

EXHIBIT 3 – PROMOTIONAL PRODUCTS PRICING

EFFECTIVE 8/1/2020

Staples proposes that pricing for ASI (Advertising Specialty Institute) products ordered on our Staples Promotional Product ordering system referred to as Linc (or its successor), be governed by the terms in this Exhibit. Staples may update product and pricing for Promotional Products by submitting a request to Sourcewell no more than once a calendar quarter.

Pricing for ASI products ordered on our Staples Promotional Product ordering system, will be governed by a contract margin that is variable to transaction size. In our proposed pricing structure below, margin decreases as transaction size increases.

ASI, or Advertising Specialty Institute, products are items which are stocked/inventoried by the supplier for immediate use and decorating as orders are received. Non-ASI products will be considered sourced goods. Prices for Sourced Goods shall be those prices that appear on the ordering platform at time of order, or as otherwise established between Staples and the applicable participating Member at the time the order is placed. Sourced Goods may include additional delivery or handling charges that would be the responsibility of the ordering member.

Order Transaction Size	Contract Margin
\$0 - \$999	28%
\$1,000 - \$4,999	26%
\$5,000 - \$9,999	24%
\$10,000+	22%