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**STATE OF HAWAII**  
**STATE PROCUREMENT OFFICE**

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January 4, 2019

TO: Executive Departments/Agencies  
Department of Education  
(Excludes Charter Schools)  
Hawaii Health Systems Corporation  
Office of Hawaiian Affairs  
University of Hawaii  
Public Charter School Commission  
and Schools  
House of Representatives  
Senate  
Judiciary

City and County of Honolulu  
Honolulu City Council  
Honolulu Board of Water Supply  
Honolulu Authority for Rapid Transportation  
County of Hawaii  
Hawaii County Council  
County of Hawaii – Department of Water Supply  
County of Maui  
Maui County Council  
County of Maui – Department of Water Supply  
County of Kauai  
Kauai County Council  
County of Kauai – Department of Water

FROM: For Sarah Allen, Administrator *Bonnie A. Kahakui*

SUBJECT: **Change No. 2**  
SPO Price List Contract No. 16-19  
**NASPO VALUEPOINT SMALL PACKAGE DELIVERY SERVICE**  
Expires: November 27, 2021  
**Solicitation No. BC16018**

The following changes are made to the price list contract:

1. Pricing for Single National Carrier MBG Rates is updated.
2. The Secondary Contact is updated for FedEx.

This current price list contract incorporating Change No. 2 is available on the SPO website: <http://spo.hawaii.gov>. Click on *Price & Vendor List Contracts* on the home page.

If you have any questions, please contact Lori Cervantes at (808) 587-3355 or [lori.m.cervantes@hawaii.gov](mailto:lori.m.cervantes@hawaii.gov).

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**STATE OF HAWAII  
STATE PROCUREMENT OFFICE**

**SPO Price List Contract No. 16-19  
Includes Change No. 2  
Effective: 1/4/2019**

**NASPO VALUEPOINT  
SMALL PACKAGE DELIVERY SERVICE**

(RFP Reference No. BC16018)  
January 10, 2017 – November 27, 2021

**INFORMATION ON NASPO VALUEPOINT**

The NASPO ValuePoint Cooperative Purchasing Organization is a multi-state contracting consortium of state governments, including local governments, of which the State of Hawaii is a member. The NASPO ValuePoint Purchasing Organization seeks to achieve price discounts by combining the requirements of multi-state governmental agencies, and cost-effective and efficient acquisition of quality products and services.

The State of Utah is the current lead agency and contract administrator for the NASPO ValuePoint Small Package Delivery Service contract. A request for competitive sealed proposals was issued on behalf of NASPO ValuePoint Cooperative Purchasing Organization and contracts were awarded to three (3) qualified Contractors. The State of Hawaii has signed a Participating Addendum with one Contractor.

The purpose of this contract is to provide US domestic and international door-to-door express small package air services covering interstate, intrastate and international service. Outbound shipments will move prepaid and inbound shipments will ship collect for each Participating State. Domestic expedited ground parcel shipments will also ship outbound prepaid and inbound collect by each participating state. Domestic shipment service includes the contiguous 48 states, Alaska, Hawaii, and Puerto Rico, for both commercial and residential shipments.

For additional information on this contract, visit the NASPO ValuePoint website at [www.naspovaluepoint.org](http://www.naspovaluepoint.org).



**PARTICIPATING JURISDICTIONS** listed below have signed a cooperative purchasing agreement and/or memorandum of agreement with the SPO and are authorized to utilize this vendor list contract:

|   |  |
|---|--|
| Executive Departments/Agencies                  | City and County of Honolulu                      |
| Department of Education                         | Honolulu City Council                            |
| Hawaii Health Systems Corporation               | Honolulu Board of Water Supply                   |
| Office of Hawaiian Affairs                      | Honolulu Authority for Rapid Transportation      |
| University of Hawaii                            | County of Hawaii                                 |
| Public Charter School Commission<br>and Schools | Hawaii County Council                            |
|   | County of Hawaii – Department of Water<br>Supply |
| House of Representatives                        | County of Maui                                   |
| Senate  | Maui County Council                              |
| Judiciary                                       | County of Maui – Department of Water Supply      |
|   | County of Kauai                                  |
|   | Kauai County Council                             |
|   | County of Kauai – Department of Water            |

The participating jurisdictions are not required but may purchase from this vendor list contract, and requests for exception from the contract is not required. Participating jurisdictions are allowed to purchase from other contractors; however, HRS chapter 103D and the procurement rules apply to purchases by using the applicable method of procurement and its procedures, such as small purchases or competitive sealed bidding. The decision to use this contract or to solicit pricing from other sources is at the discretion of the participating jurisdiction.

**POINT OF CONTACT.** Questions regarding the products listed, ordering, pricing, and status should be directed to the contractor.

Procurement questions or concerns may be directed as follows:

| Jurisdiction                                       | Name                    | Phone    | Fax      | E-mail   |
|--|-------------------------|----------|----------|--|
| Executive  | Lori Cervantes          | 587-3355 | 586-0570 | <a href="mailto:lori.m.cervantes@hawaii.gov">lori.m.cervantes@hawaii.gov</a>                 |
| DOE  | Procurement Staff       | 675-0130 | 675-0133 | <a href="mailto:DOEProcure@notes.k12.hi.us">DOEProcure@notes.k12.hi.us</a>                   |
| HHSC   | Jeff Dansdill           | 657-3721 |          | <a href="mailto:jedansdill@hhsc.org">jedansdill@hhsc.org</a>                                 |
| OHA  | Phyllis Ono-Evangelista | 594-1833 | 594-1865 | <a href="mailto:phylliso@oha.org">phylliso@oha.org</a>                                       |
| UH   | Karlee Hisashima        | 956-8687 | 956-2093 | <a href="mailto:karlee@hawaii.edu">karlee@hawaii.edu</a>                                     |
| Public Charter School<br>Commission and<br>Schools | Danny Vasconcellos      | 586-3775 | 586-3776 | <a href="mailto:danny.vasconcellos@spcsc.hawaii.gov">danny.vasconcellos@spcsc.hawaii.gov</a> |
| House  | Brian Takeshita         | 586-6423 | 586-6401 | <a href="mailto:takeshita@capitol.hawaii.gov">takeshita@capitol.hawaii.gov</a>               |
| Senate   | Carol Taniguchi         | 586-6720 | 586-6719 | <a href="mailto:c.taniguchi@capitol.hawaii.gov">c.taniguchi@capitol.hawaii.gov</a>           |

| Jurisdiction                                  | Name                                | Phone                | Fax                  | E-mail   |
|---|-------------------------------------|----------------------|----------------------|--|
| Judiciary                                     | Tritia Cruz                         | 538-5805             | 538-5802             | <a href="mailto:tritia.l.cruz@courts.hawaii.gov">tritia.l.cruz@courts.hawaii.gov</a>   |
| C&C of Honolulu                               | Procurement Specialist              | 768-5535             | 768-3299             | <a href="mailto:bfspurchasing@honolulu.gov">bfspurchasing@honolulu.gov</a>   |
| Honolulu City Council                         | Heather Murakami                    | 768-5084             | 768-1383             | <a href="mailto:hmurakami@honolulu.gov">hmurakami@honolulu.gov</a>   |
| Honolulu Board of Water Supply                | Vicki Kitajima                      | 748-5151             | 550-9193             | <a href="mailto:vkitajima@hbws.org">vkitajima@hbws.org</a>   |
| HART  | Nicole Chapman                      | 768-6135             | 768-5110             | <a href="mailto:nchapman@honolulu.gov">nchapman@honolulu.gov</a>   |
| County of Hawaii                              | Steve Wilhelm<br>Sebastian Callaway | 961-8440             | 961-8248             | <a href="mailto:purchasing@hawaiicounty.gov">purchasing@hawaiicounty.gov</a>   |
| Hawaii County Council                         | Steve Wilhelm<br>Sebastian Callaway | 961-8440             | 961-8248             | <a href="mailto:purchasing@hawaiicounty.gov">purchasing@hawaiicounty.gov</a>   |
| County of Hawaii – Department of Water Supply | Ka’iulani Matsumoto                 | 961-8050<br>ext. 224 | 961-8657             | <a href="mailto:kmatsumoto@hawaiidws.org">kmatsumoto@hawaiidws.org</a>   |
| County of Maui                                | Greg King                           | 249-2403             | 249-0839             | <a href="mailto:greg.king@co.maui.hi.us">greg.king@co.maui.hi.us</a>   |
| Maui County Council                           | Greg Garneau                        | 270-7664             | 270-7686             | <a href="mailto:greg.garneau@mauicounty.us">greg.garneau@mauicounty.us</a>   |
| County of Maui – Department of Water Supply   | Kenneth L. Bissen<br>Holly Perdido  | 270-7684<br>270-7684 | 270-7136<br>270-7136 | <a href="mailto:ken.bissen@co.maui.hi.us">ken.bissen@co.maui.hi.us</a><br><a href="mailto:holly.perdido@co.maui.hi.us">holly.perdido@co.maui.hi.us</a> |
| County of Kauai                               | Ernest Barreira                     | 241-4295             | 241-6297             | <a href="mailto:ebarreira@kauai.gov">ebarreira@kauai.gov</a>   |
| Kauai County Council                          | Lisa Ishibashi<br>Scott Sato        | 241-4820<br>241-4810 | 241-6349<br>241-6349 | <a href="mailto:lishibashi@kauai.gov">lishibashi@kauai.gov</a><br><a href="mailto:ssato@kauai.gov">ssato@kauai.gov</a>                                 |
| County of Kauai – Department of Water         | Fay Tateishi                        | 245-5423             | 245-5813             | <a href="mailto:ftateishi@kauaiwater.org">ftateishi@kauaiwater.org</a>   |

**USE OF PRICE & VENDOR LIST CONTRACTS BY NONPROFIT ORGANIZATIONS.**

Pursuant to HRS §103D-804, nonprofit organizations with current purchase of service contracts (HRS chapter 103F) have been invited to participate in the SPO price & vendor list contracts.

A listing of these nonprofit organizations is available at the SPO website: <http://spo.hawaii.gov>. Click on *For Vendors > Non-Profits > Cooperative Purchasing Program > View the list of qualifying nonprofits eligible to participate in cooperative purchasing.*

If a nonprofit wishes to purchase from a SPO price or vendor list contract, the nonprofit must obtain approval from each Contractor, i.e., participation must be mutually agreed upon. A Contractor may choose to deny participation by a nonprofit. Provided, however, if a nonprofit and Contractor mutually agree to this arrangement, it is understood that the nonprofit will retain its right to purchase from other than a SPO price or vendor list Contractor.

**CONTRACTORS.** The following vendor is authorized to provide small package delivery service. They have signed a Master Agreement with the State of Utah and a Participating Addendum with the State Procurement Office.

FedEx

**VENDOR CODES** for annotation on purchase orders are obtainable from the *Alphabetical Vendor Edit Table* available at your department's fiscal office. Agencies are cautioned that the remittance address on an invoice may be different from the address of the vendor code annotated on the purchase order.

**COMPLIANCE PURSUANT TO HRS §103D-310(c).** Prior to awarding this contract, the SPO verified compliance of the Contractor(s) named in the SPO Vendor List Contract No. 19-07. *No further compliance verification is required prior to issuing a contract, purchase order, or pCard payment when utilizing this contract.*

**PURCHASING CARD (pCard).** The State of Hawaii Purchasing Card (pCard) is required to be used by the Executive departments/agencies, excluding DOE, OHA, HHSC and UH for orders totaling less than \$2,500. For purchases \$2,500 or more, agencies may use the pCard, subject to its credit limit, or issue a purchase order.

**PURCHASE ORDERS** may be issued for purchases \$2,500 or more, and for Contractors who either do not accept the pCard, set minimum order requirements before accepting the pCard for payment, or charge its customers a transaction fee for the usage.

**SPO PL CONTRACT NO. 16-19 & NASPO VALUPOINT MASTER AGREEMENT NO. BC16018** shall be typed on purchase orders issued against this vendor list contract. For pCard purchases, the SPO PL Contract No. 16-19 and the NASPO ValuePoint Master Agreement No. BC16018 shall be notated on the appropriate transaction document.

**GENERAL EXCISE TAX.** The Hawaii General Excise Tax (GET) shall not exceed 4.712% for the island of Oahu and 4.166% for Maui, Kauai and Hawaii. The GET is not applied to shipping or delivery charges.

**PAYMENTS** are to be made to the Contractor(s) remittance address. HRS §103-10 provides that the State shall have thirty (30) calendar days after receipt of invoice or satisfactory completion of contract to make payment. Payments may also be made via pCard.

**VENDOR AND PRODUCT EVALUATION** form SPO-012, for the purpose of addressing concerns on this vendor list contract, is available to the agencies at the SPO website: <http://spo.hawaii.gov>. Click on *Forms* on the home page.

**PRICE OR VENDOR LIST CONTRACT AVAILABLE ON THE INTERNET** at the SPO website: <http://spo.hawaii.gov>. Click on *Price & Vendor List Contracts* on the home page.



REMITTANCE ADDRESS

FedEx  
P.O. Box 7221  
Pasadena, CA 91107-7321  
Vendor Code: 250928-00

CONTACT INFORMATION FOR SHIPPING

|                           |  |               |                |
|---------------------------|--|---------------|----------------|
| <i>Primary Contact:</i>   | Customer Service   | <i>Phone:</i> | (800) 463-3339 |
| <i>Secondary Contact:</i> | Everett Bonner   | <i>Phone:</i> | (901) 224-2612 |
| <i>Email:</i>             | <a href="mailto:Everett.Bonner@fedex.com">Everett.Bonner@fedex.com</a> |               |                |
| <i>Tertiary Contact:</i>  | Joselyn Henderson  | <i>Phone:</i> | (816) 554-6609 |
| <i>Email:</i>             | <a href="mailto:jchenderson1@fedex.com">jchenderson1@fedex.com</a>     |               |                |

ADDITIONAL FEDEX INFORMATION

|  |                |
|--|----------------|
| <i>International Customer Service</i>        | (800) 247-4747 |
| <i>Customer Account Services (Billing)</i>   | (800) 622-1147 |
| <i>FedEx Express Freight Service</i>         | (800) 332-0807 |
| <i>FedEx Technical Support</i>               | (877) 339-2774 |
| <i>Invoice Questions- Government Billing</i> | (800) 645-9424 |

## **FEDEX ACCOUNT NUMBER SETUP FOR EXISTING ACCOUNTS**

1. To confirm, contact the Government Account Service Group at (800) 645-9424
  - Hours of operations are from 8:00am to 5:00pm (CST)
  - Provide your existing FedEx account number and business information or
2. Email [govt@fedex.com](mailto:govt@fedex.com) and provide the following information:
  - Existing FedEx account number
  - Agency name (include State of Hawaii)
  - Contact name
  - Phone number
  - Physical Address (P.O. Box number not accepted)
  - Billing Address
3. NASPO ValuePoint pricing will be in effect 3 to 5 business days after account setup.

## **FEDEX ACCOUNT NUMBER SETUP FOR NEW ACCOUNTS**

1. To request a new account number, contact the Government Account Service Group at (800) 645-9424 from 8:00am to 5:00pm (CST) or
2. Email [govt@fedex.com](mailto:govt@fedex.com) and provide the following information:
  - Agency name (include State of Hawaii)
  - Contact name
  - Phone number
  - Physical Address (P.O. Box number not accepted)
  - Billing Address
3. NASPO ValuePoint pricing will be in effect 3 to 5 business days after account setup.

## **REGISTRATION IS REQUIRED AFTER ACCOUNT SETUP**

This requirement will provide you to prepare shipping labels; track the status of shipments; order shipping supplies; create an address book; complete your FedEx reports and billing online; setup and pick up a shipment, find drop off locations and get prices and transit times.

1. Login to [www.fedex.com](http://www.fedex.com).
2. Click "Guide to Services" in the left-hand navigation.
3. Click "Go to the New Customer Center."
4. Click "Ship Now."
5. Find the "Create a User ID for Shipping with an account" box click "Continue."
6. Select "Get a user ID only" from the left-hand navigation.
7. Enter your registration Information.
8. In the "Confirm Your Selected Account Option" box, select the "Create a user ID only" field.
9. Select "Continue" and follow the instructions on the screen. Make sure your 9-digit FedEx account number is accessible for input into the required field(s).
10. To expedite supply orders, go to [www.fedex.com](http://www.fedex.com).



## **CREATING A U.S. SHIPPING LABEL**

Go to [www.fedex.com](http://www.fedex.com) and select "Prepare Shipment" from the Ship Tab. Enter your user ID and password to get started. Log in and follow the simple steps below to begin shipping:

### 1. From

- Verify the sender information is correct.

### 2. To

- Enter the recipient information. If you will be shipping to this address again, check the "Save new recipient in address book" box for faster access in the future. Select "Perform detailed address check" to avoid incurring address correction fees.

### 3. Packages & Shipment Details

- Enter the service type; then select the package you will be using for your shipment.

### 4. Billing Details

- Select the billing option from the drop-down menu.
- If applicable, enter the FedEx account number in the "Account no." field and enter your required reference information in the "Your reference" field. If additional reference fields are required, click "More reference fields."
- You may also select optional services, such as: find a drop-off location, schedule a pickup, receive e-mail notification, or find estimated rates and transit times.

### 5. Complete Your Shipment

- Check whether or not you want to save the changes to your shipment profile or add the new contact to your shipment profiles, and click "Ship". At the next screen, confirm your shipment details, and click "Ship" to create your shipping label. Print and affix the label to your shipment. Use FedEx Express packaging for FedEx Express shipments. Use your own packaging for FedEx Ground shipments.
- Go to: <http://www.fedex.com/us/asvm/ship.html>.

## **HOW TO INFORMATION**

### 1. Order Supplies

- To order supplies, go to [www.fedex.com](http://www.fedex.com) and click “Order Supplies” under the Ship tab.
- Enter your user ID and password.
- Select the type of supplies you need.
- Select the quantity of supplies in the drop-down menu and click “Add to Order”.
- Review your order and click “Edit Address” under “Delivery Address”.
- Enter your name and click “Confirm Order.” Supplies will be shipped for arrival in 3 to 5 business days.
- Go to: <http://www.fedex.com/us/asvm/ordersupplies.html>.

### 2. Track the Status of a Package

- To track the status of a package, go to [www.fedex.com](http://www.fedex.com) and enter the tracking number in the “Track” box. Click the “Track” button.
- You will find the current location of your shipment, along with the estimated arrival time.
- Go to: <http://www.fedex.com/us/asvm/track-package.html>.

### 3. Schedule a Pickup

- To schedule a pickup, go to [www.fedex.com](http://www.fedex.com) and click “Schedule a Pickup” under the Ship tab.
- Enter your account information and pickup information.
- Choose which service you will be using to ship your package, and click “Schedule pickup.”
- A confirmation number will be given to you. If the information is correct, click “Ship.”
- Go to: <http://www.fedex.com/us/asvm/schedule-pickup.html>.

### 4. Find a Drop-off Location

- To find a drop-off location, go to [www.fedex.com](http://www.fedex.com) and choose “Find Locations” from the Ship tab or click [here](#).
- Enter the location information either by ZIP code or by address.
- Select the type of location and any additional information you are looking for, and then click “Find Locations.”
- Go to: <http://www.fedex.com/us/asvm/dropoff-locations.html>.

### 5. How Do I Check Our Rates?

- Go to [www.fedex.com](http://www.fedex.com), Under the Ship tab, click “Get Rates & Transit Times” and complete the simple form.

### 6. How Do I Check FedEx Fuel Surcharge Rate?

- Go to <http://www.fedex.com/us/services/fuelsurcharge.html>

# **NASPO VALUEPOINT MASTER CONTRACT NO. BC16018**

FedEx Corporate Services

## **SINGLE NATIONAL CARRIER MBG RATES**

All of the following rates include the Fed Ex  
Money Back Guarantee (MBG)

These MBG rates are 3% lower than the Non-MBG rates.

Express Rates:

From the State of Hawaii to the Continental United States

From the Continental United States to the State of Hawaii

Within the island of Oahu

Intra-State of Hawaii – Between the Islands

For additional shipping rates, fuel surcharges, fees,  
service guide destination and zone charts, go  
to [www.fedex.com](http://www.fedex.com)

For the service guide, click [here](#).

FedEx PRICING FOR SINGLE NATIONAL CARRIER MBG RATES FROM THE STATE OF HAWAII TO THE CONTINENTAL UNITED STATES (ZONE 13-16)

| TYPE                                   | PRIORITY OVERNIGHT | STANDARD OVERNIGHT | 2 DAY    | TYPE                      | PRIORITY OVERNIGHT | STANDARD OVERNIGHT | 2 DAY                    |
|--|--------------------|--------------------|----------|---------------------------|--------------------|--------------------|--------------------------|
| Letter                                 | \$ 10.68           | \$ 10.13           | \$ 10.21 |                           |                    |                    |                          |
| Pak1                                   | \$ 14.83           | \$ 14.09           | \$ 10.98 |                           |                    |                    |                          |
| Pak2                                   | \$ 16.09           | \$ 15.29           | \$ 13.00 |                           |                    |                    |                          |
|  |                    |                    |          |                           |                    |                    |                          |
| 1                                      | \$ 14.83           | \$ 14.09           | \$ 10.98 | 44                        | \$ 69.92           | \$ 66.42           | \$ 60.91                 |
| 2                                      | \$ 16.09           | \$ 15.29           | \$ 13.00 | 45                        | \$ 71.21           | \$ 67.66           | \$ 62.04                 |
| 3                                      | \$ 20.52           | \$ 19.49           | \$ 13.58 | 46                        | \$ 72.12           | \$ 68.52           | \$ 63.32                 |
| 4                                      | \$ 22.25           | \$ 21.14           | \$ 14.32 | 47                        | \$ 73.29           | \$ 69.62           | \$ 64.73                 |
| 5                                      | \$ 23.75           | \$ 22.58           | \$ 14.95 | 48                        | \$ 74.23           | \$ 70.52           | \$ 65.83                 |
| 6                                      | \$ 25.48           | \$ 24.21           | \$ 15.90 | 49                        | \$ 75.86           | \$ 72.06           | \$ 67.13                 |
| 7                                      | \$ 27.12           | \$ 25.76           | \$ 16.72 | 50                        | \$ 77.00           | \$ 73.16           | \$ 68.40                 |
| 8                                      | \$ 28.40           | \$ 26.96           | \$ 17.67 | 51                        | \$ 78.29           | \$ 74.38           | \$ 69.71                 |
| 9                                      | \$ 30.14           | \$ 28.62           | \$ 18.75 | 52                        | \$ 79.68           | \$ 75.71           | \$ 71.15                 |
| 10                                     | \$ 31.77           | \$ 30.18           | \$ 19.90 | 53                        | \$ 80.95           | \$ 76.91           | \$ 72.42                 |
| 11                                     | \$ 33.15           | \$ 31.50           | \$ 21.11 | 54                        | \$ 82.23           | \$ 78.12           | \$ 73.65                 |
| 12                                     | \$ 33.87           | \$ 32.18           | \$ 21.87 | 55                        | \$ 83.29           | \$ 79.11           | \$ 74.73                 |
| 13                                     | \$ 34.77           | \$ 33.02           | \$ 22.65 | 56                        | \$ 84.76           | \$ 80.55           | \$ 76.07                 |
| 14                                     | \$ 35.72           | \$ 33.93           | \$ 23.54 | 57                        | \$ 86.06           | \$ 81.76           | \$ 77.47                 |
| 15                                     | \$ 36.74           | \$ 34.92           | \$ 24.61 | 58                        | \$ 87.69           | \$ 83.31           | \$ 78.64                 |
| 16                                     | \$ 38.14           | \$ 36.22           | \$ 25.75 | 59                        | \$ 88.94           | \$ 84.51           | \$ 79.82                 |
| 17                                     | \$ 39.18           | \$ 37.22           | \$ 26.95 | 60                        | \$ 90.48           | \$ 85.95           | \$ 81.13                 |
| 18                                     | \$ 40.72           | \$ 38.67           | \$ 28.43 | 61                        | \$ 92.10           | \$ 87.50           | \$ 82.22                 |
| 19                                     | \$ 41.74           | \$ 39.65           | \$ 29.74 | 62                        | \$ 93.71           | \$ 89.01           | \$ 83.53                 |
| 20                                     | \$ 44.40           | \$ 42.17           | \$ 30.89 | 63                        | \$ 95.32           | \$ 90.56           | \$ 85.07                 |
| 21                                     | \$ 45.58           | \$ 43.30           | \$ 32.46 | 64                        | \$ 96.86           | \$ 92.02           | \$ 86.39                 |
| 22                                     | \$ 46.62           | \$ 44.29           | \$ 33.84 | 65                        | \$ 96.23           | \$ 91.41           | \$ 87.49                 |
| 23                                     | \$ 47.32           | \$ 44.95           | \$ 35.06 | 66                        | \$ 99.75           | \$ 94.77           | \$ 88.89                 |
| 24                                     | \$ 48.25           | \$ 45.82           | \$ 36.41 | 67                        | \$ 101.37          | \$ 96.29           | \$ 90.26                 |
| 25                                     | \$ 49.15           | \$ 46.69           | \$ 37.69 | 68                        | \$ 103.00          | \$ 97.85           | \$ 91.44                 |
| 26                                     | \$ 49.98           | \$ 47.46           | \$ 38.87 | 69                        | \$ 104.63          | \$ 99.40           | \$ 92.82                 |
| 27                                     | \$ 50.80           | \$ 48.27           | \$ 40.00 | 70                        | \$ 106.12          | \$ 100.81          | \$ 94.09                 |
| 28                                     | \$ 51.83           | \$ 49.24           | \$ 41.44 | 71                        | \$ 107.63          | \$ 102.26          | \$ 95.23                 |
| 29                                     | \$ 52.99           | \$ 50.35           | \$ 42.59 | 72                        | \$ 109.38          | \$ 103.92          | \$ 96.79                 |
| 30                                     | \$ 53.92           | \$ 51.21           | \$ 43.67 | 73                        | \$ 110.64          | \$ 105.10          | \$ 98.11                 |
| 31                                     | \$ 54.85           | \$ 52.13           | \$ 44.99 | 74                        | \$ 112.16          | \$ 106.55          | \$ 99.52                 |
| 32                                     | \$ 56.01           | \$ 53.22           | \$ 46.18 | 75                        | \$ 114.03          | \$ 108.30          | \$ 100.66                |
| 33                                     | \$ 57.17           | \$ 54.31           | \$ 47.33 | 76                        | \$ 115.52          | \$ 109.74          | \$ 101.85                |
| 34                                     | \$ 58.24           | \$ 55.33           | \$ 48.57 | 77                        | \$ 117.04          | \$ 111.22          | \$ 103.48                |
| 35                                     | \$ 59.36           | \$ 56.41           | \$ 49.89 | 78                        | \$ 118.55          | \$ 112.62          | \$ 104.56                |
| 36                                     | \$ 60.65           | \$ 57.62           | \$ 50.98 | 79                        | \$ 120.27          | \$ 114.25          | \$ 105.86                |
| 37                                     | \$ 61.57           | \$ 58.51           | \$ 52.39 | 80                        | \$ 121.91          | \$ 115.82          | \$ 107.23                |
| 38                                     | \$ 62.74           | \$ 59.60           | \$ 53.50 | 81                        | \$ 123.41          | \$ 117.23          | \$ 108.44                |
| 39                                     | \$ 64.02           | \$ 60.82           | \$ 54.79 | 82                        | \$ 125.97          | \$ 119.68          | \$ 109.81                |
| 40                                     | \$ 65.20           | \$ 61.94           | \$ 56.06 | 83                        | \$ 127.36          | \$ 120.99          | \$ 111.14                |
| 41                                     | \$ 66.58           | \$ 63.24           | \$ 57.19 | 84                        | \$ 128.64          | \$ 122.23          | \$ 112.34                |
| 42                                     | \$ 67.62           | \$ 64.23           | \$ 58.45 | 85                        | \$ 130.36          | \$ 123.85          | \$ 113.63                |
| 43                                     | \$ 68.68           | \$ 65.24           | \$ 59.87 | 86                        | \$ 131.67          | \$ 125.07          | \$ 114.92                |
| NASPO VALUEPOINT SMALL PACKAGE SERVICE |                    |                    | 12       | SPO PL Contract No. 16-19 |                    |                    |                          |
|  |                    |                    |          |                           |                    |                    | 01/10/2017 TO 11/27/2021 |

FedEx PRICING FOR SINGLE NATIONAL CARRIER MBG RATES FROM THE STATE OF HAWAII TO THE CONTINENTAL UNITED STATES (ZONE 13-16)

| TYPE                                   | PRIORTIY OVERNIGHT | STANDARD OVERNIGHT | 2 DAY    | TYPE | PRIORTIY OVERNIGHT        | STANDARD OVERNIGHT | 2 DAY     |
|--|--------------------|--------------------|----------|------|---------------------------|--------------------|-----------|
| 87                                     | \$ 133.29          | \$ 126.61          | \$116.19 | 119  | \$ 183.61                 | \$ 174.31          | \$ 158.33 |
| 88                                     | \$ 134.93          | \$ 128.17          | \$117.49 | 120  | \$ 185.16                 | \$ 175.76          | \$ 159.67 |
| 89                                     | \$ 136.28          | \$ 129.46          | \$118.79 | 121  | \$ 186.71                 | \$ 177.23          | \$ 160.99 |
| 90                                     | \$ 138.02          | \$ 131.13          | \$120.17 | 122  | \$ 188.25                 | \$ 178.69          | \$ 162.33 |
| 91                                     | \$ 140.57          | \$ 133.54          | \$121.57 | 123  | \$ 189.80                 | \$ 180.16          | \$ 163.66 |
| 92                                     | \$ 142.21          | \$ 135.09          | \$122.85 | 124  | \$ 191.32                 | \$ 181.63          | \$ 164.98 |
| 93                                     | \$ 143.85          | \$ 136.67          | \$124.16 | 125  | \$ 192.88                 | \$ 183.09          | \$ 166.32 |
| 94                                     | \$ 145.59          | \$ 138.33          | \$125.46 | 126  | \$ 194.42                 | \$ 184.56          | \$ 167.64 |
| 95                                     | \$ 147.08          | \$ 139.73          | \$126.72 | 127  | \$ 195.95                 | \$ 186.02          | \$ 168.99 |
| 96                                     | \$ 148.61          | \$ 141.17          | \$127.99 | 128  | \$ 197.51                 | \$ 187.48          | \$ 170.30 |
| 97                                     | \$ 149.98          | \$ 142.47          | \$129.20 | 129  | \$ 199.04                 | \$ 188.94          | \$ 171.64 |
| 98                                     | \$ 151.39          | \$ 143.81          | \$130.39 | 130  | \$ 200.60                 | \$ 190.43          | \$ 172.96 |
| 99                                     | \$ 153.00          | \$ 145.37          | \$131.00 | 131  | \$ 202.13                 | \$ 191.88          | \$ 174.31 |
| 100                                    | \$ 153.00          | \$ 146.00          | \$131.00 | 132  | \$ 203.67                 | \$ 193.34          | \$ 175.64 |
| 101                                    | \$ 155.84          | \$ 147.93          | \$134.38 | 133  | \$ 205.22                 | \$ 194.82          | \$ 176.96 |
| 102                                    | \$ 157.38          | \$ 149.41          | \$135.71 | 134  | \$ 206.77                 | \$ 196.27          | \$ 178.29 |
| 103                                    | \$ 158.92          | \$ 150.86          | \$137.06 | 135  | \$ 208.30                 | \$ 197.73          | \$ 179.63 |
| 104                                    | \$ 160.47          | \$ 152.32          | \$138.38 | 136  | \$ 209.85                 | \$ 199.21          | \$ 180.96 |
| 105                                    | \$ 162.02          | \$ 153.81          | \$139.69 | 137  | \$ 211.39                 | \$ 200.67          | \$ 182.29 |
| 106                                    | \$ 163.55          | \$ 155.26          | \$141.04 | 138  | \$ 212.95                 | \$ 202.13          | \$ 183.61 |
| 107                                    | \$ 165.11          | \$ 156.72          | \$142.36 | 139  | \$ 214.48                 | \$ 203.60          | \$ 184.96 |
| 108                                    | \$ 166.64          | \$ 158.19          | \$143.70 | 140  | \$ 216.01                 | \$ 205.06          | \$ 186.28 |
| 109                                    | \$ 168.18          | \$ 159.66          | \$145.02 | 141  | \$ 217.56                 | \$ 206.52          | \$ 187.61 |
| 110                                    | \$ 169.72          | \$ 161.10          | \$146.37 | 142  | \$ 219.11                 | \$ 208.00          | \$ 188.93 |
| 111                                    | \$ 171.27          | \$ 162.59          | \$147.69 | 143  | \$ 220.66                 | \$ 209.45          | \$ 190.26 |
| 112                                    | \$ 172.82          | \$ 164.06          | \$149.02 | 144  | \$ 222.20                 | \$ 210.93          | \$ 191.60 |
| 113                                    | \$ 174.37          | \$ 165.50          | \$150.35 | 145  | \$ 223.73                 | \$ 212.39          | \$ 192.93 |
| 114                                    | \$ 175.90          | \$ 166.98          | \$151.68 | 146  | \$ 225.28                 | \$ 213.84          | \$ 194.27 |
| 115                                    | \$ 177.45          | \$ 168.44          | \$153.01 | 147  | \$ 226.82                 | \$ 215.32          | \$ 195.59 |
| 116                                    | \$ 178.98          | \$ 169.91          | \$154.34 | 148  | \$ 228.37                 | \$ 216.79          | \$ 196.93 |
| 117                                    | \$ 180.54          | \$ 171.36          | \$155.67 | 149  | \$ 229.91                 | \$ 218.24          | \$ 198.25 |
| 118                                    | \$ 182.08          | \$ 172.84          | \$157.01 | 150  | \$ 231.45                 | \$ 219.71          | \$ 199.58 |
|  |                    |                    |          |      |                           |                    |           |
| HUNDREDWEIGHT PER LB                   |                    |                    |          |      |                           |                    |           |
| 100-499                                | \$ 1.53            | \$ 1.46            | \$ 1.31  |      |                           |                    |           |
| 500-999                                | \$ 1.53            | \$ 1.46            | \$ 1.31  |      |                           |                    |           |
| 1000-1999                              | \$ 1.53            | \$ 1.46            | \$ 1.31  |      |                           |                    |           |
| 2000-99999                             | \$ 1.53            | \$ 1.46            | \$ 1.31  |      |                           |                    |           |
|  |                    |                    |          |      |                           |                    |           |
|  |                    |                    |          |      |                           |                    |           |
|  |                    |                    |          |      |                           |                    |           |
|  |                    |                    |          |      |                           |                    |           |
|  |                    |                    |          |      |                           |                    |           |
|  |                    |                    |          |      |                           |                    |           |
|  |                    |                    |          |      |                           |                    |           |
|  |                    |                    |          |      |                           |                    |           |
|  |                    |                    |          |      |                           |                    |           |
|  |                    |                    |          |      |                           |                    |           |
| NASPO VALUEPOINT SMALL PACKAGE SERVICE |                    |                    |          | 13   | SPO PL Contract No. 16-19 |                    |           |
| 01/10/2017 TO 11/27/2021               |                    |                    |          |      |                           |                    |           |

FedEx PRICING FOR SINGLE NATIONAL CARRIER MBG RATES FROM THE CONTINENTAL UNITED STATES TO THE STATE OF HAWAII (ZONE 9-10)

| TYPE                                   | PRIORITY OVERNIGHT | STANDARD OVERNIGHT | 2 DAY    | TYPE                      | PRIORITY OVERNIGHT | STANDARD OVERNIGHT | 2 DAY                    |
|--|--------------------|--------------------|----------|---------------------------|--------------------|--------------------|--------------------------|
| Letter                                 | \$ 10.17           | \$ 9.66            | \$ 8.83  |                           |                    |                    |                          |
| Pak1                                   | \$ 14.72           | \$ 14.00           | \$ 10.11 |                           |                    |                    |                          |
| Pak2                                   | \$ 16.41           | \$ 15.59           | \$ 11.32 |                           |                    |                    |                          |
|  |                    |                    |          |                           |                    |                    |                          |
| 1                                      | \$ 14.72           | \$ 14.00           | \$ 10.11 | 44                        | \$ 69.22           | \$ 65.76           | \$ 60.50                 |
| 2                                      | \$ 16.41           | \$ 15.59           | \$ 11.32 | 45                        | \$ 70.34           | \$ 66.83           | \$ 61.40                 |
| 3                                      | \$ 17.95           | \$ 17.04           | \$ 12.63 | 46                        | \$ 71.66           | \$ 68.08           | \$ 62.87                 |
| 4                                      | \$ 19.59           | \$ 18.60           | \$ 13.80 | 47                        | \$ 72.63           | \$ 69.01           | \$ 64.08                 |
| 5                                      | \$ 21.50           | \$ 20.43           | \$ 14.96 | 48                        | \$ 73.96           | \$ 70.25           | \$ 65.16                 |
| 6                                      | \$ 23.12           | \$ 21.97           | \$ 15.87 | 49                        | \$ 75.04           | \$ 71.28           | \$ 66.38                 |
| 7                                      | \$ 24.55           | \$ 23.33           | \$ 16.58 | 50                        | \$ 76.14           | \$ 72.33           | \$ 67.45                 |
| 8                                      | \$ 25.86           | \$ 24.56           | \$ 17.43 | 51                        | \$ 77.44           | \$ 73.57           | \$ 68.62                 |
| 9                                      | \$ 27.63           | \$ 26.25           | \$ 18.68 | 52                        | \$ 78.80           | \$ 74.86           | \$ 69.83                 |
| 10                                     | \$ 29.17           | \$ 27.72           | \$ 20.20 | 53                        | \$ 80.09           | \$ 76.10           | \$ 70.69                 |
| 11                                     | \$ 30.95           | \$ 29.41           | \$ 21.39 | 54                        | \$ 81.77           | \$ 77.68           | \$ 71.72                 |
| 12                                     | \$ 32.24           | \$ 30.63           | \$ 22.18 | 55                        | \$ 82.98           | \$ 78.84           | \$ 72.82                 |
| 13                                     | \$ 33.79           | \$ 32.10           | \$ 22.93 | 56                        | \$ 84.67           | \$ 80.45           | \$ 74.11                 |
| 14                                     | \$ 35.43           | \$ 33.66           | \$ 23.82 | 57                        | \$ 86.02           | \$ 81.72           | \$ 75.48                 |
| 15                                     | \$ 36.75           | \$ 34.91           | \$ 24.88 | 58                        | \$ 87.54           | \$ 83.17           | \$ 76.63                 |
| 16                                     | \$ 37.70           | \$ 35.81           | \$ 25.94 | 59                        | \$ 89.04           | \$ 84.59           | \$ 77.87                 |
| 17                                     | \$ 38.52           | \$ 36.61           | \$ 27.18 | 60                        | \$ 90.69           | \$ 86.16           | \$ 78.84                 |
| 18                                     | \$ 39.47           | \$ 37.49           | \$ 28.74 | 61                        | \$ 92.31           | \$ 87.68           | \$ 80.11                 |
| 19                                     | \$ 40.75           | \$ 38.72           | \$ 30.09 | 62                        | \$ 94.11           | \$ 89.42           | \$ 81.50                 |
| 20                                     | \$ 41.59           | \$ 39.51           | \$ 31.13 | 63                        | \$ 95.90           | \$ 91.12           | \$ 83.06                 |
| 21                                     | \$ 42.53           | \$ 40.41           | \$ 32.55 | 64                        | \$ 97.49           | \$ 92.61           | \$ 84.17                 |
| 22                                     | \$ 43.50           | \$ 41.31           | \$ 33.81 | 65                        | \$ 99.04           | \$ 94.10           | \$ 85.71                 |
| 23                                     | \$ 44.70           | \$ 42.44           | \$ 35.05 | 66                        | \$ 100.86          | \$ 95.80           | \$ 89.18                 |
| 24                                     | \$ 45.51           | \$ 43.22           | \$ 36.30 | 67                        | \$ 102.30          | \$ 97.19           | \$ 88.42                 |
| 25                                     | \$ 46.92           | \$ 44.56           | \$ 37.55 | 68                        | \$ 103.88          | \$ 98.70           | \$ 89.53                 |
| 26                                     | \$ 47.64           | \$ 45.25           | \$ 38.56 | 69                        | \$ 105.32          | \$ 100.06          | \$ 91.06                 |
| 27                                     | \$ 48.97           | \$ 46.53           | \$ 39.82 | 70                        | \$ 106.89          | \$ 101.53          | \$ 92.09                 |
| 28                                     | \$ 49.81           | \$ 47.32           | \$ 41.07 | 71                        | \$ 108.34          | \$ 102.93          | \$ 93.34                 |
| 29                                     | \$ 50.89           | \$ 48.33           | \$ 42.11 | 72                        | \$ 110.27          | \$ 104.76          | \$ 94.67                 |
| 30                                     | \$ 52.12           | \$ 49.49           | \$ 43.43 | 73                        | \$ 112.18          | \$ 106.56          | \$ 95.76                 |
| 31                                     | \$ 53.19           | \$ 50.53           | \$ 44.50 | 74                        | \$ 114.04          | \$ 108.32          | \$ 97.26                 |
| 32                                     | \$ 54.40           | \$ 51.68           | \$ 45.94 | 75                        | \$ 115.69          | \$ 109.90          | \$ 98.54                 |
| 33                                     | \$ 55.62           | \$ 52.83           | \$ 47.20 | 76                        | \$ 117.51          | \$ 111.64          | \$ 99.56                 |
| 34                                     | \$ 56.92           | \$ 54.06           | \$ 48.41 | 77                        | \$ 119.17          | \$ 113.22          | \$ 100.82                |
| 35                                     | \$ 58.03           | \$ 55.12           | \$ 49.71 | 78                        | \$ 120.79          | \$ 114.74          | \$ 101.61                |
| 36                                     | \$ 59.23           | \$ 56.25           | \$ 50.85 | 79                        | \$ 122.47          | \$ 116.35          | \$ 103.29                |
| 37                                     | \$ 60.32           | \$ 57.28           | \$ 52.17 | 80                        | \$ 124.14          | \$ 117.95          | \$ 104.58                |
| 38                                     | \$ 61.73           | \$ 58.66           | \$ 53.36 | 81                        | \$ 125.83          | \$ 119.54          | \$ 105.66                |
| 39                                     | \$ 62.96           | \$ 59.83           | \$ 54.64 | 82                        | \$ 127.41          | \$ 121.03          | \$ 107.06                |
| 40                                     | \$ 64.28           | \$ 61.06           | \$ 55.68 | 83                        | \$ 129.24          | \$ 122.77          | \$ 108.31                |
| 41                                     | \$ 65.63           | \$ 62.34           | \$ 56.93 | 84                        | \$ 131.04          | \$ 124.48          | \$ 109.37                |
| 42                                     | \$ 66.97           | \$ 63.61           | \$ 58.27 | 85                        | \$ 131.92          | \$ 125.33          | \$ 110.57                |
| 43                                     | \$ 68.30           | \$ 64.89           | \$ 59.31 | 86                        | \$ 134.29          | \$ 127.56          | \$ 111.87                |
| NASPO VALUEPOINT SMALL PACKAGE SERVICE |                    |                    | 14       | SPO PL Contract No. 16-19 |                    |                    |                          |
|  |                    |                    |          |                           |                    |                    | 01/10/2017 TO 11/27/2021 |

FedEx PRICING FOR SINGLE NATIONAL CARRIER MBG RATES FROM THE CONTINENTAL UNITED STATES TO THE STATE OF HAWAII (ZONE 9-10)

| TYPE                                   | PRIORITY OVERNIGHT | STANDARD OVERNIGHT | 2 DAY     | TYPE | PRIORITY OVERNIGHT | STANDARD OVERNIGHT | 2 DAY                     |
|--|--------------------|--------------------|-----------|------|--------------------|--------------------|---------------------------|
| 87                                     | \$ 135.86          | \$ 129.05          | \$ 112.94 | 119  | \$ 184.57          | \$ 175.34          | \$ 153.35                 |
| 88                                     | \$ 137.17          | \$ 130.32          | \$ 114.21 | 120  | \$ 186.11          | \$ 176.82          | \$ 154.65                 |
| 89                                     | \$ 138.49          | \$ 131.57          | \$ 115.60 | 121  | \$ 187.67          | \$ 178.29          | \$ 155.93                 |
| 90                                     | \$ 139.95          | \$ 132.94          | \$ 116.88 | 122  | \$ 189.23          | \$ 179.75          | \$ 157.22                 |
| 91                                     | \$ 141.75          | \$ 134.67          | \$ 118.13 | 123  | \$ 190.78          | \$ 181.25          | \$ 158.51                 |
| 92                                     | \$ 142.57          | \$ 135.44          | \$ 119.35 | 124  | \$ 192.33          | \$ 182.71          | \$ 159.79                 |
| 93                                     | \$ 145.04          | \$ 137.78          | \$ 120.49 | 125  | \$ 193.87          | \$ 184.19          | \$ 161.08                 |
| 94                                     | \$ 146.95          | \$ 139.60          | \$ 121.86 | 126  | \$ 195.42          | \$ 185.64          | \$ 162.38                 |
| 95                                     | \$ 148.37          | \$ 140.95          | \$ 122.87 | 127  | \$ 196.98          | \$ 187.13          | \$ 163.66                 |
| 96                                     | \$ 149.99          | \$ 142.47          | \$ 124.19 | 128  | \$ 198.53          | \$ 188.60          | \$ 164.94                 |
| 97                                     | \$ 151.42          | \$ 143.84          | \$ 125.36 | 129  | \$ 200.08          | \$ 190.08          | \$ 166.24                 |
| 98                                     | \$ 152.98          | \$ 145.31          | \$ 126.43 | 130  | \$ 201.62          | \$ 191.55          | \$ 167.53                 |
| 99                                     | \$ 153.00          | \$ 146.59          | \$ 127.00 | 131  | \$ 203.19          | \$ 193.03          | \$ 168.80                 |
| 100                                    | \$ 153.00          | \$ 147.00          | \$ 127.00 | 132  | \$ 204.74          | \$ 194.49          | \$ 170.10                 |
| 101                                    | \$ 156.65          | \$ 148.81          | \$ 130.14 | 133  | \$ 206.30          | \$ 195.98          | \$ 171.41                 |
| 102                                    | \$ 158.19          | \$ 150.30          | \$ 131.44 | 134  | \$ 207.83          | \$ 197.44          | \$ 172.68                 |
| 103                                    | \$ 159.74          | \$ 151.76          | \$ 132.74 | 135  | \$ 209.37          | \$ 198.92          | \$ 173.99                 |
| 104                                    | \$ 161.31          | \$ 153.24          | \$ 134.01 | 136  | \$ 210.94          | \$ 200.39          | \$ 175.27                 |
| 105                                    | \$ 162.86          | \$ 154.71          | \$ 135.32 | 137  | \$ 212.48          | \$ 201.86          | \$ 176.55                 |
| 106                                    | \$ 164.41          | \$ 156.18          | \$ 136.61 | 138  | \$ 214.05          | \$ 203.33          | \$ 177.85                 |
| 107                                    | \$ 165.95          | \$ 157.64          | \$ 137.89 | 139  | \$ 215.59          | \$ 204.82          | \$ 179.13                 |
| 108                                    | \$ 167.51          | \$ 159.14          | \$ 139.17 | 140  | \$ 217.15          | \$ 206.30          | \$ 180.43                 |
| 109                                    | \$ 169.07          | \$ 160.60          | \$ 140.47 | 141  | \$ 218.69          | \$ 207.75          | \$ 181.71                 |
| 110                                    | \$ 170.61          | \$ 162.08          | \$ 141.75 | 142  | \$ 220.25          | \$ 209.24          | \$ 183.00                 |
| 111                                    | \$ 172.16          | \$ 163.54          | \$ 143.03 | 143  | \$ 221.79          | \$ 210.70          | \$ 184.29                 |
| 112                                    | \$ 173.70          | \$ 165.03          | \$ 144.35 | 144  | \$ 223.35          | \$ 212.18          | \$ 185.57                 |
| 113                                    | \$ 175.27          | \$ 166.50          | \$ 145.62 | 145  | \$ 224.91          | \$ 213.65          | \$ 186.87                 |
| 114                                    | \$ 176.82          | \$ 167.98          | \$ 146.91 | 146  | \$ 226.44          | \$ 215.13          | \$ 188.15                 |
| 115                                    | \$ 178.37          | \$ 169.45          | \$ 148.21 | 147  | \$ 228.00          | \$ 216.60          | \$ 189.44                 |
| 116                                    | \$ 179.92          | \$ 170.91          | \$ 149.48 | 148  | \$ 229.55          | \$ 218.07          | \$ 190.74                 |
| 117                                    | \$ 181.46          | \$ 172.39          | \$ 150.78 | 149  | \$ 231.11          | \$ 219.54          | \$ 192.02                 |
| 118                                    | \$ 183.02          | \$ 173.87          | \$ 152.06 | 150  | \$ 232.66          | \$ 221.03          | \$ 193.31                 |
| <b>HUNDREDWEIGHT PER LB</b>            |                    |                    |           |      |                    |                    |                           |
| 100-499                                | \$ 1.53            | \$ 1.47            | \$ 1.27   |      |                    |                    |                           |
| 500-999                                | \$ 1.53            | \$ 1.47            | \$ 1.27   |      |                    |                    |                           |
| 1000-1999                              | \$ 1.53            | \$ 1.47            | \$ 1.27   |      |                    |                    |                           |
| 2000-99999                             | \$ 1.53            | \$ 1.47            | \$ 1.27   |      |                    |                    |                           |
|  |                    |                    |           |      |                    |                    |                           |
|  |                    |                    |           |      |                    |                    |                           |
|  |                    |                    |           |      |                    |                    |                           |
|  |                    |                    |           |      |                    |                    |                           |
|  |                    |                    |           |      |                    |                    |                           |
|  |                    |                    |           |      |                    |                    |                           |
|  |                    |                    |           |      |                    |                    |                           |
|  |                    |                    |           |      |                    |                    |                           |
|  |                    |                    |           |      |                    |                    |                           |
|  |                    |                    |           |      |                    |                    |                           |
|  |                    |                    |           |      |                    |                    |                           |
|  |                    |                    |           |      |                    |                    |                           |
| NASPO VALUEPOINT SMALL PACKAGE SERVICE |                    |                    | 15        |      |                    |                    | SPO PL Contract No. 16-19 |
|  |                    |                    |           |      |                    |                    | 01/10/2017 TO 11/27/2021  |

FedEx GROUND PRICING FOR SINGLE NATIONAL CARRIER MBG RATES WITHIN THE ISLAND OF OAHU

| LBS | ZONE 14  | LBS | ZONE 14  | LBS | ZONE 14  | LBS | ZONE 14  |
|-----|----------|-----|----------|-----|----------|-----|----------|
| 1   | \$ 3.81  | 46  | \$ 10.50 | 91  | \$ 24.74 | 136 | \$ 47.24 |
| 2   | \$ 3.85  | 47  | \$ 10.62 | 92  | \$ 25.24 | 137 | \$ 47.72 |
| 3   | \$ 3.88  | 48  | \$ 10.81 | 93  | \$ 25.73 | 138 | \$ 48.21 |
| 4   | \$ 3.93  | 49  | \$ 10.98 | 94  | \$ 26.24 | 139 | \$ 48.71 |
| 5   | \$ 3.97  | 50  | \$ 11.14 | 95  | \$ 26.73 | 140 | \$ 49.22 |
| 6   | \$ 4.07  | 51  | \$ 11.31 | 96  | \$ 27.24 | 141 | \$ 49.71 |
| 7   | \$ 4.23  | 52  | \$ 11.49 | 97  | \$ 27.73 | 142 | \$ 50.20 |
| 8   | \$ 4.39  | 53  | \$ 11.65 | 98  | \$ 28.24 | 143 | \$ 50.71 |
| 9   | \$ 4.53  | 54  | \$ 11.84 | 99  | \$ 28.74 | 144 | \$ 51.21 |
| 10  | \$ 4.69  | 55  | \$ 12.02 | 100 | \$ 29.24 | 145 | \$ 51.73 |
| 11  | \$ 4.84  | 56  | \$ 12.19 | 101 | \$ 29.72 | 146 | \$ 52.21 |
| 12  | \$ 5.04  | 57  | \$ 12.36 | 102 | \$ 30.22 | 147 | \$ 52.70 |
| 13  | \$ 5.18  | 58  | \$ 12.54 | 103 | \$ 30.73 | 148 | \$ 53.20 |
| 14  | \$ 5.38  | 59  | \$ 12.69 | 104 | \$ 31.24 | 149 | \$ 53.71 |
| 15  | \$ 5.53  | 60  | \$ 12.87 | 105 | \$ 31.73 | 150 | \$ 54.21 |
| 16  | \$ 5.67  | 61  | \$ 13.05 | 106 | \$ 32.23 |     |          |
| 17  | \$ 5.84  | 62  | \$ 13.21 | 107 | \$ 32.74 |     |          |
| 18  | \$ 6.00  | 63  | \$ 13.38 | 108 | \$ 33.24 |     |          |
| 19  | \$ 6.20  | 64  | \$ 13.56 | 109 | \$ 33.73 |     |          |
| 20  | \$ 6.37  | 65  | \$ 13.74 | 110 | \$ 34.23 |     |          |
| 21  | \$ 6.53  | 66  | \$ 13.90 | 111 | \$ 34.72 |     |          |
| 22  | \$ 6.69  | 67  | \$ 14.09 | 112 | \$ 35.23 |     |          |
| 23  | \$ 6.87  | 68  | \$ 14.26 | 113 | \$ 35.73 |     |          |
| 24  | \$ 7.06  | 69  | \$ 14.43 | 114 | \$ 36.23 |     |          |
| 25  | \$ 7.25  | 70  | \$ 14.60 | 115 | \$ 36.73 |     |          |
| 26  | \$ 7.44  | 71  | \$ 14.78 | 116 | \$ 37.22 |     |          |
| 27  | \$ 7.62  | 72  | \$ 15.25 | 117 | \$ 37.73 |     |          |
| 28  | \$ 7.81  | 73  | \$ 15.75 | 118 | \$ 38.23 |     |          |
| 29  | \$ 8.00  | 74  | \$ 16.25 | 119 | \$ 38.73 |     |          |
| 30  | \$ 8.16  | 75  | \$ 16.76 | 120 | \$ 39.23 |     |          |
| 31  | \$ 8.33  | 76  | \$ 17.26 | 121 | \$ 39.72 |     |          |
| 32  | \$ 8.48  | 77  | \$ 17.75 | 122 | \$ 40.25 |     |          |
| 33  | \$ 8.61  | 78  | \$ 18.25 | 123 | \$ 40.74 |     |          |
| 34  | \$ 8.77  | 79  | \$ 18.75 | 124 | \$ 41.23 |     |          |
| 35  | \$ 8.91  | 80  | \$ 19.25 | 125 | \$ 41.72 |     |          |
| 36  | \$ 9.07  | 81  | \$ 19.74 | 126 | \$ 42.24 |     |          |
| 37  | \$ 9.21  | 82  | \$ 20.25 | 127 | \$ 42.73 |     |          |
| 38  | \$ 9.36  | 83  | \$ 20.76 | 128 | \$ 43.24 |     |          |
| 39  | \$ 9.50  | 84  | \$ 21.25 | 129 | \$ 43.71 |     |          |
| 40  | \$ 9.65  | 85  | \$ 21.76 | 130 | \$ 44.23 |     |          |
| 41  | \$ 9.78  | 86  | \$ 22.25 | 131 | \$ 44.73 |     |          |
| 42  | \$ 9.94  | 87  | \$ 22.73 | 132 | \$ 45.23 |     |          |
| 43  | \$ 10.05 | 88  | \$ 23.24 | 133 | \$ 45.71 |     |          |
| 44  | \$ 10.22 | 89  | \$ 23.74 | 134 | \$ 46.22 |     |          |
| 45  | \$ 10.35 | 90  | \$ 24.25 | 135 | \$ 46.70 |     |          |



| Intra-Hawaii - Within Islands   |          |     |          |     |          |     |          |
|---|----------|-----|----------|-----|----------|-----|----------|
| Priority Overnight - Next Day By 5:00 pm  |          |     |          |     |          |     |          |
| FedEx Envelope up to 8 oz. - \$7.00 / FedEx Express Intra-Hawaii (within Islands) |          |     |          |     |          |     |          |
| LBS   | Rate     | LBS | Rate     | LBS | Rate     | LBS | Rate     |
| Letter  | \$ 7.00  | 38  | \$ 15.75 | 76  | \$ 25.25 | 114 | \$ 34.75 |
| 1   | \$ 7.00  | 39  | \$ 16.00 | 77  | \$ 25.50 | 115 | \$ 35.00 |
| 2   | \$ 7.00  | 40  | \$ 16.25 | 78  | \$ 25.75 | 116 | \$ 35.25 |
| 3   | \$ 7.00  | 41  | \$ 16.50 | 79  | \$ 26.00 | 117 | \$ 35.50 |
| 4   | \$ 7.00  | 42  | \$ 16.75 | 80  | \$ 26.25 | 118 | \$ 35.75 |
| 5   | \$ 7.50  | 43  | \$ 17.00 | 81  | \$ 26.50 | 119 | \$ 36.00 |
| 6   | \$ 7.75  | 44  | \$ 17.25 | 82  | \$ 26.75 | 120 | \$ 36.25 |
| 7   | \$ 8.00  | 45  | \$ 17.50 | 83  | \$ 27.00 | 121 | \$ 36.50 |
| 8   | \$ 8.25  | 46  | \$ 17.75 | 84  | \$ 27.25 | 122 | \$ 36.75 |
| 9   | \$ 8.50  | 47  | \$ 18.00 | 85  | \$ 27.50 | 123 | \$ 37.00 |
| 10  | \$ 8.75  | 48  | \$ 18.25 | 86  | \$ 27.75 | 124 | \$ 37.25 |
| 11  | \$ 9.00  | 49  | \$ 18.50 | 87  | \$ 28.00 | 125 | \$ 37.50 |
| 12  | \$ 9.25  | 50  | \$ 18.75 | 88  | \$ 28.25 | 126 | \$ 37.75 |
| 13  | \$ 9.50  | 51  | \$ 19.00 | 89  | \$ 28.50 | 127 | \$ 38.00 |
| 14  | \$ 9.75  | 52  | \$ 19.25 | 90  | \$ 28.75 | 128 | \$ 38.25 |
| 15  | \$ 10.00 | 53  | \$ 19.50 | 91  | \$ 29.00 | 129 | \$ 38.50 |
| 16  | \$ 10.25 | 54  | \$ 19.75 | 92  | \$ 29.25 | 130 | \$ 38.75 |
| 17  | \$ 10.50 | 55  | \$ 20.00 | 93  | \$ 29.50 | 131 | \$ 39.00 |
| 18  | \$ 10.75 | 56  | \$ 20.25 | 94  | \$ 29.75 | 132 | \$ 39.25 |
| 19  | \$ 11.00 | 57  | \$ 20.50 | 95  | \$ 30.00 | 133 | \$ 39.50 |
| 20  | \$ 11.25 | 58  | \$ 20.75 | 96  | \$ 30.25 | 134 | \$ 39.75 |
| 21  | \$ 11.50 | 59  | \$ 21.00 | 97  | \$ 30.50 | 135 | \$ 40.00 |
| 22  | \$ 11.75 | 60  | \$ 21.25 | 98  | \$ 30.75 | 136 | \$ 40.25 |
| 23  | \$ 12.00 | 61  | \$ 21.50 | 99  | \$ 31.00 | 137 | \$ 40.50 |
| 24  | \$ 12.25 | 62  | \$ 21.75 | 100 | \$ 31.25 | 138 | \$ 40.75 |
| 25  | \$ 12.50 | 63  | \$ 22.00 | 101 | \$ 31.50 | 139 | \$ 41.00 |
| 26  | \$ 12.75 | 64  | \$ 22.25 | 102 | \$ 31.75 | 140 | \$ 41.25 |
| 27  | \$ 13.00 | 65  | \$ 22.50 | 103 | \$ 32.00 | 141 | \$ 41.50 |
| 28  | \$ 13.25 | 66  | \$ 22.75 | 104 | \$ 32.25 | 142 | \$ 41.75 |
| 29  | \$ 13.50 | 67  | \$ 23.00 | 105 | \$ 32.50 | 143 | \$ 42.00 |
| 30  | \$ 13.75 | 68  | \$ 23.25 | 106 | \$ 32.75 | 144 | \$ 42.25 |
| 31  | \$ 14.00 | 69  | \$ 23.50 | 107 | \$ 33.00 | 145 | \$ 42.50 |
| 32  | \$ 14.25 | 70  | \$ 23.75 | 108 | \$ 33.25 | 146 | \$ 42.75 |
| 33  | \$ 14.50 | 71  | \$ 24.00 | 109 | \$ 33.50 | 147 | \$ 43.00 |
| 34  | \$ 14.75 | 72  | \$ 24.25 | 110 | \$ 33.75 | 148 | \$ 43.25 |
| 35  | \$ 15.00 | 73  | \$ 24.50 | 111 | \$ 34.00 | 149 | \$ 43.50 |
| 36  | \$ 15.25 | 74  | \$ 24.75 | 112 | \$ 34.25 | 150 | \$ 43.75 |
| 37  | \$ 15.50 | 75  | \$ 25.00 | 113 | \$ 34.50 |     |          |
| <b>Hundredweight Pricing</b>  |          |     |          |     |          |     |          |
| 100-150   | \$ 0.31  |     |          |     |          |     |          |
| 151+  | \$ 0.29  |     |          |     |          |     |          |