

EXHIBIT 15  
**CONTRACT PRICING**

Access Mohave contract pricing from “Purchasing Services” in our website, [www.mesc.org](http://www.mesc.org).

Corporate Profile | Contact Mohave | AZ Events Calendar

**MOHAVE**  
ARIZONA COOPERATIVE PURCHASING

Serving Arizona Since 1971

**Purchasing Services**  
Public Procurement Contracts for Arizona Schools, Government, and Qualifying Non-Profit Organizations

Click on the Contract Pricing link.

- Member Information
- Product/Vendor Finder
- Contract Pricing**
- Purchase Order Status
- Member Handbook
- Contract Updates
- Due Diligence
- Contract Documentation
- Direct Order Program
- Mohave Solutions
- Job Order Contracting
- Performance Report
- Promotional Specials

Corporate Profile | Contact Mohave | AZ Events Calendar

**MOHAVE**  
ARIZONA COOPERATIVE PURCHASING

Serving Arizona Since 1971

**Contract Pricing**

Contract Pricing is available for download to assist members in verifying pricing quoted by Mohave vendors as part of the due diligence process and as outlined in the Mohave Order Process (effective 1/1/2008).

**Upon obtaining a login and password, member organizations may access pricing at the following link:**

Online **Contract Pricing**  
Login/Password Required

Click here to access the price pages. Instructions for obtaining a login & password are on the following page.

- Member Information
- Product/Vendor Finder
- Contract Pricing
- Purchase Order Status
- Member Handbook
- Contract Updates
- Due Diligence
- Contract Documentation
- Direct Order Program
- Mohave Solutions
- Job Order Contracting
- Performance Report
- Promotional Specials

**This information is on the bottom half of the Contract Pricing webpage. It provides instructions for obtaining a login and password, an explanation of price file naming methodology, and contacts for questions.**

**Login/Password**

Contract pricing is password protected. One login and password will be assigned to each member organization. Each organization is responsible for managing its password.

To obtain a login and password, please send an email request to Information Systems Manager, Jim Dugo, at [jimd@mesc.org](mailto:jimd@mesc.org).

**Step-By-Step Instructions**



See [Contract Pricing Exhibit \(PDF, approx. 1.2 MB\)](#) from Member Handbook for detailed instructions on using Mohave's online Contract Pricing information.

**Price File Notes**

**Main Price Page:** Contains a list of all Mohave vendors. Each line is a link to that vendor's pricing. There is one link for each vendor. That link connects to the Vendor Main Page.

**Vendor Main Page:** Contains links to price pages for all contracts held by that vendor.

**Contract Page:** Contains folders and files for that contract.

- Year folders contain historical pricing. (i.e., 2005 Archived Pricing)
- Manufacturer folders contain pricelists and other pricing information for a specified manufacturer. Contracts with a large number of manufacturers may have folders that group manufacturers by letters of the alphabet. (i.e., A-C)
- Price type folders contain pricing for similar types of products or services. (i.e., Parts Price Lists and Service Rates)
- Smaller contracts may not have folders in the current pricing section. In those instances, price files will be on the Contract Page.
- Price file names indicate the contract prefix, type of pricing, approval date, and file type.

Sample price file names:

- appl1 applecare extended warranty 082907.pdf  
(Apple Computer, Apple Care Extended Warranty, 8/29/07, Adobe pdf)
- ace full price update 040308.xls  
(Ace Asphalt, Complete Pricelist, 4/3/08, Microsoft Excel)
- azsc Bretford catalog 011008.pdf  
(AZ School Furnishings, Bretford Pricelist, 1/10/08, Adobe pdf)

**Price Summaries:** Price files will include a summary. The summary may be a text box note on the first page of the document or a first page of special instructions. Price summaries will contain the following information:

- Contract Number
- Effective Date
- Mohave Price
- MESC Approval Contact (for pricing questions)
- Shipping Information or Pricing
- Additional Discounts Available
- Other Information

**Document Searches:** Most price documents are searchable. Keyboard shortcuts for searching documents are "Control + F" for Windows and "Command + F" for Apple. These key sequences launch a search feature for Word, Excel, Acrobat .pdf, and other documents.

**Important Note:** There are many folders and files in this system. Please allow time to become familiar with the system and its files. An investment of time and patience will make the system much more user friendly.

*The price files in this system contain approved Mohave pricing. If you have been provided with a different price in a quote or invoice, please contact the Mohave Contracts Team. Mohave must approve all price adjustments before they are offered to members.*

The following pages provide an overview of our contract pricing area.

Clicking on the "Home" button will take you to the main index (list) of vendors.

Clicking on the "Back" button will take you to the previous webpage.

This is the first page of the Mohave contract price files. Each name contains a link to the vendor's Mohave contract pricing. Scrolling up and down this page gives you access to all Mohave vendors.

Click the link to access pricing for Arizona School Furnishings.

Mohave Pricing . / Vendors /

File	Size	Modified
Parent Directory		
A.B. Dick Products (Gestetner copiers)	57.1 MB	2009-Dec-16
Able Information Technologies (Formerly known as Ames)	650.01 MB	2009-Dec-29
Academic Superstore (Educational Software)	144.0 MB	2010-Feb-05
Ace Asphalt of Arizona <b>NEW</b>	30.8 MB	2010-Mar-01
American Conditioned Air	2.9 MB	2009-Dec-11
Apple	62.5 MB	2010-Feb-16
Arcadis (formerly PinnacleOne)	362.2 KB	2008-Dec-19
Arizona Center for the Blind (Document Destruction)	60.5 KB	2009-Nov-20
Arizona Furnishings (Furniture, Stage, Risers)	1.5 GB	2009-Jan-28
Arizona Gym Floors (Gym, Sports Flooring)	95.0 KB	2010-Feb-04
Arizona Restaurant Supply	668.2 MB	2010-Jan-14
Arizona School Boards Association	110.5 KB	2009-Sep-02
Assured Document Destruction	67.5 KB	2009-Nov-16
Assured Security Document Destruction	53.5 KB	2009-Nov-20
Auto Safety House	362.5 MB	2009-Oct-02
Avian Flyaway (Bird removal)	115.0 KB	2009-Nov-24
Backbone Communications (Integrated Learning Systems)	771.0 KB	2009-Dec-02
Baystone Financial Group (Leasing services) <b>NEW</b>	6.7 MB	2010-Mar-03
Beacon Group Southwest (Document Destruction)	66.5 KB	2009-Nov-16
Bel-Aire Mechanical <b>NEW</b>	362.0 KB	2010-Mar-01

The search feature at the top of each webpage works from a Parent Directory only. By clicking the drop-down menu, it can be set to search, Files, Folders, or Both.

The search will look for a specified word in a folder or file name. It does not search within a document.

Mohave Pricing . / Vendors / Arizona School Furnishings (Furniture, Stage, Risers) /

File	Size	Modified
Parent Directory		
<a href="#">AZSC-Furniture-Multiple Product Lines</a> <small>NEW</small>		
<a href="#">AZSC2-Stage:Risers</a>		
0 Files - 2 Folders		

This is an example of a main vendor page. In this case Arizona School furnishings. The main vendor page contains pricing for all Mohave contracts held by that vendor. There are two contracts for Arizona School Furnishings. We will select "AZSC-Furniture-Multiple Product Lines."

Mohave Pricing . / Vendors / Arizona School Furnishings (Furniture, Stage, Risers) / Multiple Product Lines /

File	Size	Modified
Parent Directory		
<a href="#">2009 Archived Pricing</a>		
<a href="#">2010 Archived Pricing</a> <small>NEW</small>	38.3 MB	2010-Mar-01
<a href="#">Manufacturers' Price Lists A-C</a>		
<a href="#">Manufacturers' Price Lists D-H</a>		
<a href="#">Manufacturers' Price Lists I-N</a> <small>NEW</small>		
<a href="#">Manufacturers' Price Lists O-T</a>		
<a href="#">Manufacturers' Price Lists U-Z</a>		
<a href="#">azsc discount summary 022710.xls</a>		
4 Files - 7 Folders		

The year folder(s) (i.e., 2009) contain historical pricing.

Links outside of the year folders are for current pricing. Some Mohave contracts are quite large. To assist members in finding desired pricing, folders are organized in a manner to simplify research. For this contract, current pricing includes a folder with a pricing summary, as well as folders for manufacturer price lists. Manufacturer price lists are grouped into folders by letters of the alphabet. We will select "D-H."

Mohave Pricing . / Vendors / Arizona School Furnishings (Furniture, Stage, Risers) / AZSC-Furniture-Multiple Product Lines / Manufacturers' Price Lists D-H /

File	Size	Modified
Parent Directory		
<a href="#">David Edward</a>	72.5 KB	2009-Sep-21
<a href="#">DESKMAKERS</a>	11.7 MB	2009-Jan-30
<a href="#">DIVERSIFIED WOODCRAFT INC</a>	3.2 MB	2010-Jan-14
<a href="#">EATON &amp; ASSOC</a>	105.6 KB	2009-Jan-30
<a href="#">EGAN</a>	18.4 MB	2009-Feb-09
<a href="#">ERGO-CRAFT</a>	4.9 MB	2010-Jan-05
<a href="#">ERGONOMIC-SOLUTIONS</a>	4.9 MB	2009-Jul-29
<a href="#">ESTEY</a>	2.5 MB	2009-Apr-02
<a href="#">EUROTREND</a>	4.7 MB	2009-Jan-30
<a href="#">FIREKING</a>	79.7 KB	2009-Jan-30
<a href="#">FLEETWOOD</a>		
<a href="#">GHENT</a>		
<a href="#">GRAND RAPIDS CHAIR</a>		
<a href="#">GRAND STANDS</a>		
<a href="#">GRESSCO</a>	59.5 KB	2009-Apr-20
<a href="#">HICKORY BUSINESS FURNITURE</a>	8.4 MB	2010-Jan-05
<a href="#">HIGHMARK</a>		
<a href="#">HON</a>		
0 Files - 19 Folders		

This page contains pricing for all manufacturers whose name begins with the letter D, E, F, G, or H. We will select "GRAND STANDS"

The Grandstand page contains one price file. Click on the link for the file you want to review.

Downloading price files to your desktop, rather than opening them in your browser, may improve performance. This can be accomplished by clicking the right mouse button and selecting the "Save Target As" or "Save Link As" or "Download Linked File" option.

Mohave Pricing . / Vendors / Arizona School Furnishings (Furniture, Stage, Risers) / Multiple Product Lines / Manufacturers' Price Lists D-H /

File	Size	Modified
Parent Directory		
<a href="#">azsc grand stands 012809.pdf</a>		
1 Files - 0 Folders		
Total size: 3.2 MB		

Powered by AutoIndex PHP Script

We selected the file named “azsc grand stands 012809.pdf.” This file contains Price List for “Grandstand” products that was effective 2/2/09.

Price List

nancy 5/15/09 2:30:18 PM Options

08J-AZSC-0128 Grand Stands (Initial Pricing)  
Approved/Effective Date: 1/28/09 (revised 5/15/09 to correct shipping information to PP&A, not included. NC)  
Approved By: Nancy Co baugh  
Mohave price: The Mohave price is % off MSRP. See details below:  
29% on all products, except for the products below.  
23250 Combo = 45%  
23200LM = 43%  
Volume Discount: None  
Shipping: PP&A  
Installation/Handling: The installation pricing will not exceed 22% of the product subtotal. The average installation price will be between 10-14%. Phoenix minimum will be \$100 and outside of Phoenix metro area will be \$200. If applicable, handling charges will not exceed 15% of the product subtotal.  
Other information: See discount summary for additional pricing information for labor rates, travel, etc. Excluded items: Permanent auditorium seating, folding partitions, accordion doors, choral risers and portable stages, and gymnasium bleachers. Lease or rental of furniture for schools or offices is not allowed under an awarded contract. Call for quote or pricing is not allowed.

Look for summary information in the price files. This information will be in the form of a note (see example to the above) or a separate first page of instructions.

*Body In Balance*

# 2009 Price List

Ergonomic Accessories  
for the  
Efficient Workspace

[www.grandstands.com](http://www.grandstands.com)

File	
Parent Directory	
03C-ASH-0924	
ASH - School Buses	
ASH2 - Truck Service Bodies	
0 Files - 3 Folders	
Total s	

This is the main page for Auto Safety House pricing. It looks a little different, but the methodology is the same. We are going to select the contract number "03C-ASH-0924."

The year folders (i.e., 2003) contain historical pricing. Links outside of the year folders are for current pricing.

Similar current pricing is grouped into folders such as After Market Parts & Service Pricing, Promo Pricing, Thomas Bus Pricing, Used Bus Pricing, etc.

For this example, we will click on After Market Parts and Service Pricing.

File		
Parent Directory		
2003 Archive Pricing		
2004 Archive Pricing		
2005 Archive Pricing		
2006 Archive Pricing		
2007 Archive Pricing	197.1 MB	2008-Jul-21
2008 Archive Pricing	206.2 MB	2008-Sep-08
After Market Parts, Service & Warranty Pricing	9.2 MB	2008-Aug-2 2
Promo Pricing	50.5 KB	2008-Sep-08
Thomas Bus Pricing	2.2 MB	2008-Sep-08
Used Bus Pricing	125.5 MB	2008-May-13
- Auto Safety House - Contract Help.doc	39.5 KB	2008-Nov-04
1 Files - 10 Folders		Total size: 560.3 MB

Powered by AutoIndex PHP Script

File	Size	Modified
Parent Directory		
ash after market parts pricing 082308.xls		
ash bus get ready parts pricing 082308.xls		
ash cost per mile warranty pricing 071608.do		
ash labor supplies sublet misc discounts 0719		
4 Files - 0 Folders		

The After Market Parts & Service Pricing folder contains many price lists:

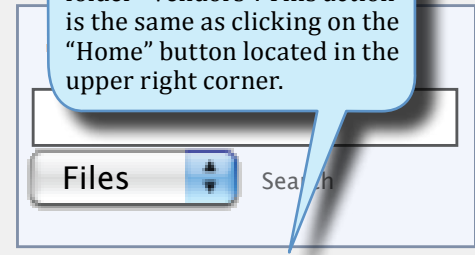
- After Market Parts, effective 8/22/08.
- Bus Get Ready Parts, effective 8/22/08
- Cost per Mile Warranty, effective 7/15/08
- Labor Supplies sublet miscellaneous discounts, effective 9/18/08

Powered by AutoIndex PHP Script

Clicking on this dot will take you to the main index folder "Vendors". This action is the same as clicking on the "Home" button located in the upper right corner.

Clicking on the "Back" button will take you to the previous webpage.

Clicking on the "Home" button will take you to the main index folder "Vendors".



Mohave Pricing . / [Vendors](#) / [Auto Safety House](#) / [03C-ASH-0924](#) / [After Market Parts, Service & Warranty Pricing](#) /

File	Size	Modified
Parent Directory		
ash after market parts pricing 082308.xls	4.7 MB	2008-Aug-22
ash bus get ready parts pricing 082308.xls	4.4 MB	2008-Aug-22
ash cost per m... 608.doc	61.5 KB	2008-Jul-15
ash labor supp... 071908.xls	66.5 KB	2008-Sep-18
<b>Total size: 9.2 MB</b>		

Clicking on "Vendors" will take you to the main index folder which lists all of Mohave's vendors.

Powered by [AutoIndex PHP Script](#)