

## Schindler #080420-SCH

Pricing for contract #080420-SCH offers Sourcewell participating agencies the following discounts:

Discounts to the membership on service/maintenance is based on a volume discount schedule that would be updated and impact the entire group on January 1<sup>st</sup> of each contract year. Below are the discounts:

- Volume Discount (Units):  
1->4000 units range with a 3%-10% discount range
- New Installation  
Schindler develops discount schedules based on forecasted business in markets where Schindler maintains fully staffed sales and service operations for best performance. Varying labor structure and code regulation costs and constraints impact the discount capabilities of each operation.
- Modernization  
10% for modernized hydraulic elevators, 5% for modernized geared elevators, 5% for modernized gearless elevators, 5% for modernized escalators.