

Commonwealth of Virginia Security and Search Network Appliances

Discounts

Supplier Name:

Betis Group, Inc.

please populate shaded regions

Submitted By:

Hernan Cortes, President & CEO

Instructions: This tab affords Supplier an opportunity to offer additional discounts based on the amount of business that may be awarded and faster payment cycles. Please respond to this request by filling out the blue shaded areas.

The volume discounts will function as follows:

- Transaction-based discount - Supplier indicates an additional discount percentage that will be applied to any single transaction that exceeds the predetermined threshold.
- Annual volume-based discount - Supplier indicates an additional discount that will be applied to all future purchases in any given calendar year after the threshold amount is met.

Suppliers are also requested to complete the Payment Term Discount Table.

Transaction-based discount

For a transaction that is more than:	Offeror will add an additional discount of: (%)
\$ 5,000.00	0.00%
\$ 10,000.00	0.00%
\$ 50,000.00	0.00%
\$ 100,000.00	0.00%
\$ 200,000.00	0.25%
\$ 500,000.00	0.25%
\$ 1,000,000.00	0.25%
\$ 2,000,000.00	0.25%

Annual volume-based discount

Once the following volume threshold is met:	Offeror will add an additional discount of X% for all subsequent purchases in a calendar year:
\$ 50,000.00	0.00%
\$ 100,000.00	0.00%
\$ 500,000.00	0.00%
\$ 1,000,000.00	0.00%
\$ 2,000,000.00	0.25%
\$ 3,000,000.00	0.25%
\$ 4,000,000.00	0.25%
\$ 5,000,000.00	0.25%

Payment Term Discounts

Payment terms at the Commonwealth of Virginia are normally 30 days. If Contract Users were able to accelerate payment, what additional rebates off entire MONTHLY invoice would you offer?

Payment Terms	Additional Monthly Rebate %
Invoices Paid by 20 days	0%
Invoices Paid by 15 days	0%
Invoices Paid by 10 days	0%
Other (i.e. use of EFT)	0%