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This Proposal is Prepared Exclusively For:

**Judy Kocian**  
**Williamson County Tax**  
jkocian@wilco.org

**OMATION 306**

**03-MAR-2022**

Submitted by:

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**OPEX Corporation**  
**305 Commerce Drive**  
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**United States**

**Tel: +1 856.727.1100**  
**Fax: +1 856.727.1955**

## PRODUCT DESCRIPTION

### **Introduction**

I am pleased to submit this proposal for the OMATION Model 306 Envelopener, and the Model 306s Envelopener with Sort Capability. The Model 306 is, quite simply, the world's most advanced envelope opener because it is capable of doing so much more than merely open envelopes - it can sort them, too, and also print on them with remarkable ease at remarkable speeds!

OPEX Corporation has been the technological leader in mailroom automation since 1973, when we introduced our first mail extraction system. Since then, we have grown considerably, with offices in the U.S and Europe. You'll find OPEX equipment in thousands of mailrooms throughout the world, delivering the highest levels of performance for companies who depend upon the rapid, reliable processing of mail.

OPEX added the OMATION product line to its portfolio in 1994. OMATION offers joggers and envelope openers for virtually any size shop and mail volume.

OMATION Envelopeners have been available since 1974, and have become the global best seller. They set the standard for excellence as the most accurate and economical high speed openers on the market today. Thousands of OMATION Envelopeners are on the job in businesses and governmental agencies throughout the world.

OMATION products are manufactured to be durable, powerful and reliable. They are made using the highest quality components and workmanship and are virtually indestructible.

On the rare occasions when maintenance may be required, OPEX stands ready to provide assistance through its National Service Organization -- the largest and most comprehensive service organization in the industry. All technicians are direct employees of OPEX, not subcontractors. They have undergone rigorous training in the field, and receive continuing product education on a routine basis.

### **OMATION Model 306**

The OMATION Model 306, with its ability to operate at a rated speed of up to 40,000 envelopes per hour, contains OPEX's latest mail opening technology and sets a new standard for high volume mail processing.

The improved milling cutter with 8 cut-depth positions removes chips as small as 0.01" from the envelope edge, producing a soft, feathered edge while protecting valuable envelope contents. Even overnight delivery envelopes are no match for the Model 306. Both Models include three conveniently placed mail tray holders that are easily accessible to the operator.

Equipped with a new and robust operator control software interface, multiple job setups can be done with ease and flexibility via Job Options. The Model 306 allows multiple operators to configure unique job settings while providing optional password protection. The machine even supports multiple languages!

### **OMATION Model 306s**

Most significantly, the Model 306 is also available with enhanced sorting capabilities as the Model 306s. Using the convenient Sort Wizard, envelopes can be output to two locations based on programmable criteria such as thickness, length, and height.

Sorting options make the Model 306s a perfect fit for applications that require verification of contents either before or after extraction. Because of its ability to identify "clean mail" from "exception mail," the Model 306s also helps to insure maximum productivity from mail extraction equipment by allowing operators to concentrate on extracting envelope

contents from "clean" batches instead of trying to handle exceptions at the same time.

The Model 306s' **thickness** measurement can identify empty envelopes, those with a single sheet, two sheets, etc., any thickness up to 1/2". The machine can also identify **length** in operator-defined increments, up to 11-1/2". **Height** detection will detect envelopes that exceed a preset height set by the operator, up to 5".

### Model 306 / 306s Options

- **Batching Capability:** Allows items to be grouped together in pre-selected lot sizes
- **90 Degree Powered Conveyor:** Adds capacity; gives operators more space to manage output
- **Hi-Speed Inkjet Printer:** Prints date and time, predetermined custom strings, and unique ID tag postnet barcoding - at full speed on envelopes up to 3/16" thick
- **Stats Printer:** Produces a variety of statistics reports for monitoring machine performance

## PAYMENT OPTIONS

OPEX understands that in today's fast-paced business environment where new initiatives and process implementations are commonplace, many customers want to be able to take advantage of the latest technological advancements and innovations. However, we also recognize that budgets are tight, and that keeping costs under control is an important consideration.

OPEX is therefore pleased to offer flexible payment and financing options designed to suit the unique needs of our customers. For those who would like to purchase the equipment outright, OPEX's traditional payment terms make this possible. However, for those customers who desire the predictability of a consistent monthly payment, combined with the option of periodically refreshing their OPEX equipment and technology, the OPEX Planned Replacement Program offers an excellent alternative. Both options are described in further detail below. By signing the proposal you agree to either purchase the equipment outright or enter into a financing agreement subject to the terms of the OPEX Planned Replacement Program described below.

Product configuration and pricing can be found on the last page of this proposal. Prices quoted are those currently in effect and will be held firm for ninety (90) days from the date of this proposal. Prices quoted are FOB Moorestown, NJ. Terms of payment are net thirty (30) days from date of delivery. All applicable taxes and freight charges are additional.

The prices listed in this proposal are contingent upon purchasing the quantity listed. If the purchased quantity varies from the quoted quantity, the price of each unit may be adjusted accordingly as set forth in OPEX's price schedules. All prices are subject to change on a periodic basis.

**PRODUCT SHIPMENT INFORMATION:** OPEX does not inventory our products and will provide an estimated shipping date within ten (10) calendar days after receipt of your firm equipment order. Shipments are currently running approximately 80 to 100 calendar days ARO. However, due to the continuing impact of the COVID-19 virus on the global supply chain together with increasingly high demand for raw materials and electronic components, please be advised that we could experience delivery delays due to delays imposed by OPEX suppliers. We are diligently working with our suppliers to ensure the availability of supplied components and raw materials. While we do not anticipate changing your initial estimated delivery date, OPEX will promptly notify you regarding any scheduling changes to your order. Thank you in advance for your patience and for your investment in OPEX equipment and services.

### Freight Information:

Freight charges quoted on the pricing page of this proposal are estimated and are subject to change without notice. The actual freight charges will be determined on the actual date of payment, which may be higher or lower than the freight costs listed in this proposal.

Please add \$75.00 if a lift gate is needed for delivery.

## PURCHASE PAYMENT TERMS

If you choose to purchase the equipment outright, terms of payment are net thirty (30) days from the date of delivery.

## OPEX PLANNED REPLACEMENT PROGRAM

OPEX offers an enticing alternative to purchasing the equipment outright: The OPEX Planned Replacement Program ("OPRP"). The OPRP is a financing option that provides you several advantages while also being kind to your bottom line:

- The OPRP provides consistent, predictable monthly payments at competitive rates - ideal for planning and budgeting purposes;
- The OPRP improves cash flow - pay for the equipment over time rather than absorbing the up-front cost of acquisition;
- The OPRP is ideal for both short-term needs (36 months) and long-term needs (up to 60 months) - at the conclusion of the OPRP term you have the option of purchasing the equipment outright or rolling over into a new OPRP term; and, best of all
- **The OPRP is an excellent choice if you want to periodically update your processing capabilities with the newest in OPEX products and technology - simply choose the length and payment terms that fit your budget and, subject to credit approval, you will continue to enjoy the benefits of OPEX equipment for years to come.**

OPEX's Planned Replacement Program is administered by our business partner, Americor Capital, Inc., located at 2655 E. Oakley Park Rd., Suite 204, Commerce Township, MI 48390.

You will find a separate pricing sheet at the back of this proposal that lists monthly OPRP charges for 36, 48, or 60 months based on the total purchase price of the products, less taxes, freight charges, trade-in allowances, service costs, or license fees (all of which will be paid separately by you to Americor).

Please note that the prices quoted for the OPEX Planned Replacement Program, as well as delivery of the equipment, are contingent upon prior credit approval by Americor and execution and delivery of final approved documentation, including returning a signed copy of this proposal to OPEX, and also signing and returning all documents required by Americor.

## INSTALLATION AND TRAINING

The purchase price includes not only the equipment, but also the initial installation of the equipment and the training of machine operators using your media. OPEX Sales and Service Teams will oversee all aspects of installation and thoroughly test machine components to insure that everything is running smoothly. Besides this initial training, OPEX also provides periodic on-site refresher training, at no additional cost, for the life of the equipment.

## WARRANTY INFORMATION

OPEX warrants to the original purchaser that, a.) OPEX shall transfer good title to the Product to purchaser; b.) All services provided by OPEX pursuant to this proposal will be performed in a good and workmanlike manner, based upon commercially reasonable practices and standards; and c.) OPEX shall repair or replace defective parts, including labor, and shall perform preventive maintenance at no cost to purchaser for a period of 90 days commencing from the date of delivery. Labor during the warranty period is limited to OPEX's standard maintenance hours, 7 AM to 3 PM, Monday through Friday, excluding OPEX holidays.



THE FOREGOING EXPRESS WARRANTIES ARE EXCLUSIVE AND MADE IN LIEU OF ANY AND ALL OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING THOSE OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE. OPEX SHALL NOT BE LIABLE FOR ANY DAMAGES ARISING OUT OF OR IN CONNECTION WITH ITS PERFORMANCE PURSUANT TO THIS PROPOSAL, THE PRODUCTS OR SERVICES SOLD HEREUNDER, OR THEIR USE BY PURCHASER, AND SHALL NOT BE LIABLE FOR ANY SPECIAL, INCIDENTAL OR CONSEQUENTIAL DAMAGES TO PROPERTY, PERSONS OR OTHERWISE, TO THE FULLEST EXTENT PERMITTED BY LAW, ARISING OUT OF OR IN CONNECTION WITH THIS PROPOSAL, THE PRODUCTS AND SERVICES SOLD HEREUNDER, OR THE OPERATION OF THE PRODUCTS, REGARDLESS OF WHETHER OR NOT OPEX HAS ACTUAL KNOWLEDGE OF THE POSSIBILITY OF SUCH LOSS OR DAMAGE. PURCHASER AND OPEX AGREE THAT PURCHASER'S SOLE AND EXCLUSIVE REMEDY SHALL BE LIMITED TO DAMAGES IN AN AMOUNT NOT TO EXCEED THE AMOUNT OF THE PURCHASE PRICE OF A PARTICULAR PRODUCT OR THE COST OF A SERVICE HEREUNDER, WHICHEVER IS LESS. ALL ACTIONS ON THE WARRANTIES, HEREUNDER MUST BE COMMENCED WITHIN SIX (6) MONTHS OF THE DATE OF DELIVERY OR BE OTHERWISE LOST. THIS LIMITED WARRANTY AND THE LIMITATION ON REMEDIES CONTAINED HEREIN ARE REFLECTED IN THE PURCHASE PRICE OF THE PRODUCTS.

## SERVICE INFORMATION

The focus of the OPEX service contract is to provide a regular schedule of preventive maintenance. The contract covers all parts required during the contract year, plus labor for preventive maintenance and labor for unlimited demand calls. Simple cleaning of the machine by the customer is necessary at the end of each shift for proper operation. Service pricing is quoted per machine for a single shift of coverage and usage, payable annually in advance. Additional service is prorated based on usage and contracted coverage. Taxes, freight and consumable items are not included. Upon renewal of the contract, the pricing schedule then in effect will apply. Terms of payment are net thirty (30) days from the date of invoice.

### **Proprietary Components**

Certain products and product features utilize proprietary components, processes, software, and technical support materials developed or supplied by OPEX Corporation or its authorized third-party providers. These proprietary materials are covered by various patents, copyrights, and licenses and may not be copied, reproduced or altered in any manner without prior written authorization and licensing from OPEX. Some of these proprietary materials also carry additional annual licensing fees, as indicated within this proposal.

In order to protect these proprietary materials from unauthorized use, OPEX may require end users to sign a separate software use license agreement, generally prior to installation of the equipment. Even in the absence of a signed agreement, end users must pay any annual license fees applicable to the software as a condition of being able to use licensed materials, with payment constituting acceptance of the terms set forth in any applicable software use license agreement.

## CONFIDENTIALITY

The information contained in this document is proprietary and may not be distributed to any third party without the prior written consent of OPEX.

## CONTACT INFORMATION

At OPEX Corporation, we strive to provide the highest levels of customer satisfaction from all facets of the company. I look forward to meeting with you in person to review this proposal and answer any questions you may have. You can also visit our website at [www.opex.com](http://www.opex.com) to find out more about OPEX products and services. Should you need to speak with me in the meantime, please do not hesitate to contact me at 856.727.1100, or simply reply to my email. Thank you again for the opportunity to serve your organization.



## PLANNED REPLACEMENT PROGRAM

305 Commerce Drive  
Moorestown NJ 08057  
United States

Phone :  
Fax : 856-727-1955

Proposal :

### SHIP TO:

Williamson County Tax  
904 S. Main Street  
Georgetown, WILLIAMSON  
United States

Proposed Equipment	Equipment Purchase Price
OM306	18,500.00
Terms	OPRP Monthly Amount*
36 Months	531.14
48 Months	451.22
60 Months	389.43

\*Equipment Purchase Price and OPRP Monthly Amounts do not include taxes, freight charges, trade-in allowance, maintenance service fees, or licensing fees. Any applicable software licensing and/or maintenance service fees are due on an annual basis in accordance with OPEX's published rates and terms then in effect. These fees are normally itemized on the annual Maintenance Agreement invoice, but are billed separately in the event you do not have an OPEX service contract.

You are not required to purchase the proposed equipment through the OPEX Planned Replacement Program ("OPRP"). The OPRP information and pricing are automatically provided with every proposal to provide end users of our equipment with flexible payment and financing options to suit their unique needs. Should you wish to purchase the equipment outright, please disregard this sheet, and simply sign and return the following sales proposal pricing page.

OPRP is administered by our partner, Americor Capital, Inc., located at 2655 E. Oakley Park Rd., Suite 204, Commerce Township, MI 48390.

Please note that the price quoted for OPRP, as well as delivery of the equipment, are contingent upon prior credit approval by Americor and execution and delivery of final approved documentation, including returning a signed copy of this proposal to OPEX, and also signing and returning all documents required by Americor.

For further details regarding OPRP and the quoted pricing, please contact your OPEX Account Executive, or Mr. Jim Malone with Americor at 248.313.9629 ext 22, or via email at [jmalone@americorcap.com](mailto:jmalone@americorcap.com).

By signing below, I acknowledge that I have reviewed and agree to be bound by the terms and conditions set forth in this proposal. I authorize Americor to initiate the Planned Replacement Program with OPEX. Please reserve a slot on your production schedule for the proposed equipment. I understand and agree, however, that the equipment will not be produced or shipped by OPEX until such time as OPEX receives a firm purchase order from Americor.

Signature : \_\_\_\_\_

Name : \_\_\_\_\_

Title : \_\_\_\_\_

Date : \_\_\_\_\_



# SALES PROPOSAL

305 Commerce Drive  
Moorestown NJ 08057  
United States

Phone :  
Fax : 856-727-1955  
Email : ABrown@opex.com

Proposal : 175056 - 2  
Date : 03-MAR-2022

**BILL TO:**

Williamson County Tax  
904 S. Main Street  
Georgetown, WILLIAMSON  
TX 78626  
US

**SHIP TO:**

Attn: Judy Kocian  
Williamson County Tax  
904 S. Main Street  
Georgetown, WILLIAMSON  
TX 78626  
United States

QTY	DESCRIPTION	OPEX LIST PRICE	SELL PRICE	LINE TOTAL
1	OMATION 306 NORTH AMERICAN	15,075.00	15,075.00	15,075.00
1	HI-SPEED INK-JET PRNTR OMATION 306	3,425.00	3,425.00	3,425.00
1	Service : OMATION 306 NORTH AMERICAN	1,970.00	1,970.00	1,970.00
1	Service : HI-SPEED INK-JET PRNTR OMATION 306	490.00	490.00	490.00
1	FREIGHT ESTIMATE	865.00	865.00	865.00

Any applicable software licensing and/or maintenance fees are due on an annual basis in accordance with OPEX's published rates and terms then in effect. These fees are normally itemized on the annual Maintenance Agreement invoice, but are billed separately in the event you do not have an OPEX service contract.

EQUIPMENT (USD)	18,500.00
SERVICE (USD)	2,460.00
FREIGHT (USD)	865.00
TOTAL (USD)	21,825.00

To place an order, please return one signed original to OPEX with your payment or purchase order. Thank you.

Signature : \_\_\_\_\_

Name : \_\_\_\_\_

Title : \_\_\_\_\_

Date : \_\_\_\_\_

P.O. #. \_\_\_\_\_ (Optional)