- Submit one (1) original and five (5) hard copies of the initial response. In addition, provide 1 (one) copy on PC compatible media (CD/DVD or USB flash drive), preferably in Word® and/or Excel®. The original response must contain the original manual signature of the authorized person signing the proposal, and the electronic copy of the proposal.

4.1.3 Bindings and Marking

Vendors shall ensure that the original and each copy are individually bound. When submitting more than one (1) proposal, vendors shall ensure that units are clearly marked; for example, as "Original of Proposal One", "Copy One of Proposal One", "Original of Proposal Two", "Copy One of Proposal Two", and so on.

4.1.4 Marking of Envelopes

Vendors shall ensure that the outer carton of the response must display clearly and conspicuously the following identifying information: **ITN15NH-105 Laboratory Supplies. Opening date and time: 09/12/2014 at 3:00 P.M.**

4.1.5 Proposal Costs

The University is not liable in any manner or to any extent for any cost or expense incurred by any vendor in the preparation, submission, presentation, or any other action connected with proposing or otherwise responding to this ITN. Such exemption from liability applies whether such costs are incurred directly by the vendor or indirectly through the vendor's agents, employees, assigns or others, whether related or not to the vendor.

4.1.6 Faxes or Emails Not Accepted

The University shall not accept proposals received by fax or email.

4.2 Requirements of Proposer for Response

4.2.1 Original ITN Document

Purchasing Services shall retain the ITN, and all related terms and conditions, exhibits and other attachments, in original form in an archival copy. Any modification of these, in the vendor's submission, is grounds for immediate disqualification.

4.2.2 Vendor's Understanding of the ITN

In responding to this ITN, the vendor accepts the responsibility fully to understand the ITN in its entirety, and in detail, including making any inquiries to the University as necessary to gain such understanding. The University reserves the right to disqualify any vendor who demonstrates less than such understanding. Further, the University reserves the right to determine, at its sole discretion, whether the vendor has demonstrated such understanding. Related to this, the University's right extends to cancellation of award if award has been made. Such disqualification and/or cancellation shall be at no fault, cost or liability whatsoever to the University.

4.2.3 University Provides Information in Good Faith without Liability

All information provided by the University in this ITN is offered in good faith. Individual items are subject to change at any time. The University makes no certification that any item is without error. The University is not responsible or liable for any use of the information, or for any claims attempted to be asserted there from.

4.2.4 Verbal versus Written Communication

Verbal communication shall not be effective unless formally confirmed in writing by the specified University purchasing official in charge of managing this ITN's process. In no case shall verbal communication override written communication.

4.2.5 Questions, Communications and Inquires between the University and Vendors

Vendor inquiries, questions and requests for clarification related to this ITN are to be directed, in writing, to:

University of Florida
Purchasing Services
971 Elmore Drive
Gainesville, FL 32611-5250

Attn: Nicola Heredia
Telephone No: 352/392-1331
Facsimile No: 352/392-8837
E-mail Address: nheredia@ufl.edu

Applicable terms and conditions herein shall govern communications and inquiries between the University and vendors, as they relate to this ITN.

Informal communications shall include, but are not limited to, requests from/to vendors or vendors' representatives of any kind or capacity, to/from any University employee or representative of any kind or capacity, with the exception of Purchasing Services, for information, comments, speculation, etc. Inquiries for clarifications and information that will not require addenda may be submitted verbally to the Purchasing Coordinator named, above, at any time.

Formal communications shall include but are not limited to the following.

- Questions concerning this ITN must be submitted in writing, and be received prior to 8/29/2014 5:00 PM/ET.
- Errors and omissions in this ITN and enhancements. Vendors shall bring to the University's attention any discrepancies, errors, or omissions that may exist within this ITN. Vendors shall recommend to the University any enhancements in respect to this ITN, which might be in the University's best interests. These must be submitted in writing and be received prior to 8/29/2014 5:00 PM/ET.
- Inquiries about technical interpretations must be submitted in writing, and be received prior to 8/29/2014 5:00 PM/ET.
- Inquiries for clarifications/information that will not require addenda may be submitted verbally to the Purchasing Coordinator named above at any time during this process.
- Verbal and/or written presentations and pre-award proposals under this ITN.
- Addenda to this ITN.

Informal communications shall cease on the date of distribution of this ITN and formal communications shall commence. On the date that the University completes the award process for this ITN and executes the resulting contract with the successful Vendor, informal communications may resume and formal communications must cease.

4.2.6 Addenda and the University's Response to Communications from Vendor

The University will make a good-faith effort to provide a written response to each question or request for clarification that requires addenda within five (5) University business days.

All addenda will be posted to our web site only:

<http://www.purchasing.ufl.edu/vendors/schedule.asp>

- ***Vendors who want the addenda supplied to them in another form must notify the Purchasing Coordinator listed in Section 4.2.5 above of that request. Otherwise, it will be the vendor's responsibility to check the web site for any additional information and addenda concerning this ITN.***

The University will not respond to any questions/requests for clarification that require addenda, if received by the University after **8/29/2014 5:00 PM**.

4.2.7 Pricing and/or Revenue Proposal

Vendors shall indicate pricing offers in the appropriate section and/or areas provided in this ITN. Vendors shall ensure that any departure from this condition results in an offer that is clearly cross-referenced to the applicable sections within this ITN. For any material departure from this condition, vendors shall provide clear and unambiguous explanations how the departure relates in detail to the applicable sections within this ITN. If the vendor responds with an "All or None" proposal, it shall be clearly and unambiguously marked as such.

The University may presume and hold as the vendor's final offer all pricing and/or revenue offerings, whether stated as amounts or percentages, and/or whether or not offered on an all-or-none basis, if not specified by the vendor. The University may accept or reject in part or entirely the vendor's pricing and/or revenue offerings when such offerings are not on an all-or-none basis. The University prohibits the changing of pricing and/or revenue proposals after the ITN closing date and time. Unless otherwise specifically proposed by the vendor, the University reserves the right to hold such pricing and/or revenue proposal as effective for the entire intended contract term. The University may prescribe the manner and method by which pricing shall be communicated in the vendor's proposal. The University may reject any proposal in which the pricing and/or revenue offering does not conform to such prescribed manner and method.

4.2.8 Revisions to the ITN

The University may revise any part of this ITN for any reason by issuing addenda. The University will communicate additional information and addenda to this ITN by posting them on our web site.

<http://www.purchasing.ufl.edu/vendors/schedule.asp>

- ***Vendors that want the revisions supplied to them in another way must notify the Purchasing Coordinator listed in this document of that request. Otherwise, it will be the vendor's responsibility to check the web site for any additional information and addenda concerning this ITN.***

Vendors are responsible for the information contained in such addenda, whether or not they acknowledge receipt. The University is under no obligation to communicate such addenda to vendors who notify the University that they will not be responding this ITN. The University may determine whether an addendum will be considered as part of this ITN and/or as part of any contract resulting there from. The University shall reject vendors' responses to addenda if such responses are received after the ITN closing date and time.

4.2.9 Attention to Terms and Conditions

Vendors are cautioned to thoroughly understand and comply with all matters covered under the Terms and Conditions section of this ITN. The successful Vendor is expected to enter into a form of agreement. The University agreement terms and conditions included in this ITN are intended to

be incorporated into this agreement. Proposals that are contingent upon any changes to these terms and conditions may be deemed to be non-responsive and may be rejected.

4.2.10 Required Signature

The University may reject any vendors' response if it is not signed as indicated and/or required by the areas, spaces, or forms provided within this ITN.

4.2.11 Authority to Negotiate

Representatives of the vendor(s) selected to participate in oral negotiation(s) shall be first required to submit written authorization from the company CEO or CFO attesting to the fact that the company's lead negotiator is authorized to bind the company to the terms and conditions agreed to during negotiations and as contained in the vendor's best and final offer. The provision of such authorization shall be a prerequisite to continuation in the ITN process. The University shall not enter into extensive contract negotiations with the selected vendor(s) after the negotiation process has been completed. If the University determines that a company awarded a contract based on this ITN does not honor all aspects of the agreement reached during the negotiations in the best and final offer, the University reserves the right to immediately cancel the award, and to place the company on the University's suspended vendor list.

Company negotiators must enter the negotiations prepared to speak on behalf of the vendor's company. The University reserves the right to immediately terminate negotiations with any company whose representatives are not empowered to, or who will not, make decisions during the negotiation session. Vendors are reminded that the University may elect not to solicit a best and final offer from any company whose representative(s) have been unable or unwilling to commit to decisions reached during the verbal negotiation process.

4.2.12 Collusion Prohibited

In connection with this ITN, vendor collusion with other vendors or employees thereof, or with any employee of the University, is prohibited and may result in vendor disqualification and/or cancellation of award. Any attempt by the vendor, whether successful or not, to subvert or skirt the principles of open and fair competition may result in vendor disqualification and/or cancellation of award. Such disqualification and/or cancellation shall be at no fault or liability whatsoever to the University.

4.2.13 Improper Business Relationships/Conflict of Interest Prohibited

In connection with this ITN, each vendor shall ensure that no improper, unethical, or illegal relationships or conflict of interest exists between or among the vendor, the University, and any other party to this ITN. The University reserves the right to determine the materiality of such relationships, when discovered or disclosed, whether intended or not; and to decide whether or not vendor disqualification and/or cancellation of award shall result. Such disqualification and/or cancellation shall be at no fault or liability whatsoever to the University.

4.2.14 Corrections, Changes, and Providing Information on Forms within the ITN

Vendors shall ensure that an authorized individual initials each correction using pen and ink. Vendors shall use pen and ink or typewriter in providing information directly on pages, or copies thereof, contained within this ITN.

4.2.16 Anti-Kickback

In compliance with FAR 52.203-7, the University has in place and follows procedures designed to prevent and detect violations of the Anti-Kickback Act of 1986 in its operations and direct business relationships.

4.2.17 Withdrawal of ITN

Vendors may withdraw their proposals any time prior to the ITN closing date. Vendors may request to withdraw their proposals after the ITN closing date and time prior to selection and notice of award. The University shall have sole authority to grant or deny such a request. In the event the University grants such a request, it may withhold issuing future ITN's to such vendors.

4.2.18 University's Right to Use Vendor's Ideas/Proprietary Information

If the vendor needs to submit proprietary information with the proposal, the vendor shall ensure that it is enclosed in a separate envelope from the proposal and that it is clearly designated and conspicuously labeled as such. Vendors who submit responses with information noted as proprietary may be asked to substantiate why the information is proprietary or is otherwise exempt from a public records request under Florida Law.

Should a request be made of the University for access to the information designated confidential or trade secret by the bidder the University shall notify the Vendor of such request. If the Vendor asks that the University deny such public request, the Vendor shall indemnify, defend and hold the University harmless in connection with any legal action associated with such public records request and shall be responsible for all legal costs necessary to defend such action and any costs awarded by the court to the challenging party if the denial is challenged in a court of law.

Selection or rejection of the proposal shall not affect the University's right of use. Provided, however, that the University will, in good faith, honor any vendor information that is clearly designated and conspicuously labeled as proprietary, and the University concurs that the information is proprietary, that trade secrets or other proprietary data contained in the proposal documents shall be maintained as confidential in accordance with procedures promulgated by the Purchasing Coordinator and subject to limitations in Florida or Federal law. Pricing information cannot be considered proprietary. The University shall not be liable in any manner or in any amount for disclosing proprietary information if such information is not clearly so designated and conspicuously so labeled. The University shall likewise not be liable if it did not know or could not have reasonably known that such information was proprietary.

5.0 DEFINITIONS

5.1 Agreement/Contract

All types of agreements entered into by the University of Florida, regardless of what they may be called, for the procurement of materials, services or construction, or the disposal of materials. Meaning is interchangeable.

5.2 Customer

Unless otherwise implied by the context of the specific provision within this ITN, "Customer" means a customer of the vendor, other than the University.

5.3 May, Should

Indicates something that is not mandatory, but permissible, recommended, or desirable.

5.4 Must, Shall, Will

Indicates a mandatory requirement. Failure to meet these mandatory requirements may result in rejection of your proposal as non-responsive.

5.5 Proposal

The entirety of the vendor's responses to each point of this ITN, including any and all supplemental offers or information not explicitly requested within this ITN.

5.6 Proprietary Information

Information held by the owner that if released to the public or anyone outside the owner's organization, would be detrimental to its interests. It is an issue of fact rather than opinion. Pricing and/or revenues cannot be considered proprietary.

5.7 Provider

Any entity responding to this ITN, or, if selected, the vendor entering into a contract with University.

5.8 Invitation to Negotiate (ITN)

The Invitation to Negotiate is a competitive negotiation process. It is not to be confused with an Invitation to Bid (ITB), in which goods or services are precisely specified and price is substantially the only competitive factor. This ITN provides the University the flexibility to negotiate to arrive at a mutually agreeable relationship. Price will be considered, but will not be the only factor of evaluation.

5.9 Respondent

Any entity responding to this ITN, or, if selected, the vendor entering into a contract with University.

5.10 Response

Same as Proposal

5.11 Successful Vendor

Any entity responding to this ITN, or, if selected, the vendor entering into a contract with University.

5.12 Supplement Agreement

Any supplement terms and conditions agreed to by the parties in writing taking precedence over all other documents governing the transaction.

5.13 Supplier

Any entity responding to this ITN, or, if selected, the vendor entering into a contract with University.

5.14 University of Florida, UF or University

Same as The University of Florida Board of Trustees, a public body corporate of the State of Florida; throughout the document the term UF, University and University of Florida is used interchangeably.

5.15 Vendor

Any entity responding to this ITN, or, if selected, the vendor entering into a contract with University.

5.16 Vendor's Proposal

Same as Proposal

5.17 Vendor's Response

Same as Proposal

6.0 AGREEMENT TERMS AND CONDITIONS

The following are the Terms and Conditions that will become part of any Agreement consummated between the University and the Successful Vendor. In the event of a conflict between any provisions contained in any of the documents governing this transaction, the following shall be the order of precedence: Agreement; Invitation to Negotiate; Proposal.

6.1 Actions of Successful Vendor

The University is under no obligation whatsoever to be bound by the actions of any Successful Vendor with respect to third parties. The Successful Vendor is not a division or agent of the University.

6.2 Advertising

The Successful Vendor shall not advertise or publish information concerning the Agreement without prior written consent of the University. The University shall not unreasonably withhold permission.

6.3 Americans with Disabilities Act

The Successful Vendor shall comply with all applicable provisions of the Americans with Disabilities Act and applicable federal regulations under the act.

6.4 Certification

By signature on the "Proposal Certification" form included under Section 7.0, the Vendor certifies that the submission on the proposal did not involve collusion or other anti-competitive practices. The Vendor has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a public servant in connection with the submitted proposal. In addition, Vendor certifies whether or not an employee of the University has, or whose relative has, a substantial interest in any Agreement subsequent to this ITN. Vendor also certifies their status with regard to debarment, or suspension by any federal entity.

Failure to provide a valid signature affirming the stipulations required by this clause shall result in the rejection of the submitted proposal and, if applicable, any resulting Agreement. Signing the certification with a false statement shall void the proposal and, if applicable, any resulting Agreement. Any resulting Agreement may be subject to legal remedies provided by law. Vendor agrees to promote and offer to the University only those services and/or materials as stated in and allowed for under resulting Agreement(s).

6.5 Conflict of Interest

The award hereunder is subject to the provisions of Chapter 112, F.S. Vendors must disclose with the proposal the name of any trustee, officer, director, or agent who is also an employee of the University of Florida. Further, all Vendors must disclose the name of any University employee who owns, directly or indirectly, an interest of five percent (5%) or more in the Vendor's firm or any of its branches.

6.6 Discrimination

An entity or affiliate who has been placed on the discriminatory list may not submit a bid on a contract to provide goods or services to a public entity, may not submit a bid on a contract with a public entity for the construction or repair of a public building or public work, may not submit proposals on leases of real property to a public entity, may not award or perform work as a Vendor, supplier, subcontractor or consultant under contract with any public entity, and may not transact business with any public entity.

6.7 Drug Free Workplace

The Successful Vendor agrees that in the performance of the Agreement, neither the Successful Vendor nor any employee of the Successful Vendor shall engage in the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance in conducting any activity covered by the Agreement. The University reserves the right to request a copy of the Successful Vendor's Drug Free Workplace Policy. The Successful Vendor further agrees to insert a provision similar to this statement in all subcontracts for services required.

6.8 Equal Opportunity Statement

The State Universities have established equal opportunity practices which conform to both the spirit and the letter of all laws against discrimination and prohibit discrimination based on race, creed, color, sex, age, national origin, marital status or religion. To be considered for inclusion as a supplier under this agreement, the vendor commits to the following:

- A. The provisions of Executive Order 11246, September 24, 1966, and the rules, regulations, and relevant orders of the Secretary of Labor are applicable to each order placed against this agreement regardless of value.
- B. If the vendor expects to receive \$10,000 in orders during the first 12 months of this agreement, a complete certificate of non-segregated facilities shall be attached to the proposal response.
- C. If the vendor expects to receive \$50,000 in orders during the first 12 months of this agreement and employs more than 50 people, standard form 100 (EEO-1) must be filed prior to March 1 of each year.
- D. If the vendor expects to receive \$50,000 in orders during the first 12 months and employs more than 50 people, a written program for affirmative action compliance must be maintained by the vendor, subject to review upon request by the user agencies of this agreement.

If you have already complied with the above, please indicate_____

This contractor and subcontractor shall abide by the requirements of 41 CFR §§ 60-1.4(a), 60-300.5(a) and 60-741.5(a). These regulations prohibit discrimination against qualified individuals based on their status as protected veterans or individuals with disabilities, and prohibit discrimination against all individuals based on their race, color, religion, sex, or national origin. Moreover, these

regulations require that covered prime contractors and subcontractors take affirmative action to employ and advance in employment individuals without regard to race, color, religion, sex, national origin, protected veteran status or disability.

6.9 Federal, State, and Local Laws and Regulations

Successful Vendor is solely responsible for complying with all laws, ordinances, and regulations including but not limited to, those relating to taxes, licenses and permits, as they may apply to any matter under this ITN. The Successful Vendor must demonstrate that they are duly licensed by applicable regulatory bodies during the performance of the Agreement. Prior to the commencement of Agreement, the Successful Vendor shall be prepared to provide evidence of such licensing as may be requested by the University. Successful Vendor shall, at no expense to the University, procure and keep in force during the entire period of the Agreement all such permits and licenses.

6.10 Inspection and Audit

All books, accounts, reports, files and other records relating to the Agreement shall be subject at all reasonable times to inspection and audit by the University of Florida.

6.11 Liens

Each Successful Vendor shall keep the University free and clear from all liens asserted by any person or entity for any reason arising out of the furnishing of services or materials by or to the Successful Vendor.

6.12 Modifications

The Agreement can be modified or rescinded only by a writing signed by both parties or their duly authorized agents.

6.13 Non-Discrimination

The parties agree to be bound by applicable state and federal rules governing Equal Employment Opportunity and Non-Discrimination.

6.14 Ownership of Documents

All drawings, maps, sketches, documents, records, programs, data base, reports and other data developed or purchased, under this Agreement for or at the University's expense shall be and remain the University's property, without restriction, reservation or qualifications. The Successful Vendor may retain copies necessary for recordkeeping documentation and all such other business purposes related to the Agreement. All materials and products produced shall be provided to the University upon expiration of this Agreement.

6.15 Sales and Use Tax

The Successful Vendor agrees to comply with and to require all of his subcontractors to comply with all the provisions of applicable law. The Successful Vendor further agrees to indemnify and hold harmless the University from any and all claims and demands made against it by virtue of the failure of the Successful Vendor or any subcontractors to comply with the provisions of any and all said laws. The University is exempt from state sales and use tax.

6.16 Sexual Harassment

Federal law and the policies of the University prohibit sexual harassment of University employees or students. Sexual harassment includes any unwelcome sexual advance toward a University employee or student, any request for a sexual favor from a University employee or student, or any other verbal or physical conduct of a sexual nature that is so pervasive as to create a hostile or offensive working environment for University employees, or a hostile or an offensive academic environment for University students. University vendors, subcontractors and suppliers for this project are required to exercise control over their employees so as to prohibit acts of sexual harassment of University employees and students. The employer of any person who the University, in its reasonable judgment, determines has committed an act of sexual harassment agrees as a term and condition of the Agreement to cause such person to be removed from the project site and from University premises and to take such other action as may be reasonably necessary to cause the sexual harassment to cease.

6.17 Small Business Program

University is an equal opportunity institution and, as such, encourages the use of small businesses, including women and minority-owned small businesses in the provision of goods and services. Small businesses should have a fair and equal opportunity to compete for dollars spent by the University. Competition ensures that prices are competitive and a broad vendor base is available. Vendor shall use good faith efforts to ensure opportunities are available to small businesses, including women and minority-owned businesses. For questions about the University's Small Business Program contact Faylene Welcome, Director of Small Business and Vendor Diversity, 352-392-0380.

6.18 Tobacco Free Campus Policy

The University of Florida campus is a tobacco-free campus. This policy was effective as of July 1, 2010. The use of cigarettes or other tobacco products in UF buildings, parking lots, or in vehicles in these areas is prohibited. The successful vendor is expected to respect this smoke free policy and fully comply with it.

6.19 Sustainability Preferences

The University's purchasing directives support the purchase of products that will minimize any negative environmental impacts of our work. In order to facilitate a healthy market in sustainable products, all parties involved in the procurement and utilization of materials must engage in both waste recycling and the initial purchase of products containing recycled content. It is in the interest of public health, safety and welfare and the conservation of energy and natural resources to use and promote environmentally responsible products, as well as energy efficient fixtures, appliances and mechanical equipment used in new construction and retrofit of University facilities.

6.20 Assignment-Delegation

No right or interest in the Agreement shall be assigned or delegation of any obligation made by Successful Vendor without written permission of the University. Any attempted assignment or delegation by Successful Vendor shall be wholly void and totally ineffective for all purposes unless made in conformity with this paragraph.

6.21 Assignment of Anti-Trust Overcharge Claims

The parties recognize that in actual economic practice overcharges resulting from anti-trust violations are in fact borne by the ultimate purchaser; therefore, Successful Vendor hereby assigns to the University any and all claims for such overcharges.

6.22 Date for Reckoning Prompt-Payment Discount

For purposes of determining whether a prompt-payment discount, if applicable, may be taken by the University, the starting date of such reckoning period shall be the later of the date of a properly executed invoice or the date of completion of service and/or delivery of product.

6.23 Force Majeure

In the event compliance with any obligation under this Agreement is impractical or impossible due to any Event of Force Majeure, then the time for performance of such obligation shall be extended for a period equivalent to the duration of the Event of Force Majeure. The provisions of this section shall not operate to excuse either party's inability to perform its obligations hereunder because of inadequate finances. "Event of Force Majeure:" means any embargo, flood, earthquake, storm, dust storm, lightning, fire, epidemic, act of God, war, national emergency, civil disturbance or disobedience, riot, sabotage, terrorism, restraint by governmental order or any other occurrence beyond the reasonable control of the party in question.

6.24 Furnish and Install

The items specified in this solicitation will be provided on a furnished and installed basis. The Successful Vendor shall have the complete responsibility for the items or system until it is in place and working. Any special installation preparation and requirements must be submitted to the University. All transportation and coordination arrangements will be the responsibility of the Successful Vendor. Delivery of equipment will be coordinated so that items or systems will be delivered directly to the installation site. This effort will minimize risk of damage and avoid double handling.

6.25 Indemnification/Hold Harmless

The Successful Vendor shall indemnify, defend, and hold harmless the University of Florida Board of Trustees, the University of Florida, the State of Florida and the Florida Board of Governors, its officers, agents, and employees from any and all claims, demands, suits, actions, proceedings, loss, cost, and damages of every kind and description, including attorneys' fees and/or litigation expenses, which may be brought or made against or incurred on account of loss of or damage to any property or for injuries to or death of any person, caused by, arising out of, or contributed to, in whole or in part, by reasons of any act, omission, professional error, fault, mistake, or negligence of Successful Vendor, its employees, agents, representatives, or subcontractors, their employees, agents, or representatives in connection with or incident to the performance of the Agreement. Successful Vendor's obligation under this provision shall not extend to any liability caused by the sole negligence of the University Of Florida Board Of Trustees, University, or its officers, agents, and employees. Such indemnification shall specifically include infringement claims made against any and all intellectual property supplied by Successful Vendor and third party infringement under the Agreement.

6.26 Insurance Requirements

The Successful Vendor shall purchase from and maintain with a company or companies, lawfully authorized to do business in Florida and acceptable to the University, such insurance as will protect the Successful Vendor from claims arising out of or resulting from the Successful Vendor's operations under the Agreement and for which the Successful Vendor may be legally liable, whether such operations be by the Successful Vendor or by their subcontractors or by anyone directly or indirectly employed by any of them, or by anyone for whose acts any of them may be liable. All insurance policies shall be issued and countersigned by representatives of such companies duly authorized for the State of Florida and shall be written on ISO standard forms or their equivalents. The Successful Vendor shall file with the University Certificates of Insurance prior to the commencement of this

Agreement and shall file Certificates of Insurance evidencing the renewal of such policies at least thirty (30) days prior to the date that each applicable insurance policy is scheduled to expire. **Please note that the University of Florida must be named "additional insured" on automobile and general liability policies.**

General Liability Insurance – The Successful Vendor shall provide the ISO Commercial General Liability policy for general liability coverage's for limits of not less than of \$500,000 per occurrence. Coverage shall be maintained without interruption from date of commencement of work until date of final payment.

Worker's Compensation - The Successful Vendor shall secure and maintain for the life of this Agreement, valid Worker's Compensation Insurance as required by chapter 440, Florida Statutes.

Automobile Liability - The Successful Vendor shall secure and maintain, during the life of this Agreement, Automobile Liability insurance on all vehicles against bodily injury and property damage in at least the amount of \$100,000.00 per person, \$500,000.00 per occurrence.

6.27 Protection of Property

The Successful Vendor shall at all times guard against damage or loss to the property of the University or of others or vendors and shall be held responsible for replacing or repairing any such loss or damage. The University may withhold payment or make such deductions as deemed necessary to insure reimbursement or replacement for loss or damage to property through negligence of the Successful Vendor or their agents. The Successful Vendor shall provide all barricades and take all necessary precautions to protect buildings and personnel.

6.28 Labor Disputes

Successful Vendor shall give prompt notice to the University of any actual or potential labor dispute which delays or may delay performance of the Agreement.

6.29 Laws and Regulations

Successful Vendors are solely responsible for keeping themselves fully informed of and faithfully observing all laws, ordinances, and regulations and shall protect and indemnify the University, its officers and agents against any claims of liability arising from or based on any violation thereof.

6.31 No Waiver of Right by the University

No waiver by University of any breach of the provisions of the Agreement by the Successful Vendor shall in any way be construed to be a waiver of any future breach or bar the University's right to insist on strict performance of the provisions of the Agreement.

6.32 Notice to Vendors of Asbestos-Containing Materials in University Buildings

Asbestos containing materials (ACM) can be found in almost any building in the United States more than 10 years old. The University of Florida is no exception. The types of asbestos most commonly found are pipe and boiler insulation, fireproofing, hard panels known as "Transite", floor tile, and spray or trowel-applied ceiling finishes. ACM is generally not hazardous if left undisturbed.

The University has implemented an Asbestos Program to assure safe management and removal of ACM. Vendors, consultants, and other's providing service to the University may encounter ACM and must, therefore, comply with the following instructions:

- A. Avoid disturbing suspected ACM. Exercise caution and watch for possible ACM.
- B. If it is necessary to disturb ACM, first notify the appropriate Division Asbestos Representative listed in this notice, or the University of Florida Asbestos Coordinator, before proceeding with your work. You shall take whatever precautions are necessary to protect humans' health and the environment, and comply with all applicable Federal, State, and Local laws pertaining to asbestos.
- C. If you require additional information on possible locations of ACM in a particular building, contact the Asbestos Representative from the Division for which you are working.

<u>Division</u>	<u>Asbestos Representative</u>	<u>Telephone</u>
Physical Plant	Assoc. Dir. Physical Plant	(352) 392-7793
Health Center	Asst. Dir. Health Ctr Physical Plant	(352) 392-4417
Housing	Housing Maintenance Superintendent	(352) 392-2161
Reitz Union	Maintenance Superintendent	(352) 392-1614
IFAS	Engineer	(352) 392-6488

6.33 Parking and Identification Badges.

The Successful Vendor shall obtain all parking permits and/or decals that may be required while performing project work on University premises. The Successful Vendor should review Contractor and Vendor Parking information from Transportation and Parking Services located at the following link: <http://www.parking.ufl.edu/pages/contractorvendordecal.asp>

6.34 Payment Terms

The University's obligation is payable only and solely from funds appropriated for the purpose of the Agreement. Unless otherwise stated herein, the payment terms for the Agreement are Net 30 days. With the introduction of the University of Florida Accounts Payable Solution we would like to introduce a 2% discount received by the University when a payment is made Net 10, instead of the agreed upon Net 30, on all purchases not made on a p-card

VENDOR OMBUDSMAN: The University's vendor ombudsman whose duties include acting as an advocate for vendors may be experiencing problems in obtaining payment(s) from the University may be contacted at 352-392-1241.

6.35 Price Adjustment

Price changes will normally only be considered at the end of a one year period and the beginning of another. Firm fixed pricing will be expected for year one of the agreement. Price change requests shall be in writing, submitted at least sixty (60) days prior to the end of the current Agreement period, and shall be supported by written evidence of increased costs to the Successful Vendor. The University will not approve unsupported price increases that will merely increase the gross profitability of the Successful Vendor at the expense of the University. Price change requests shall be a factor in the Agreement extension review process. The University shall, in its sole opinion, determine whether the requested price increase or an alternate option is in the best interest of the University.

6.36 Prior Course of Dealings

No trade usage, prior course of dealings, or course of performance under other agreements shall be a part of any agreement resulting from this ITN; nor shall such trade usage, prior course of dealing, or course of performance be used in the interpretation or construction of such resulting agreement.

6.37 Public Entity Crime

A person or affiliate who has been placed on the convicted list by the Department of Management Services, State of Florida, may not submit a proposal on a contract to provide any goods or services, including construction, repairs, or leases and may not be awarded or perform work as a Vendor, supplier, subcontractor, or consultant for the University of Florida for a period of 36 months from the date of being placed on the convicted list, a "person" or "affiliate" includes any natural person or any entity, including predecessor or successor entities or any entity under the control of any natural person who is active in its management and who has been convicted of a public entity crime (Rule 6C1-3.020 FAC).

6.38 Public Records

All proposal information submitted and opened becomes subject to the Public Records Law set forth in Chapter 119 F.S.

Any resulting Agreement may be unilaterally canceled for refusal by the vendor to allow public access to all documents, papers, letters, or other materials subject to the provisions of Chapter 119 F.S., and made or received by the Successful Vendor in conjunction with the Agreement.

6.39 Referencing of Orders

The University intends that all orders placed to the supplier are covered by this agreement regardless of whether the PO references the contract. The University's right to such terms and conditions, and particulars shall not be affected, and no liability of any kind or amount shall accrue to the University.

6.40 Remedies and Applicable Law

The Agreement shall be governed by and construed in accordance with the laws of the State of Florida and the rule and regulations of the Florida Board of Governors and the University. University and Successful Vendor shall have all remedies afforded each by said law. The venue in any action or litigation commenced to enforce the Agreement shall be instituted in Gainesville, Florida.

6.41 Right of Inspection

University shall have the right to inspect the goods at delivery before accepting them.

6.42 Right of Offset

The University shall be entitled to offset against any sums due the Successful Vendor, any expenses or costs incurred by the University, or damages assessed by the University concerning the Successful Vendor's non-conforming performance or failure to perform the Agreement, or any other debt owing the University, including expenses, costs and damages described in the termination provisions contained herein.

6.43 Shipment Under Reservation Prohibited

Successful Vendor is not authorized to ship the goods under reservation and no tender of a bill of lading will operate as a tender of the goods.

6.44 Successful Vendor to Package Goods

Successful Vendor will package goods in accordance with good commercial practice. Each shipping container shall be clearly and permanently marked as follows: (a) Successful Vendor's name and address; (b) Consignee's name, address and purchase order number; (c) Container number and total

number of containers, e.g. box 1 of 4 boxes and (d) the number of the container bearing the packing slip. Successful Vendor shall bear cost of packaging unless otherwise provided.

6.45 Termination

6.45.1 Convenience

The University reserves the right to terminate the Agreement in whole or part at any time when in the best interests of the University without penalty or cause. Upon receipt of the written notice, the Successful Vendor shall immediately stop all work as directed in the notice, notify all subcontractors of the effective date of the termination and minimize all further costs to the University. In the event of termination under this provision, all documents, data and reports prepared by the Successful Vendor under the Agreement shall become the property of and delivered to the University. The Successful Vendor shall be entitled to receive just and equitable compensation for work in progress, work completed and materials accepted before the effective date of termination. Such compensation shall be the Successful Vendor's sole remedy against the University in the event of termination under this provision.

6.45.2 Default

The University reserves the right to terminate the Agreement in whole or in part due to the failure of the Successful Vendor to comply with any term or condition of the Agreement, to acquire and maintain all required insurance policies, bonds, licenses and permits, or to make satisfactory progress in performing the Agreement. The University shall provide written notice of the termination and the reasons for it to the Successful Vendor. Upon termination under this provision, all goods, materials, documents, data and reports prepared by the Successful Vendor under the Agreement shall become the property of and be delivered to the University on demand. The University may, upon termination of the Agreement, procure, on terms and in the manner that it deems appropriate, materials, or services to replace those under the Agreement. The Successful Vendor shall be liable to the University for any excess costs incurred by the University in re-procuring the materials or services.

6.45.3 Gratuities

The University may, by written notice to the Successful Vendor, cancel the Agreement if it is discovered by the University that gratuities, in the form of entertainment, gifts or other, were offered or given by the Successful Vendor, or any agent or representative of the Successful Vendor, to any officer or employee of the University with a view toward securing favorable treatment with respect to the awarding or amending, or the making of any determinations with respect to the performing of such Agreement. In the event the Agreement is canceled by the University pursuant to this provision, University shall be entitled, in addition to any other rights and remedies, to recover or withhold the amount of the cost incurred by Successful Vendor in providing such gratuities.

6.45.4 Insolvency

The University shall have the right to terminate the Agreement at any time in the event Successful Vendor files a petition in bankruptcy; or is adjudicated bankrupt; or if a petition in bankruptcy is filed against Successful Vendor and not discharged within thirty (30) days; or if Successful Vendor becomes insolvent or makes an assignment for the benefit of its creditors or an arrangement pursuant to any bankruptcy law; or if a receiver is appointed for Successful Vendor or its business.

6.45.5 Lack of Funds

The Agreement may be canceled without further obligation on the part of the University of Florida in the event that sufficient appropriated funding is unavailable to assure full performance of the terms. The Successful Vendor shall be notified in writing of such non-appropriation as soon as reasonably possible. No penalty shall accrue to the University in the event this cancellation provision is exercised. This cancellation provision shall not be construed so as to permit the University to terminate the Agreement in order to acquire similar equipment, material, supplies or services from another party.

6.45.6 Stop Work Order

The University may at any time, by written order to the Successful vendor, require the Successful Vendor to stop all or any part of the work called for by the Agreement for a period of ninety (90) days after the order is delivered to the Successful Vendor, and for any further period to which the parties may agree. The order shall be specifically identified as a Stop Work Order issued under this provision. Upon receipt of the order, the Successful Vendor shall immediately comply with its terms and take all reasonable steps to minimize the incidence of costs allocable to the work covered by the order during the period of work stoppage. If a Stop Work Order issued under this provision is canceled or the period of the order or any extension expires, the Successful Vendor shall resume work. The University shall make an equitable adjustment in the delivery schedule or Agreement price, or both, and the Agreement shall be amended in writing accordingly.

6.45.7 Suspension or Debarment

The University may by written notice to the Successful Vendor immediately terminate the Agreement if the University determines that the Successful Vendor has been debarred, suspended or otherwise lawfully prohibited from participating in any public procurement activity, including but limited to, being disapproved as a subcontractor Vendor of any public procurement unit or other governmental body.

6.45.8 Continuation of Performance Through Termination

The Successful Vendor shall continue to perform, in accordance with the requirements of Agreement, up to the date of termination, as directed in the termination notice.

6.46 Title and Risk of Loss

The title and risk of loss of the goods and equipment shall not pass to University until University actually receives the goods and equipment at the point or points of delivery.

6.47 Warranties

In addition to any implied warranties, Successful Vendor warrants that the goods furnished will conform to the specifications, drawings, and descriptions listed herein or in catalogs, furnished by the Successful Vendor. In the event of a conflict between the specifications, drawings, and descriptions, the specifications shall govern.

6.48 Payment Card Industry Data Security Standard.

For e-commerce business and/or credit card transactions, Proposer agrees to be bound by the requirements and terms of the Rules of all applicable Card Associations, as amended from time to time, and be solely responsible for security and maintaining confidentiality of Card transactions processed by means of electronic commerce up to the point of receipt of such transactions by Bank.

Proposer is required to be in compliance with the requisites of the SAS 70 and/or Payment card Industry Data Security Standard and provide written attestation of compliance annually.

7.0 Certifications and Forms

7.1 Certification of Proposal

Explanation: This certification attests to the vendor's awareness and agreement to the content of this ITN and all accompanying provisions contained herein.

Action: Vendor is to ensure that the following certificate is duly completed and correctly executed by an authorized officer of your company.

This proposal is submitted in response to Invitation to Negotiate # _____ issued by the University of Florida. The undersigned, as a duly authorized officer, hereby certifies that

(Vendor Name)

agrees to be bound by the content of this proposal and agrees to comply with the terms, conditions and provisions of the referenced Invitation to Negotiate (ITN) and any addenda thereto in the event of an award. Exceptions are to be noted as stated in the ITN. The proposal shall remain in effect for a period of ninety (90) calendar days as of the Due Date for responses to the ITN.

The undersigned certifies that to the best of his/her knowledge: (check one of the below and provide information if required)

___ There is no trustee or employee of the University of Florida who has or whose Relative has an Interest in the entity or entities making this proposal or who is a natural person making this proposal.

___ There are trustee(s) and/or employee(s) of the University of Florida who have, and/or whose Relative(s) have, an Interest in the entity or entities making this proposal or who is a natural person making this proposal. Describe the nature of the interest held by each trustee, employee, or Relative of the trustee or employee (for example, grandson of Employee X owns the company or spouse of Employee Y is a director of the company).

"Interest" for purposes of this disclosure includes the following: director, trustee, officer, or employee of an entity, any contract with an entity (including consulting), or any partner, proprietor, stock, equity, or other ownership interest in an entity.

"Relative" for the purpose of this disclosure is an individual who is related to the trustee or employee as father, mother, son, daughter, brother, sister, uncle, aunt, first cousin, nephew, niece, husband, wife, father-in-law, mother-in-law, son-in-law, daughter-in-law, brother-in-law, sister-in-law, stepfather, stepmother, stepson, stepdaughter, stepbrother, stepsister, half-brother, half-sister, grandparent, great grandparent, grandchild, great grandchild, step grandparent, step great grandparent, step grandchild, step great grandchild, person who is engaged to be married to the trustee or employee or who otherwise holds himself or herself out as or is generally known as the person whom the trustee or employee intends to marry or with whom the trustee or employee intends to form a household, or any other natural person having the same legal residence as the trustee or employee"

The undersigned further certifies that their firm (check one) ___**IS** or ___**IS NOT** currently debarred, suspended, or proposed for debarment by any federal entity. The undersigned agrees to notify the University of any change in this status, should one occur, until such time as an award has been made under this procurement action.

Exhibit D
UF's ITN No. ITN15NH-105

ITN15NH-105

Person(s) authorized to negotiate in good faith on behalf of this firm for purposes of this Invitation to Negotiate are:

Name: _____ Title: _____

Signature: _____ Date: _____

Email: _____

Name: _____ Title: _____

Signature: _____ Date: _____

Signature of Authorized Officer

Printed Name

Email: _____

ITN #: ITN15NH-105

Closing Date: 09/12/2014