

## Staples #101320-SCC Pricing Overview

### Overview

Staples proposed pricing model is designed to take advantage of our industry leading assortment of products, equipment and services. The offering includes a large number of net priced items on the Core List that facilitates price stability on janitorial supplies.

Our Non-Core pricing that will take advantage of leveraging Staples' strength as one of the largest sellers of janitorial supplies on the Internet. Today, market-based pricing provides full visibility and disclosure of pricing. Successful online sellers like Staples invest in systems and intelligence gathering to strive to ensure that market-based prices are set and maintained in a market-competitive structure.

### Pricing Details

**Core List.** The "Core List" represents net priced items which are inclusive of those products predicted to be the most commonly used products by Sourcewell and its participating Entities. Prices for Core List items provided under this contract are set forth in Exhibit 1 - Sourcewell Janitorial Core Item List.

**Non-Core Items.** The prices for Non-Core Items shall appear on StaplesAdvantage.com and shall be adjusted to reflect changes in stock availability, market conditions, buying expense, and other factors that affect the overall cost of the Non-Core Items. Notwithstanding anything to the contrary, Non-Core Items are not subject to customer audit or any pricing guarantee, nor shall Non-Core Items be subject to the Change Request process.

**Sourced Goods.** Participating Entities may request certain goods that are non-stock or custom in nature. The prices for Sourced Goods shall be those prices that appear on the ordering platform at time of order, or as otherwise established between Staples and the applicable participating Entity at the time the order is placed. Sourced Goods may include additional delivery or handling charges that would be the responsibility of the ordering participating Entity.

See complete contract document for additional pricing information and complete contract terms.

Current Contract pricing is available online with a valid User ID and Password linked to our Sourcewell contracts at:

[www.staplesadvantage.com](http://www.staplesadvantage.com)

Contact your Staples Representative for more information and details including specific savings estimates for your agency or school.

Thank you