



COUNTY COMMISSION

BALDWIN COUNTY
312 Courthouse Square, Suite 12
BAY MINETTE, ALABAMA 36507
(251) 937-0264
Fax (251) 580-2500
www.baldwincountyal.gov

May 7, 2019

MEMBERS
DISTRICT 1. JAMES E. BALL
2. JOE DAVIS, III
3. BILLIE JO UNDERWOOD
4. CHARLES F. GRUBER

Neopost USA, Inc.
c/o Accurate Control Equipment, Inc.
P.O. Box 533
Fairhope, AL 36533
ATTN: Randall Staab

REFERENCE: Lease of Postage Machines for the Bay Minette Mail Room and Sales & Use Tax Department for the Baldwin County Commission

Dear Mr. Staab:

The Baldwin County Commission during their regularly held meeting of May 7, 2019, approved the lease of two (2) postage machines off the State of Alabama bid for the Bay Minette Mail Room and Robertsdale Sales & Use Tax Department for thirty-six (36) months effective upon full execution of agreements as follows:

Bay Minette Mail Room – Annex 1 Building

Neopost IS-6000 210 Digital Mailing System
IS-5000/6000 Dynamic Weighing Module
IS Series 30 lb. Weigh Platform
IS-5000/6000 Conveyor Stacker
104" Custom Workstation w/Risers, Locking Doors
IS-490/5000/5500/6000 Remote Label Dispenser w/Stand
IS-6000 e-RR Feature Activation & Starter Kit w/Bar Code Scanner
Full Coverage Maintenance Contract
\$2,924.55 per quarter – total per year \$11,698.20

Sales & Use Tax Department – Robertsdale Central Annex II

Neopost IN750 Series Digital Mailing System
INWP10 IN Series 10 lb. Weighing Platform
DT-ECert e-Certify Configuration Fee
Dt-ECert2KAS e-Certify Subscription – Level 3 (up to 2,000 e-Certs per year)
Full Coverage Maintenance Contract
\$1,099.92 per quarter – total per year \$4,399.68
#10 Double Window Certified/Return Receipt Envelopes \$56.00/bx x 3 boxes = \$168.00 per year

Quarterly billing will be required to the Baldwin County Commission, 312 Courthouse Square, Suite 11, Bay Minette, AL 36507. Please find attached your executed copy of the Lease Agreement.

If you have any questions, please call the Purchasing Director, Wanda Gautney at (251) 580-2520.

Sincerely,



CHARLES F. GRUBER, Chairman
Baldwin County Commission

CFG:wg Item #BD-8

Attachment

cc: Wanda Gautney, Purchasing Director

Section (A) Office Information

Office Number	Office Name	Phone #	Date
601	Accurate Control Equipment Inc.	(251) 928-4976	04/03/2019

Section (B) Billing Information

Company Name	Baldwin County Commission		
DBA			
Billing Address	312 Courthouse Square Ste 11		
City State Zip+4	Bay Minette	AL	36507
Contact Name	Accounts Payable	Phone	(251) 937-9561
Contact Title		Fax	
Email Address		PO #	

Section (C) Installation Information (if different from billing information)

Company Name	Baldwin County Sales & Use Tax		
Installation Address	22070 Hwy 59		
City State Zip+4	Robertsdale	AL	36567
Contact Name	Wanda Gautney	Phone	(251) 937-9561
Contact Title	Purchasing Manager	Fax	(251) 580-2536
Email Address	wgautney@baldwincountyal.gov		
Main Post Office		PO 5-Digit Zip Code	

Section (D) Products

Qty	Model / Part Number	Description (include Serial Number, if applicable)
1	IN750	IN Series 750 Base w/ Mixed Size Feeder, sealer and drop tray
1	INWP10	IN Series 10 lb Weighing Platform
1	DT-ECERT	e-Certify Configuration Fee
1	DT-ECERT2KAS	e-Certify Subscription - Level 3 (up to 2,000 e-Certs per year).

Section (E) Lease Payment Information & Schedule

Tax Status: <input type="checkbox"/> Taxable <input checked="" type="checkbox"/> Tax Exempt <i>Certificate attached</i>	Number of Months		Monthly Payment (Plus applicable taxes)
	First	36	\$366.64
Billing Frequency: <input type="checkbox"/> Monthly <input checked="" type="checkbox"/> Quarterly <input type="checkbox"/> Annually	Current Lease Number: N16051829 <input type="checkbox"/> ACH (Customer to submit authorization form)		
Billing Method: <input type="checkbox"/> Standard <input checked="" type="checkbox"/> Arrears			

Section (F) Postage Meter & Postage Funding Information

Meter Model	IN750AI	Machine Model	IN750SH
Postage Funding Method: <input type="checkbox"/> Bill Me <input type="checkbox"/> Prepay by Check <input checked="" type="checkbox"/> ACH Debit (Submit customer authorization form) <input type="checkbox"/> OMAS <input type="checkbox"/> CPU (include authorization form)		Postage Funding Account: <input checked="" type="checkbox"/> POC <input type="checkbox"/> TMS <input type="checkbox"/> New <input checked="" type="checkbox"/> Existing	
Agency Code		Sub Agency Code	7209641

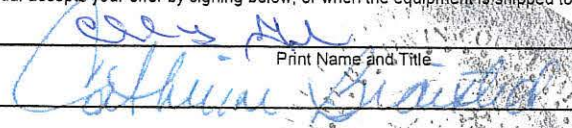
Service Products (Check all that apply)

<input checked="" type="checkbox"/> Online Postal Rates iMeter™ App (SP10)
<input checked="" type="checkbox"/> Online Postal Expense Manager iMeter™ App (SP20/NeoStats)
<input type="checkbox"/> Online E-Services iMeter™ App (SP30)
<input type="checkbox"/> NeoShip PLUS - Requires NeoFunds/TotalFunds (EP70)
<input type="checkbox"/> NeoShip Install & User Guide (EP70GUIDES)
<input type="checkbox"/> RunMyMail <input type="checkbox"/> 3G/4G Cell Service
<input checked="" type="checkbox"/> Maintenance
<input checked="" type="checkbox"/> Installation/Training
<input type="checkbox"/> Software Support

Section (G) Approval

Existing customers who currently fund the Postage account by ACH Debit will not be converted to NeoFunds/TotalFunds unless initialed here _____.

This document consists of a Government Product Lease ("Lease") with MailFinance Inc.; and a Postage Meter Rental Agreement ("Rental Agreement"), and an Online Services and Software Agreement with Neopost USA Inc.; and a NeoFunds/TotalFunds Account Agreement with Mailroom Finance, Inc. Your signature constitutes an offer to enter into the Lease and, if applicable, the other agreements, and acknowledges that you have received, read, and agree to all applicable terms and conditions (version Government-Equipment-Lease-Terms-USPS-Dealer-v4-16), which are also available at <https://www.neopost.com/terms/government-equipment-lease-terms-usps-dealer-v4-16.pdf>, and that you are authorized to sign the agreements on behalf of the customer identified above. The applicable agreements will become binding on the companies identified above only after an authorized individual accepts your offer by signing below, or when the equipment is shipped to you.

Authorized Signature		Print Name and Title		Date Accepted	4/8/19
Accepted by Neopost USA and its Affiliates				Date Accepted	

ADDENDUM TO AGREEMENTS

This Addendum to Agreements is by and between MailFinance Inc. ("MailFinance"), Neopost USA Inc. ("Neopost USA") and Baldwin County Sales & Use Tax ("Customer") with reference to the following:

A. MailFinance and Customer are entering into a Product Lease Agreement (the "Lease"), pursuant to which MailFinance will lease products to Customer.

B. Concurrently herewith, Neopost USA and Customer are entering into an Online Services and Software Agreement (the "OSS Agreement") pursuant to which Neopost USA will make certain other services available to Customer.

C. Any defined term used herein shall have the same meaning as in the Lease, or the OSS Agreement.

In consideration of the mutual covenants contained herein, and in the Lease, and the OSS Agreement, the parties agree to amend the OSS Agreement as follows:

1. Section 2, titled "License Grant and Additional Terms" is hereby amended to add the following to the end of this section: "Your use of the Services is limited to the number of Electronic Certified Mail pieces (each an "eCert") indicated on the Order Form ("Annual Volume Limit"). In the event You exceed the Annual Volume in any year, You agree to pay an overage charge for each eCert used over the Annual Volume Limit as outlined below (the "Overage Charge"). The Overage Charge will be determined as a product of the number of eCerts You process in excess of the Annual Volume Limit multiplied by the Overage Charge associated with tier for the excess as set forth below:"

Annual Volume Band (# of eCerts) *	Overage Charge
1-500	\$ 0.38
501-1,000	\$ 0.36
1,001-2,000	\$ 0.35
2,001-4,000	\$ 0.26
4,001-8,000	\$ 0.25
8,001-12,000	\$ 0.24
12,001-16,000	\$ 0.22
16,001-32,000	\$ 0.21
32,001-64,000	\$ 0.20
64,001-96,000	\$ 0.19
96,001-128,000	\$ 0.17
128,001-256,000	\$ 0.16
256,001-384,000	\$ 0.14
384,001 and above	\$ 0.12

* Volume bands renew annually

The Lease, Rental Agreement, neoFunds/TotalFunds Agreement, Maintenance Agreement, OSS Agreement, and this Addendum contain the complete understanding and agreement between the parties hereto, and supersede all representations, understandings or agreements prior to the execution thereof. Any changes or additions to the foregoing agreements will be valid only if they are in writing and signed by the appropriate parties.

In the event of any conflict between the terms of the Lease, OSS Agreement, and this Addendum, the terms of this Addendum shall control.

The parties have caused this Addendum to Agreements to be executed by their duly authorized representatives on the date set forth below.

Customer:

By: Charles F. Gruber

Printed Name: Charles F. Gruber

Title: Chairman

Date: 5-7-19

MailFinance Inc.

By: Catherine Braisted

Printed Name: Catherine Braisted

Title: Director, Leasing Operations

Date: 4/8/19

Neopost USA Inc.

By: Catherine Braisted

Printed Name: Catherine Braisted

Title: Director, Leasing Operations

Date: 4/8/19

