

Line #	Description	Qty	UOM	Bruker Nano Inc.		Malvern Panalytical, Inc.		Rigaku Americas Corporation		Thermo Electron North America LLC	
				Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price
1	SEQUENTIAL XRF SPECTROMETER EQUIPMENT WITH EXTERNAL WATER RECIRCULATING SYSTEM	1	EA	\$ 237,500.00	\$ 237,500.00	\$ 297,850.00	\$ 297,850.00	\$ 183,767.00	\$ 183,767.00	\$ 235,198.00	\$ 235,198.00
2	TRADE IN VALUE FOR BRUKER S4 PIONEER AND EXTERNAL WATER CIRCULATING SYSTEM. DEDUCTION AMOUNT	1	EA	\$ (50,000.00)	\$ (50,000.00)	\$ (81,862.00) Discount	\$ (81,862.00)	\$ -	\$ -	\$ -	\$ -
3	ANNUAL FLAT RATE PREVENTATIVE MAINTENANCE PLAN	1	EA	\$ 22,600.00	\$ 22,600.00	\$ 29,877.00 48 HR Response	\$ 29,877.00	\$ 16,700.00	\$ 16,700.00	\$ 3,729.00	\$ 3,729.00
4	HOURLY RATE FOR SERVICE CALL REGULAR BUSINESS HOURS INCLUDE ALL EXPENSES (TRAVEL, MILEAGE, FOOD LODGING, PARKING, FUEL, LABOR, NEXT DAY SERVICE PARTS SHIPPING COSTS/DELIVERY FEES.)	50	HR	\$ 375.00	\$ 18,750.00	\$ 294.00	\$ 14,700.00	\$ 235.00	\$ 11,750.00	\$ 349.00	\$ 17,450.00
5	HOURLY RATE FOR SERVICE CALL WEEKEND AND HOLIDAY HOURS INCLUDE ALL EXPENSES (TRAVEL, MILEAGE, FOOD LODGING, PARKING, FUEL, LABOR, NEXT DAY SERVICE PARTS SHIPPING COSTS/DELIVERY FEES.)	20	HR	\$ 750.00	\$ 15,000.00	\$ 440.00	\$ 8,800.00	N/A	N/A	\$ 699.00	\$ 13,980.00
Total				\$ 211,225.00	\$ 243,850.00	\$ 298,584.00	\$ 269,365.00	\$ 200,702.00	\$ 212,217.00	\$ 239,975.00	\$ 270,357.00
6	MISC NON CORE XRF EQUIPMENT PERCENT OF DISCOUNT OFF RETAIL PRICE LIST FOR PARTS, ACCESSORIES, WARRANTIES, SERVICE MAINTENANCE PLANS, SOFTWARE, HARDWARE, AND FIRMWARE (EXCLUDING CORE ITEMS)		%	10		3.5		0		5	
OPTIONAL ITEMS											
7	HOURLY RATE FOR REMOTE METHOD DEVELOPMENT THAT EXCEEDS THE NO CHARGE 40 HOURS ASSISTANCE	20	HR	\$ -	\$ -	\$ 275.00	\$ 5,500.00	\$ 225.00	\$ 4,500.00	\$ 175.00	\$ (3,500.00)
8	HOURLY RATE FOR ON-SITE METHOD DEVELOPMENT THAT EXCEEDS THE NO CHARGE 40 HOURS ASSISTANCE SHALL INCLUDE ALL EXPENSES (TRAVEL, MILEAGE, FOOD, LODGING, PARKING, FUEL, LABOR) ASSOCIATED WITH THE METHOD DEVELOPMENT RATE.	20	HR	\$ 400.00	\$ 8,000.00	\$ 400.00	\$ 8,000.00	\$ 425.00	\$ 8,500.00	\$ 349.00	\$ (6,980.00)
Payment Terms				0 0		0 0 N/A		0			
Delivery Days ARO				120				150			
Comments				See bid for exceptions.				See bid for exceptions.			