

VII. Transportation Terms

All proposals must include a minimum 40% discount for "Delivered and Installed" and a minimum 50% discount for "Dock Delivered". A proposal submitted with only a "Dock Delivered" discount will NOT be accepted. The intent of the "Dock Delivered" discount is for the state entity to have the option of choosing a better discount for products they do not need the vendor to install.

For "Delivered and Installed", transportation terms shall be F.O.B. destination, freight and installation cost prepaid. The term f.o.b. destination shall mean delivered and installed inside any state agency or local government agency within the State of Mississippi with all charges for transportation and installation paid by the vendor. On orders less than \$1000 the freight only charge shall be prepaid by the vendor and may be added to the invoice. The vendor must include proof of actual shipping charges with the invoice.

For "Dock Delivered", transportation terms shall mean F.O.B. destination, freight charges paid by the vendor to the dock only. No installation included. On orders less than \$1000 the freight only charge shall be prepaid by the vendor and may be added to the invoice. The vendor must include proof of actual shipping charges with the invoice.

Cost of design fees are not considered a part of this agreement and must be negotiated with the buying entity.

x Kevin Walter

Discount 45%