

Pricing Structure

| Sourcewell Member Pricing | Volume Discount 1 | Volume Discount 2 |
|---|---|--|
| 22% off MSRP | 23% off MSRP | 24% off MSRP |
| Single PO's where MSRP is: \$1 - \$100,000 | Single PO's where MSRP is: \$100,001 - \$199,999 | Single PO's where MSRP is: \$200,000+ |

Applicable Models

- Commercial Stand-On Mowers
- Commercial Zero-Turn Rider Mowers
- Commercial Wide-Area Walk-Behind Mowers
- Autonomous Commercial Stand-On Mowers
- Mower Accessories: full mulch kit, 3-bag grass collection system and Velke Sulky

Procurement Process

Agencies are able to work directly with their local Wright dealer to facilitate a transaction. For agencies without an existing relationship with a local Wright dealer, the agency may work directly with Wright to receive a Sourcewell Quote Assistance Form. Completed forms will be directed to the agencies local Wright dealer for proper fulfilment.

Wright Contact:

Jake Segrin | Business Development Manager | jakese@wrightmfg.com





Scan the QR code or <u>click the link here</u> to learn more about <u>*How to Buy Sourcewell and Wright*</u>





4600 WEDGEWOOD BLVD STE X FREDERICK MD 21703-7167



Service@wrightmfg.com Sales@wrightmfg.com



Sourcewell Quote Assistance Tool

Sourcewell Member: If not working directly with a Wright dealer or you don't know your Wright dealer, the following form can be submitted to sales@wrightmfg.com. This form will assist in receiving a preliminary quote that your agency can take to your local dealer OR have Wright distribute to your selected Wright dealer on your behalf to get an order for Wright mowers submitted. The completed form will assist in ensuring you are quoted accurately. Please note as called out in the Sourcewell contract, your dealer may have additional line items for items not available through Sourcewell such as parts, finance fees or any applicable shipping fee.

| ORDER INFO | | | | | | | |
|------------|--|-------|-------|---------------------|-------|-------|----------|
| DECK | ENGINE* | MODEL | MSRP* | Sourcewell Discount | | Order | Extended |
| SIZE | | | | Savings % | Price | Qnty. | Price |
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| | * Note discount percentage is 22% with additional volume discount for every \$100k in MSRP value with a max savings of 24%. MSRP TOTAL | | | | \$- | | |

- Standard Discount - PO's where the MSRP total of the units equals \$0 to \$100,000 = standard 22% discount off MSRP

- Volume Discount 1 - PO's where the MSRP total of the units equals \$100,001 to \$199,999 = 23% discount off MSRP

- Volume Discount 2 - PO's where the MSRP total of the units equals \$200,000 and above = 24% discount off MSRP

| | SOURCEWELL MEMBER INFO |
|------------------------------|---|
| Sourcewell Entity Name | |
| Sourcewell Member Number | |
| Point-of-Contact Name | |
| Point-of-Contact Title | |
| Point-of-Contact Email/Phone | |
| Agency Address | |
| | WRIGHT DEALER LOCATOR |
| | |
| | Wright will provide back to the agency a local dealer listing |
| | continue onto next page |

| Sourcewell Maraded Contract | Sourcewell Quote Assistance Tool Cont. Sourcwell Member: Please reference below for pricing verification as found on Wright's website and full dealer locator. | | | | |
|---|---|--|--|--|--|
| | | | | | |
| SOURCEWELL AGENCY REFERENCE MATERIAL | | | | | |
| | ICK THE LINK OR SCAN THE QR CODE BELOW TO ACCESS REFERENCE MATERIAL | | | | |
| Wright Dealer Locator: | | | | | |
| Web location to find your local | | | | | |
| Wright Commercial Mower Dealer | | | | | |
| Wright Pricing Verification: | https://www.wrightmfg.com/pricing/ | | | | |
| Location on the web to confirm | | | | | |
| publicly posted Wright pricing and | 「「「「「「「「」」「「「」」「「」「」「「」」「「」」「「」」「「」」「「 | | | | |
| ensure quote accuracy for audit | USHSZE | | | | |
| purposes. | | | | | |
| WRIGHT DEALER REFERENCE MATERIAL | | | | | |
| Wright Dealer: This quote assistance tool was created by the Wright sales team to assist the Sourcewell agency in receiving their quote that aligns with the outlined Grounds Maintenance contract 112624-WRT that Wright was awarded. Please reference WIN for a full detailed outline of the program via Sales <i>Memo 0015 - Wright Sourcewell Contract.</i> Should you have any questions, please feel free to reach out directly to Wright's Business Development Manager Jake Segrin: jakese@wrightmfg.com. The sales memo will show how to register any Sourcewell document in order to receive your full dealer rebate. Please | | | | | |

Memo 0015 - Wright Sourcewell Contract. Should you have any questions, please feel free to reach out directly to Wright's Business Development Manage Jake Segrin: jakese@wrightmfg.com. The sales memo will show how to register any Sourcewell document in order to receive your full dealer rebate. Please note that process will require you to upload a copy of the invoice where the line item dollar amount for the whole good or applicable accessory match what is quoted on this worksheet and displays the Sourcewell agency member number as found on the reverse side of this work sheet.