

Bidder's Name:	SAM Labs Inc.
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For each Product Category being bid, Bidder shall offer a single category discount percentage (must be greater than 0%) from their regularly published commercial price list which shall apply to all items within the product category.

The category discount entered on this tab (yellow highlighted fields below) will populate the appropriate spreadsheet related to the product category.

If Bidder is not bidding a specific product category, Bidder may leave category discount blank on this tab.

Product Category		Lot 1 'Non-Information Technology Based STEM/STEAM Products' Category Discounts	Lot 2 'Information Technology Based STEM/STEAM Products' Category Discounts
1	3D Printing		
2	Science Laboratory and Teaching Supplies		
3	Robotics Kits and Parts		5.00%
4	Drone Kits and Parts		
5	STEM/STEAM Educational Materials		5.00%
6	Virtual Reality and Augmented Reality Equipment and Supplies		
7	Packaged Virtual Reality Products and Simulation Equipment		

LOT 2: Information Technology Based STEM/STEAM Products
PRICING PAGE
COLUMNS A THROUGH H MUST BE FILLED IN
Add Additional Rows As Necessary.
Do Not Delete or Add Columns. Do NOT Change Formulas In This Workbook.

Bidder Company Name:		SAM Labs Inc.							Column will automatically populate once columns G and H are completed
Product Category	Bidder Item Number	Item Description	Manufacturer Name	Manufacturer Item Number	Unit of Measure (ie. Each/Case)	List Price	Contract Discount %	Contract Price	
STEM/STEAM Educational Materials	SAMBUND1	SAM Labs - Annual Subscription Package - per school per year: Pricing notes: further discounts are available for multi-year and multi-school purchases. Package notes: this package includes STEAM hardware kits and charging stations, 'SAM Studio' digital learning platform access, warranty, training and customer support.	SAM Labs	SAMBUND1	Each	\$7,500	5.00%	\$ 7,125.00	
STEM/STEAM Educational Materials	SAMBUND9	SAM Labs & Root Education - Annual Subscription Package - per school per year: Pricing notes: further discounts are available for multi-year and multi-school purchases. Package notes: this package includes STEAM hardware kits and charging stations, 'SAM Studio' digital learning platform access, Root Pro Tech Pack, warranty, training and customer support.	SAM Labs	SAMBUND9	Each	\$10,000	5.00%	\$ 9,500.00	
STEM/STEAM Educational Materials	SAMPD100	Complimentary Virtual Professional Development, Training and Onboarding - Level 1	SAM Labs	SAMPD100	Each	\$0	5.00%	\$ -	
STEM/STEAM Educational Materials	SAMPD004	Optional Self-Guided Professional Development - Level 2 & 3 - per user per level	SAM Labs	SAMPD004	Each	\$199	5.00%	\$ 189.05	
STEM/STEAM Educational Materials	SAMPD001	Optional On Site Professional Development - Level 1, 2 or 3 - per customer per day	SAM Labs	SAMPD001	Each	\$2,500	5.00%	\$ 2,375.00	
Robotics Kits and Parts	SAMSTMC04	STEAM Course Classroom Kit Size	SAM Labs	SAMSTMC04	Pack	\$2,300	5.00%	\$ 2,185.00	
Robotics Kits and Parts	SAMLTC005	Learn to Code Classroom Kit Size	SAM Labs	SAMLTC005	Pack	\$2,300	5.00%	\$ 2,185.00	
Robotics Kits and Parts	SAMMIN004	Creator's STEAM Kit (15 Pack)	SAM Labs	SAMMIN004	Pack	\$2,300	5.00%	\$ 2,185.00	
Robotics Kits and Parts	SAMMIN003	Creator's Coding Kit (15 Pack)	SAM Labs	SAMMIN003	Pack	\$2,300	5.00%	\$ 2,185.00	
Robotics Kits and Parts	SAMSTMC07	STEAM Plus kit	SAM Labs	SAMSTMC07	Pack	\$2,300	5.00%	\$ 2,185.00	
Robotics Kits and Parts	SAMMKR05	Maker Kit	SAM Labs	SAMMKR05	Pack	\$1,000	5.00%	\$ 950.00	
Robotics Kits and Parts	SAMCHARG1	Charging Station	SAM Labs	SAMCHARG1	Each	\$250	5.00%	\$ 237.50	
Robotics Kits and Parts	RT605	Root Pro School Pack (30): Includes access to the Root Coding app for up to 90 students, and hardware: 30 Root Pro Robots; 30 Foldout whiteboard grids; 30 Vinyl cling packs 30 USB charging cable; 60 dry erase markers	SAM Labs	RT605	Pack	\$6,999	5.00%	\$ 6,649.05	
Robotics Kits and Parts	RT602	Root Pro Tech Pack (12): Includes access to the Root Coding app for up to 35 students, and hardware: 12 Root Pro Robots; 12 Foldout whiteboard grids; 12 Vinyl cling packs; 12 USB charging cable; 24 dry erase markers.	SAM Labs	RT602	Pack	\$2,799	5.00%	\$ 2,659.05	
Robotics Kits and Parts	RT607	Root Lite Tech Pack (12): Includes access to the Root Coding app for up to 35 students, and hardware: 12 Root Lite Robots; 12 Foldout whiteboard grids; 12 Vinyl cling packs; 12 USB charging cable; 24 dry erase markers.	SAM Labs	RT607	Pack	\$1,558	5.00%	\$ 1,480.10	
Robotics Kits and Parts	RT001	Root Pro Robot	SAM Labs	RT001	Each	\$249.99	5.00%	\$ 237.49	
Robotics Kits and Parts	RT00020	Root Lite Robot	SAM Labs	RT00020	Each	\$129.99	5.00%	\$ 123.49	
Robotics Kits and Parts	RA603	Brick Top Bundle (6)	SAM Labs	RA603	Pack	\$100.00	5.00%	\$ 95.00	
Robotics Kits and Parts	RA105; RA106; RA107; RA108; RA109	Adventure Packs (Various)	SAM Labs	RA105; RA106; RA107; RA108; RA109	Pack	\$49.99	5.00%	\$ 47.49	
Robotics Kits and Parts	RA102	4x8 foldable whiteboard (no printing) in printed envelope packing	SAM Labs	RA102	Each	\$30.00	5.00%	\$ 28.50	
Robotics Kits and Parts	RA101	4x4 foldable whiteboard (no printing) in printed envelope packing	SAM Labs	RA101	Each	\$15.00	5.00%	\$ 14.25	