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**Source Graphics**  
 1530 N. Harmony Circle Anaheim, CA 92807  
 Phone: (800)791-9042  
[www.sourcegraphics.com](http://www.sourcegraphics.com)

# PROPOSAL

Date	Quote #
01/15/20	AAAQ62221

**Bill To:** Mount Diablo Unified School District  
 Joseph Alvarico  
 755 Oak Grove Road  
 Concord, CA 94518

**Phone:** (925)848-8846  
**Fax:**  
**Email:** alvaricoj@mdusd.org

**Ship To:** Mount Diablo Unified School District  
 Joseph Alvarico  
 755 Oak Grove Road  
 Concord, CA 94518

**Phone:** (925)848-8846  
**Fax:**  
**Email:** alvaricoj@mdusd.org

**For further info please contact your sales rep:**

**Rep:** Hoang Van  
**Phone:** 714-701-1500 x107  
**Fax:** 714-701-1505  
**Email:** hoang.v@sourcegraphics.com

Terms	P.O. Number	Ship Via	FOB
NET 30	TBD	FedEx	

Ln #	Part #	Description	Qty	Unit Price	Ext. Price
1	PRT-PKG-F3-WS-C COMPLETE	Form 3 Wholesale Package: Includes (Printer, Resin Tank, Build Platform, and Finishing Kit) 1 Form Wash 1 Form Cure 1 Year Pro Service Plan PreForm Software	2	\$4,999.00	\$9,998.00
2		Educational Discount			-\$549.89

SubTotal	\$9,448.11
Sales Tax	\$826.71
Shipping	\$0.00
<b>Total</b>	<b>\$10,274.82</b>

FREIGHT IS INCLUDED FOR ALL DOCK TO DOCK SHIPMENTS. IF A LIFTGATE OR OTHER SPECIAL EQUIPMENT IS NEEDED TO COMPLETE DELIVERY, ADDITIONAL CHARGES WILL APPLY.

## Carolann V. Ianora

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**From:** Hoang Van <hoang.v@sourcegraphics.com>  
**Sent:** Tuesday, June 16, 2020 10:19 AM  
**To:** Carolann V. Ianora  
**Cc:** Laura Juranek; Joseph Alvarico  
**Subject:** re: Quote AAAQ62221

06/16/20

Hello Carolann,

Yes this is correct! Thank you!

Best Regards,  
Hoang Van | 3D Solutions Engineer



P: 714-701-1500 ext 107 | F: 714-701-1505  
Toll Free: 800-791-9042 ext 107  
[hoang.v@sourcegraphics.com](mailto:hoang.v@sourcegraphics.com)

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



----- Original Message -----

**From:** "Carolann V. Ianora" <[ianorac@mdusd.org](mailto:ianorac@mdusd.org)>  
**To:** "'Hoang Van'" <[hoang.v@sourcegraphics.com](mailto:hoang.v@sourcegraphics.com)>  
**Cc:** "Laura Juranek" <[juranekl@mdusd.org](mailto:juranekl@mdusd.org)>, "Joseph Alvarico" <[alvaricoj@mdusd.org](mailto:alvaricoj@mdusd.org)>  
**Date:** Tue, 16 Jun 2020 17:04:25 +0000  
**Subject:** Quote AAAQ62221

Good Morning Hoang-

Please confirm that your quoted price for the Form 3 printer includes all the listed items in the attachment. If it does not please modify accordingly. A quick response is appreciated.

Thank you,

*Carolann V. Ianora*

**Buyer, Purchasing Department**  
Mount Diablo Unified School District  
[ianorac@mdusd.org](mailto:ianorac@mdusd.org)  
P: (925) 825-7440 x3741

Product Code	Product	Sales Price	Quantity	Subtotal
PKG-F3-COMPLETE	Form 3 Complete Package	USD 4,999.00	1.00	<del>USD 4,999.00</del>
F3-PRINTER	Form 3 3D Printer	USD 0.00	1.00	USD 0.00
RT-F3-02	Form 3 Resin Tank v2	USD 0.00	1.00	USD 0.00
BP-F3-01	Build Platform (Form 3)	USD 0.00	1.00	USD 0.00
FK-F3-01	Finish Kit (Form 3)	USD 0.00	1.00	USD 0.00
FH-WA-01	Form Wash	USD 0.00	1.00	USD 0.00
FH-CU-01	Form Cure	USD 0.00	1.00	USD 0.00

## Carolann V. Ianora

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**From:** Hoang Van <hoang.v@sourcegraphics.com>  
**Sent:** Thursday, June 11, 2020 10:28 AM  
**To:** Carolann V. Ianora  
**Cc:** Laura Juranek; 'Joseph Alvarico'  
**Subject:** re[2]: Form 3 Printer

06/11/20

Hello Carolann,

Per our discussion today.

The quote will be good for the foreseeable future (60-90 days) with exception if the manufacturer changes things. Thank you!

Best Regards,  
Hoang Van | 3D Solutions Engineer



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Toll Free: 800-791-9042 ext 107  
[hoang.v@sourcegraphics.com](mailto:hoang.v@sourcegraphics.com)

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



----- Original Message -----

**From:** "Carolann V. Ianora" <[ianorac@mdusd.org](mailto:ianorac@mdusd.org)>  
**To:** "'Hoang Van'" <[hoang.v@sourcegraphics.com](mailto:hoang.v@sourcegraphics.com)>  
**Cc:** "Laura Juranek" <[juranekl@mdusd.org](mailto:juranekl@mdusd.org)>, "Joseph Alvarico" <[alvaricoj@mdusd.net](mailto:alvaricoj@mdusd.net)>  
**Date:** Fri, 29 May 2020 19:16:19 +0000  
**Subject:** **RE: Form 3 Printer**

Thank you Hoang-

Same pricing for 2<sup>nd</sup> printer We would be ordering 2.

*Carolann V. Ianora*

**Buyer, Purchasing Department**  
Mount Diablo Unified School District  
[ianorac@mdusd.org](mailto:ianorac@mdusd.org)  
P: (925) 825-7440 x3741  
F: (925) 687-5044



*Stay healthy, Stay strong, Stay home as much as possible.  
#Wegotthis*

**From:** Hoang Van <hoang.v@sourcegraphics.com>  
**Sent:** Friday, May 29, 2020 10:28 AM  
**To:** Carolann V. Ianora <ianorac@mdusd.org>  
**Cc:** Laura Juranek <juranekl@mdusd.org>; 'Joseph Alvarico' <alvaricoj@mdusd.net>  
**Subject:** re: Form 3 Printer

05/29/20

Hello Carolann,

I have updated the quote per your requests with updated cost and have attached it to this email. The complete package no longer includes a standard resin (Formlabs has changed the package) we will still honor the educational discount code!

We do not charge shipping as we provide it as well as a free live stream install and training. Please feel free to reach back out to me with any questions or concerns. Thank you!

Best Regards,  
Hoang Van | 3D Solutions Engineer



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Toll Free: 800-791-9042 ext 107  
[hoang.v@sourcegraphics.com](mailto:hoang.v@sourcegraphics.com)

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



----- Original Message -----

**From:** "Carolann V. Ianora" <ianorac@mdusd.org>  
**To:**  
**Cc:** Laura Juranek <juranekl@mdusd.org>, 'Joseph Alvarico' <alvaricoj@mdusd.net>  
**Date:** Fri, 29 May 2020 17:13:45 +0000  
**Subject:** Form 3 Printer

Dear Vendor-

A few months ago you provided an estimate for Joseph Alvarico for the Form3 Printer with other items. In an effort to ensure we are accurately price comparisons, please resend an estimate that ONLY has the Form 3 printer package, specifying the standard warranty and pro service plan details. Include all shipping and handling cost.

Look forward to receiving your estimates.



Going to Board: 6/29/20



### QUOTATION RECAP - 2<sup>nd</sup> Round

PR# TBD Date: June 17, 2020  
 School/Site: Mt. Diablo H.S.  
 Vendor Selected: Source Graphics  
 Vendor selection Justification: Low price

List all quotes obtained from all vendors including the vendor selected and any vendors who declined to provide a quote. Attach all written quote to this form.

Vendor	Amount/Price
1. <u>Source Graphics</u>	<u>10,274.82</u>
2. <u>Forms Lab</u>	<u>10,288.94</u>
3. <u>B&amp;H</u>	<u>no response to 2<sup>nd</sup> request</u>
4. _____	_____

Is the successful vendor a local business entity?    Yes            No

**All purchases over \$88,300 requires Board approval  
prior to the issuance of a purchase order**

\_\_\_\_\_  
(Signature of person receiving bids)

\_\_\_\_\_  
(Site/Department Head)