

10 High Schools/9 Middle Schools - 3 Year Term

	Instruction Sheet	Annual Payment - \$	Discount or Percentage - %	Notes <i>(if necessary)</i>
Pricing (1)				
Pricing Table	See #1 under notes	See Uniform Pricing Table Tab		
Uniform Rate Increase Cap (annual)	See #1 under notes			
Equipment Pricing Discount(s)	See #1 under notes			
Special Offers	See #1 under notes			
Credits/Rebates (2)				
Upfront Product Credit (Per School)	See #2 under notes			
Cash Rebate (Per School)	See #2 under notes			
Marketing (3)				
District Marketing Payment	See #3 under notes			
Service Level Agreement (4)				
SLA		See SLA Terms tab		

Notes:

- (1) **Pricing:** Provide NET prices for all items on the uniform Pricing Table; Standard discount(s) for all catalogs/programs, if different discounts exist for different programs, please provide detail in notes; Maximum price increase percentage per year (Note: language will be added to final contract that allows for additional price increases to be implemented in the case of unforeseen circumstances or events out of the manufacturer's control; Special Offers is an open ended section to describe any offers that are over and above what is covered by discounts
- (2) **Promo Items/Rebates:** Each middle and high school to receive amount designated in promo budget at the beginning of each school year. By completing the RFP, you agree to this amount; Getting CASH rebates in exchange for the total annual spend is critical to fund athletic activities across the District, please provide the maximum rebate amount against the forecasted sales amount. Please indicate the discount levels for merchandise being purchased using rebate dollars. If a different rebate will be provided from dealer and manufacturer, please detail the structure from each. If you need to escalate the rebate based on achieving sales thresholds, please include details in notes
- (3) **District Marketing Payment:** Provide annual marketing payment which will be used to promote your position as the UCPS Official Apparel Partner (can be for Manufacturer or Dealer or both). Marketing assets include: Logo included on District website vendor page (clickable), Logo included on school partner carousel (clickable), Logo on Partner Section of monthly District E-newsletter (clickable) as well as opportunity to contribute articles seasonally (can be used to promote specials, new products, manufacturer's content etc.), Seasonal access to AD meetings to present program updates .
- (4) **Service Level Agreement:** Address key SLA requirements on SLA terms tab