

CONTRACT SUPPLEMENT  
RFP-37 Rev. 11/22/16  
Prev. Rev. 4/28/14

Janet DelGreco Olson  
Contract Specialist  
860-713-5079  
Telephone Number

# STATE OF CONNECTICUT

DEPARTMENT OF ADMINISTRATIVE SERVICES  
PROCUREMENT DIVISION  
450 Columbus Boulevard, Hartford, CT 06103

CONTRACT AWARD NO.:

14PSX0125

Contract Award Date:

18 September 2015

Proposal Due Date:

20 August 2014

SUPPLEMENT DATE:

19 January 2018

## CONTRACT AWARD SUPPLEMENT #18

**IMPORTANT: THIS IS NOT A PURCHASE ORDER. Do NOT PRODUCE OR SHIP WITHOUT AN AGENCY PURCHASE ORDER.**

### DESCRIPTION: Copiers, Printers and Related Devices - NASPO ValuePoint

|  |  |  |   |
|--|--|--|---|
| <b>FOR:</b><br>All Using State Agencies and Political Subdivisions |  | <b>TERM OF CONTRACT:</b><br>18 September 2015 through 31 December 2019 |   |
|  |  | <b>AGENCY REQUISITION NUMBER:</b>                                      |   |
| <b>CHANGE TO IN STATE (NON-SB)<br/>CONTRACT VALUE</b>              | <b>CHANGE TO DAS-CERTIFIED SMALL<br/>BUSINESS CONTRACT VALUE</b> | <b>CHANGE TO OUT OF STATE<br/>CONTRACT VALUE</b>                       | <b>CHANGE TO TOTAL CONTRACT<br/>AWARD VALUE</b> |
| n/c  | n/c  | n/c  | n/c   |

**NOTICE TO CONTRACTORS:** This notice is not an order to ship. Purchase Orders against contracts will be furnished by the using agency or agencies on whose behalf the contract is made. INVOICE SHALL BE RENDERED DIRECT TO THE ORDERING AGENCY.

**NOTE:** Dollar amounts listed next to each contractor are possible award amounts, however, they do not reflect any expected purchase amounts (actual or implied). They are for CHRO use only.

**NOTICE TO AGENCIES:** A complete explanatory report shall be furnished promptly to the Procurement Manager concerning items delivered and/or services rendered on orders placed against awards listed herein which are found not to comply with the specifications or which are otherwise unsatisfactory from the agency's viewpoint, as well as failure of the contractor to deliver within a reasonable period of time specified. Please issue orders and process invoices promptly.

**CASH DISCOUNTS:** Cash discounts, if any, shall be given SPECIAL ATTENTION, but such cash discount shall not be taken unless payment is made within the discount period.

**PRICE BASIS:** Unless otherwise noted, prices include delivery and transportation charges fully prepaid f.o.b. agency. No extra charge is to be made for packing or packages.

*See Overleaf for Contractor Information*

Note: Supplement #18 has been issued to Contract Award #14PSX0125 to update price schedules for all Contractors on State of Connecticut's Participating Addendums. Refer to Exhibit B marked "Supplement #18" when utilizing this Contract Award. All terms and conditions not otherwise affected by this supplement remain unchanged and in full force and effect.

APPROVED \_\_\_\_\_

**JANET DELGRECO OLSON**

Contract Specialist

(Original Signature on Document in Procurement Files)

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Canon U.S.A., Inc.**

Company Address: **1 Canon Park, Melville NY 11747**

Tel. No.: **631 330-5443**

Fax. No.: **631 330-5459**

Contact Person: **Dave Rothaus**

Delivery: as specified on Purchase Order

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [drothaus@usa.canon.com](mailto:drothaus@usa.canon.com) [www.usa.canon.com](http://www.usa.canon.com)

Remittance Address: **See Below**

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Prompt Payment Terms: **Net 45 days ARO**

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Canon Financial Services, Inc.**

Company Address: **158 Gaither Drive, Suite 200, Mt. Laurel NJ 08054**

Tel. No.: **1-800-220-0200**

Fax. No.: **1-856-505-1986**

Contact Person: **Reena Maley**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [Governmentaccounts@cfs.canon.com](mailto:Governmentaccounts@cfs.canon.com)

Remittance Address: **14904 Collections Center Drive, Chicago IL 60693**

Certification Type (SBE, MBE or None):

Agrees to Supply Political SubDivisions: **Yes**

Prompt Payment Terms: **0% 00 Net 45**

*Below is small business authorized dealer(s) for Canon U.S.A., Inc.*

Company Name: **Aztec Technologies, LLC**

Company Address: **35 Philmack Drive, Middletown CT 06457**

Tel. No.: **866-677-9844**

Fax No.: **866-677-9848**

Contact Person: **Tamara Laskey**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [tlaskey@aztectechnologies.com](mailto:tlaskey@aztectechnologies.com) [www.aztecoffice.com](http://www.aztecoffice.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **MBE**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 30 days ARO**

Company Name: **Ryan Business Systems, Inc.**

Company Address: **455 Governor's Highway, South Windsor CT 06074**

Tel. No.: **860 528-9881**

Fax No.: **860 289-3512**

Contact Person: **Kathleen Ryan**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [kathryryan@ryanbusiness.com](mailto:kathryryan@ryanbusiness.com) [www.ryanbusiness.com](http://www.ryanbusiness.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **MBE**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 30 days ARO**

*Below is authorized dealer(s) for Canon U.S.A., Inc.*

Company Name: **Flo-Tech**  
Company Address: **699 Middle Street, Middletown CT 06457**  
Tel. No.: **860 613-3333** Fax No.: **860 613-3340**  
Contact Person: **Jennifer LaBonte**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [jennifer.labonte@flotech.net](mailto:jennifer.labonte@flotech.net) <http://flotech.net/>  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **None** Agrees to Supply Political SubDivisions: **Yes**  
Payment Terms: **Net 45 days ARO**

Company Name: **LDI/Mohegan LLC dba KOTA Solutions**  
Company Address: **13 Crow Hill Road, Uncasville CT 06382**  
Tel. No.: **860 862-6274** Fax No.: **860 862-6140**  
Contact Person: **Lynn Foster**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [lfoster@kotasolutions.com](mailto:lfoster@kotasolutions.com) <http://www.kotasolutions.com/>  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **None** Agrees to Supply Political SubDivisions: **Yes**  
Payment Terms: **Net 45 days ARO**

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Konica Minolta Business Solutions USA, Inc.**  
Company Address: **1595 Spring Hill Road, STE 410, Vienna VA 22182**  
Tel. No.: **813 207-8276** Fax No.:  
Contact Person: **Kristen McKenna** Delivery: **As specified on Purchase Order**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [kmckenna@kmbs.konicaminolta.us](mailto:kmckenna@kmbs.konicaminolta.us)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **None** Agrees to Supply Political SubDivisions: **Yes**  
Payment Terms: **Net 45 days**

*Below are small business authorized dealer(s) for Konica Minolta Business Solutions USA, Inc.*

Company Name: **Quality Business Systems, Inc.**  
Company Address: **211 Shunpike Road, Suite 2, Cromwell CT 06416**  
Tel. No.: **860 635-6987** Fax No.: **860 632-7973**  
Contact Person: **George Melendez**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: <http://qualitybusinesssystem.com/> [gbscromwell@yahoo.com](mailto:gbscromwell@yahoo.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **MBE** Agrees to Supply Political SubDivisions: **Yes**  
Payment Terms: **Net 30 days**  
**Counties: Middlesex**

*Below are authorized dealers and direct branches for Konica Minolta Business Solutions USA, Inc.*

Company Name: **A&A Office Systems, Incorporated**

Company Address: **909 Middle Street, Middletown CT 06457**

Tel. No.: **860 635-5053 / 860 486-7426 (cell)** Fax No.: **860 635-5280**

Contact Person: **Jay Nkonoki (Account Manager)**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [www.aaofficeonline.com](http://www.aaofficeonline.com) [jnkonoki@aaofficeonline.com](mailto:jnkonoki@aaofficeonline.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **NONE**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days**

**Counties: Fairfield, Hartford, Litchfield, Middlesex, New Haven, New London, Tolland, Windham**

Company Name: **American Copy Service Center**

Company Address: **2095 S. Main Street, Waterbury CT 06706**

Tel. No.: **203 756-1259** Fax No.: **203 575-1173**

Contact Person: **William Harris**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: <http://www.americancopyservice.com/index.html>

[bill@americancopyservice.com](mailto:bill@americancopyservice.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days**

**Counties: Fairfield, Litchfield, New Haven**

Company Name: **Cataw, Inc. dba Supreme Copy**

Company Address: **15 Giles Avenue, Suite 11A, North Haven CT 06473**

Tel. No.: **203 239-6511** Fax No.: **203 239-6230**

Contact Person: **Tom Veno**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: <http://supremecopy.com/> [tiveno@supremecopy.com](mailto:tiveno@supremecopy.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days**

**Counties: New Haven**



Company Name: **Derenzy Document Solutions, Inc.**

Company Address: **130 Doty Circle, West Springfield MA 01089**

Tel. No.: **413 739-4706**

Fax No.: **413 739-6407**

Contact Person: **Mary DeRenzy**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: <http://www.derenzy.com/> [maryd@derenzy.com](mailto:maryd@derenzy.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days**

Counties: **Hartford**

---

Company Name: **Konica Minolta – Hartford Branch**

Company Address: **550 Marshall Phelps Road, Windsor CT 06095**

Tel. No.: **860 697-2700**

Fax No.: **860 697-2393**

Contact Person: **Chris Spagnoletti**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: <http://konicaminolta.us/> [cspagnoletti@kmbs.konicaminolta.us](mailto:cspagnoletti@kmbs.konicaminolta.us)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days**

Counties: **Hartford, Litchfield, Tolland, Windham**

---

Company Name: **Konica Minolta – Southern Connecticut Branch**

Company Address: **2 Enterprise Drive, Suite 410, Shelton CT 06484**

Tel. No.: **203 712-2450**

Fax No.: **203 925-7720**

Contact Person: **Ron Dehmer**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: <http://konicaminolta.us/> [dehmerr@kmbs.konicaminolta.us](mailto:dehmerr@kmbs.konicaminolta.us)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days**

Counties: **Fairfield, Middlesex, New Haven, New London**

---

**Purchase Orders for Konica Minolta should be filled out as outlined below:**

| <b>Orders for Non-Cancelable Rental</b>   | <b>Order for Purchase &amp; Maintenance</b>   |
|---|---|
| Konica Minolta Business Solutions U.S.A., Inc.  | See dealer name and address to fill out purchase order                                      |
| <b>C/O A&amp;A Office System</b>  |   |
| 500 Day Hill Road, Windsor CT 06095   |   |
| Konica Minolta Business Solutions U.S.A., Inc.  | See dealer name and address to fill out purchase order                                      |
| <b>C/O American Copy Service Center</b>   |   |
| 500 Day Hill Road, Windsor CT 06095   |   |
| Email: <a href="mailto:windorders@kmb.konicaminolda.us">windorders@kmb.konicaminolda.us</a> |   |
| Konica Minolta Business Solutions U.S.A., Inc.  | See dealer name and address to fill out purchase order                                      |
| <b>C/O Supreme Copy</b>   |   |
| 500 Day Hill Road, Windsor CT 06095   |   |
| Email: <a href="mailto:windorders@kmb.konicaminolta.us">windorders@kmb.konicaminolta.us</a> |   |
| Konica Minolta Business Solutions U.S.A., Inc.  | See dealer name and address to fill out purchase order                                      |
| <b>C/O Derenzy Document Solutions, Inc.</b>   |   |
| 500 Day Hill Road, Windsor CT 06095   |   |
| Email: <a href="mailto:windorders@kmb.konicaminolta.us">windorders@kmb.konicaminolta.us</a> |   |
| Konica Minolta Business Solutions U.S.A., Inc.  | Konica Business Solutions U.S.A., Inc.  |
| <b>C/O KMBS Hartford Branch</b>   | <b>C/O KMBS Hartford Branch</b>   |
| 500 Day Hill Road, Windsor CT 06095   | 500 Day Hill Road, Windsor CT 06095   |
| Email: <a href="mailto:windorders@kmb.konicaminolta.us">windorders@kmb.konicaminolta.us</a> | Email: <a href="mailto:windorders@kmb.konicaminolta.us">windorders@kmb.konicaminolta.us</a> |
| Konica Minolta Business Solutions U.S.A., Inc.  | Konica Minolta Business Solutions U.S.A., Inc.  |
| <b>C/O KMBS Shelton Branch</b>  | <b>C/O KMBS Shelton Branch</b>  |
| 500 Day Hill Road, Windsor CT 06095   | 500 Day Hill Road, Windsor CT 06095   |
| Email: <a href="mailto:windorders@kmb.konicaminolta.us">windorders@kmb.konicaminolta.us</a> | Email: <a href="mailto:windorders@kmb.konicaminolta.us">windorders@kmb.konicaminolta.us</a> |
| Konica Minolta Business Solutions U.S.A., Inc.  | See dealer name and address to fill out purchase order                                      |
| <b>C/O Quality Business Solutions, Inc.</b>   |   |
| 500 Day Hill Road, Windsor CT 06095   |   |
| Email: <a href="mailto:windorders@kmb.konicaminolta.us">windorders@kmb.konicaminolta.us</a> |   |

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Ricoh USA, Inc.**

Company Address: **70 Valley Stream Parkway, Malvern PA 91355**

Tel. No.: **973 882-2000**

Tel. No.: **973 882-2000**

Contact Person: **Mike Pallotta**

Contact Person Address: **5 Dedrick Place, West Caldwell NJ 07006**

Company E-mail Address and/or Company Web Site: [mike.pallotta@ricoh-usa.com](mailto:mike.pallotta@ricoh-usa.com) [www.ricoh-usa.com](http://www.ricoh-usa.com)

Remittance Address: **Ricoh USA, Inc., Box 827577, Philadelphia PA 19182-7577**

Certification Type (SBE, MBE or None): **None**

Certification Type (SBE, MBE or None): **None**

Payment Terms: **Net 45 ARO**

Below is small business authorized dealer(s) for Ricoh USA, Inc.

Company Name: **Advanced Copy Technologies, Inc. dba ACT Group**

Company Address: **20 Commerce Drive, Cromwell CT 06416**

Tel. No.: **860 632-9294**

Tel. No.: **860 632-9294**

Contact Person: **Cynthia Gondek**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [cindi@advancedcopy.com](mailto:cindi@advancedcopy.com) [www.advancedcopy.com](http://www.advancedcopy.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **MBE**

Certification Type (SBE, MBE or None): **MBE**

Payment Terms: **Net 30 ARO**

Below is authorized dealer(s) for Ricoh USA, Inc.

Company Name: **A&A Office Systems, Incorporated**

Company Address: **909 Middle Street, Middletown CT 06457**

Tel. No.: **860 635-5053/860 486-7426 (cell)** Fax No.: **860 635-5280**

Contact Person: **Jay Nkonoki (Account Manager)**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [www.aaoofficeonline.com](http://www.aaoofficeonline.com) [jnkonoki@aaoofficeonline.com](mailto:jnkonoki@aaoofficeonline.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days ARO**

Company Name: **Prism Office Solutions**

Company Address: **158 Bull Hill Lane, West Haven CT 06516**

Tel. No.: **1-866-GOPRISM / 203 937-6006** Fax No.: **203 937-1470**

Contact Person:

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [info@prismoffice.com](mailto:info@prismoffice.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days ARO**

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Sharp Electronics**

Company Address: **One Sharp Plaza Suite 1, Mahwah, NJ 07495**

Tel. No.: **201 529-8200 / 602 300-0962** Fax No.: **201 529-9454**

Contact Person: **Craig Pulver**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [pulverc@sharpsec.com](mailto:pulverc@sharpsec.com)

Remittance Address: N/A

Certification Type (SBE, MBE or None): **none**

Prompt Payment Terms: **0% 00 Net 45**

Contract Value: **\$25,000.00 (est.)**

Delivery: **As stated on Purchase Order**

Agrees to Supply Political SubDivisions: **Yes**

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Xerox Corporation**

Company Address: **45 Glover Avenue, Norwalk CT 06856-4505**

Tel. No.: **857-241-6317 (cell)** Fax No.: **877-518-4579**

Contact Person: **C. Yvonne Hickey**

Contact Person Address: **201 Merritt Y, Norwalk CT 06851-1056**

Company E-mail Address and/or Company Web Site: [yvonne.hickey@xerox.com](mailto:yvonne.hickey@xerox.com) [www.xerox.com](http://www.xerox.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Payment Terms: **Net 45 days ARO**

Delivery: **As specified on Purchase Order**

Agrees to Supply Political SubDivisions: **Yes**

*Below is authorized dealer(s) for Xerox Corporation*

Company Name: **Advantage Business Systems**

Company Address: **30 Hazel Terrace, Lower Level, Suite #J, Woodbridge CT 06585**

Tel. No.: **203 777-0011 ext. 712** Fax No.: **203 725-0844**  
**203 745-0231 (cell)**

Contact Person: **Meir Holtzberg**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [mholtzberg@ctxerox.com](mailto:mholtzberg@ctxerox.com) [www.copiersct.com](http://www.copiersct.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Payment Terms: **Net 45 days ARO**

Agrees to Supply Political SubDivisions: **Yes**

Company Name: **CBS, A Xerox Company**

Company Address: **100 Great Meadow Road, Wethersfield CT 06190**

Tel. No.: **860 667-2900 ext. 28171** Fax No.:

Contact Person: **Steve Velardi**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [svelardi@cbs-gisx.com](mailto:svelardi@cbs-gisx.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Payment Terms: **Net 45 days ARO**

Agrees to Supply Political SubDivisions: **Yes**

Company Name: **CBS, A Xerox Company**  
Company Address: **40 Richards Avenue, Norwalk CT 06854**  
Tel. No.: **203 831-9750 / 860 985-5082** Fax No.:  
Contact Person: **Bryan Maler**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [bmaler@cbs-gisx.com](mailto:bmaler@cbs-gisx.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **None**  
Payment Terms: **Net 45 days ARO**

Agrees to Supply Political SubDivisions: **Yes**

Company Name: **CBS, A Xerox Company**  
Company Address: **1480 Boston Post Road, Old Saybrook CT 06475**  
Tel. No.: **860 667-2900 ext. 28171** Fax No.:  
Contact Person: **R. Stephen Velardi**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [svelardi@cbs-gisx.com](mailto:svelardi@cbs-gisx.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **None**  
Payment Terms: **Net 45 days ARO**

Agrees to Supply Political SubDivisions: **Yes**

Below is small business authorized dealer(s) for Xerox Corporation

Company Name: **Janco Business Systems, Inc.**  
Company Address: **14 Town Line Road, Wolcott CT 06716**  
Tel. No.: **203 7879-4936** Fax No.: **203 879-5784**  
Contact Person: **James J. Jannetty**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [jimj@janco.us](mailto:jimj@janco.us) [www.janccopiers.com](http://www.janccopiers.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **SBE**  
Payment Terms: **Net 30 days ARO**

Agrees to Supply Political SubDivisions: **Yes**

Local Xerox Direct Sales Representatives:

Valeria Nichols  
Production Solutions Executive  
[valeria.nichols@xerox.com](mailto:valeria.nichols@xerox.com)  
203 424-8206 (cell)  
585 422-5700 (voicemail)

Ronnie Reaves  
Client Manager  
[ronnie.reaves@xerox.com](mailto:ronnie.reaves@xerox.com)  
203 617-7425 (cell)  
585 422-5292 (voicemail)

Dave Derosa  
Client Manager  
[david.derosa@xerox.com](mailto:david.derosa@xerox.com)  
203 617-7306 (cell)  
585 422-5389 (voicemail)

Art Musumeci  
Production Solutions Executive  
[arturo.musumeci@xerox.com](mailto:arturo.musumeci@xerox.com)  
646 593-0904 (cell)  
212 716-4685 (voicemail)

Toll Free Services – Xerox Corporation

Customer Service/Billing – Billing Issues

Phone number: 800-435-6333

Fax number: 888-323-6556

Xerox Service/Support – Equipment Service Issues

Phone number: 800-822-2979

Xerox Metered Supplies/Auto Replenishment – to order metered supplies

Phone number: 800-599-2198

Fax number: 877-677-7009

Xerox E-Support Team – Support inquiries related to online meter readings and invoice retrieval

Phone number: 888-998-9922

Fax number: 972-420-5194

Email: [cbo@pahv.xerox.com](mailto:cbo@pahv.xerox.com)

Customer Relations Hot Line – Customer Issues that cannot be resolved by the above numbers: 877-979-8498

|                 |                    |
|-----------------|--------------------|
| CONTRACTOR NAME | CANON U.S.A., INC. |
|-----------------|--------------------|

SUPPLEMENT 18

| ITEM # | DESCRIPTION OF COMMODITY AND/OR SERVICES   |
|--------|--|
| 1      | <p>Click on the following link to bring you to NASPO ValuePoint website to show current pricing for the above Contractor.</p> <p><a href="http://www.naspovaluepoint.org/#/contract-details/56/contractor/280">http://www.naspovaluepoint.org/#/contract-details/56/contractor/280</a></p> <p>Look for the most recent update for pricing. The following categories are allowed through Connecticut's Participating Addendum only for Contractor:</p> <p>Group B: High Production equipment<br/>Group C: Wide Format equipment<br/>Group F: Scanners (excludes flatbed)</p> <p><b>Note: Per Connecticut's Participating Addendum <u>no leasing</u> is allowed for any equipment offering on NASPO ValuePoint's Master Agreement.</b></p> |

|                 |                                     |
|-----------------|-------------------------------------|
| CONTRACTOR NAME | KONICA BUSINESS SOLUTIONS USA, INC. |
|-----------------|-------------------------------------|

SUPPLEMENT 18

| ITEM # | DESCRIPTION OF COMMODITY AND/OR SERVICES  |
|--------|---|
| 1      | <p>Click on the following link to bring you to NASPO ValuePoint website to show current pricing for the above Contractor.</p> <p><a href="http://www.naspovaluepoint.org/#/contract-details/56/contractor/281">http://www.naspovaluepoint.org/#/contract-details/56/contractor/281</a></p> <p>Look for the most recent update for pricing. The following categories are allowed through Connecticut's Participating Addendum only for this Contractor:</p> <p>Group B: High Production equipment</p> <p><b>Note: Per Connecticut's Participating Addendum <u>no leasing</u> is allowed for any equipment offering on NASPO ValuePoint's Master Agreement.</b></p> |



|                 |                    |
|-----------------|--------------------|
| CONTRACTOR NAME | RICOH U.S.A., INC. |
|-----------------|--------------------|

SUPPLEMENT 18

| ITEM # | DESCRIPTION OF COMMODITY AND/OR SERVICES   |
|--------|--|
| 1      | <p>Click on the following link to bring you to NASPO ValuePoint website to show current pricing for the above Contractor.</p> <p><a href="http://www.naspovaluepoint.org/#/contract-details/56/contractor/282">http://www.naspovaluepoint.org/#/contract-details/56/contractor/282</a></p> <p>Look for the most recent update for pricing. The following Groups are allowed through Connecticut's Participating Addendum only for Contractor:</p> <p>Group B: High Production equipment<br/>Group C: Wide Format equipment<br/>Group E: Digital Duplicators</p> <p><b>Note: Per Connecticut's Participating Addendum <u>no leasing</u> is allowed for any equipment offering on NASPO ValuePoint's Master Agreement.</b></p> |

|                 |                   |
|-----------------|-------------------|
| CONTRACTOR NAME | SHARP ELECTRONICS |
|-----------------|-------------------|

SUPPLEMENT 18

| ITEM # | DESCRIPTION OF COMMODITY AND/OR SERVICES   |
|--------|--|
| 1      | <p>Click on the following link to bring you to NASPO ValuePoint website to show current pricing for the above Contractor.</p> <p><a href="http://www.naspovaluepoint.org/#/contract-details/56/contractor/283">http://www.naspovaluepoint.org/#/contract-details/56/contractor/283</a></p> <p>Look for the most recent update for pricing. The following Groups are allowed through Connecticut's Participating Addendum only for Contractor:</p> <p>Group B: High Production equipment</p> <p><b>Note: Per Connecticut's Participating Addendum <u>no leasing</u> is allowed for any equipment offering on NASPO ValuePoint's Master Agreement.</b></p> |

|                 |                   |
|-----------------|-------------------|
| CONTRACTOR NAME | XEROX CORPORATION |
| SUPPLEMENT 18   |                   |

| ITEM # | DESCRIPTION OF COMMODITY AND/OR SERVICES   |
|--------|--|
| 1      | <p>Click on the following link to bring you to NASPO ValuePoint website to show current pricing for the above Contractor.</p> <p><a href="http://www.naspovaluepoint.org/#/contract-details/56/contractor/301">http://www.naspovaluepoint.org/#/contract-details/56/contractor/301</a></p> <p>Look for the most recent update for pricing. The following Groups are allowed through Connecticut's Participating Addendum only for Contractor:</p> <p>Group B: High Production equipment</p> <p><b>Note: Per Connecticut's Participating Addendum <u>no leasing</u> is allowed for any equipment offering on NASPO ValuePoint's Master Agreement.</b></p> |

Janet DelGreco Olson  
 Contract Specialist

860-713-5079  
 Telephone Number

# STATE OF CONNECTICUT

DEPARTMENT OF ADMINISTRATIVE SERVICES

PROCUREMENT DIVISION

450 Columbus Boulevard, Hartford, CT 06103

CONTRACT AWARD NO.:

14PSX0125

Contract Award Date:

18 September 2015

Bid Due Date:

20 August 2014

SUPPLEMENT DATE:

11 October 2017

## CONTRACT AWARD SUPPLEMENT #17

**IMPORTANT: THIS IS NOT A PURCHASE ORDER. DO NOT PRODUCE OR SHIP WITHOUT AN AGENCY PURCHASE ORDER.**

DESCRIPTION: **Copiers, Printers and Related Devices - NASPO ValuePoint**

|  |  |  |   |
|--|--|--|---|
| FOR:<br><b>All Using State Agencies and Political Subdivisions</b> |  | TERM OF CONTRACT:<br><b>September 18, 2015 through December 31, 2019</b> |   |
|  |  | AGENCY REQUISITION NUMBER:   |   |
| CHANGE TO IN STATE (NON-SB)<br>CONTRACT VALUE                      | CHANGE TO DAS-CERTIFIED SMALL<br>BUSINESS CONTRACT VALUE | CHANGE TO OUT OF STATE<br>CONTRACT VALUE                                 | CHANGE TO TOTAL CONTRACT<br>AWARD VALUE |
| n/c  | n/c  | n/c  | n/c                                     |

**NOTICE TO CONTRACTORS:** This notice is not an order to ship. Purchase Orders against contracts will be furnished by the using agency or agencies on whose behalf the contract is made. INVOICE SHALL BE RENDERED DIRECT TO THE ORDERING AGENCY.

**NOTE:** Dollar amounts listed next to each contractor are possible award amounts, however, they do not reflect any expected purchase amounts (actual or implied). They are for CHRO use only.

**NOTICE TO AGENCIES:** A complete explanatory report shall be furnished promptly to the Procurement Manager concerning items delivered and/or services rendered on orders placed against awards listed herein which are found not to comply with the specifications or which are otherwise unsatisfactory from the agency's viewpoint, as well as failure of the contractor to deliver within a reasonable period of time specified. Please issue orders and process invoices promptly.

**CASH DISCOUNTS:** Cash discounts, if any, shall be given SPECIAL ATTENTION, but such cash discount shall not be taken unless payment is made within the discount period.

**PRICE BASIS:** Unless otherwise noted, prices include delivery and transportation charges fully prepaid f.o.b. agency. No extra charge is to be made for packing or packages.

*See Overleaf for Contractor Information*

Note: Supplement #17 has been issued to Contract Award 14PSX0125 for the following:

- Effective the date of this Supplement #17 the following changes have been made procuring Canon products from this award. Client Agency shall issue their purchase order with a Canon authorized dealer. Invoicing will be generated by Canon Financial Services, Inc. and payments will be made to Canon Financial Services Inc.

All terms and conditions not otherwise affected by this supplement remain unchanged and in full force and effect.

DEPARTMENT OF ADMINISTRATIVE SERVICES

By: \_\_\_\_\_  
 (Original Signature on Document in Procurement Files)

Name: **JANET DELGRECO OLSON**

Title: Contract Specialist

Date: October 11, 2017

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Canon U.S.A., Inc.**

Company Address: **1 Canon Park, Melville NY 11747**

Tel. No.: **631 330-5443**

Fax. No.: **631 330-5459**

Contact Person: **Dave Rothaus**

Delivery: as specified on Purchase Order

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [drothaus@cusa.canon.com](mailto:drothaus@cusa.canon.com) [www.usa.canon.com](http://www.usa.canon.com)

Remittance Address: **See Below**

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Prompt Payment Terms: **Net 45 days ARO**

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Canon Financial Services, Inc.**

Company Address: **158 Gaither Drive, Suite 200, Mt. Laurel NJ 08054**

Tel. No.: **1-800-220-0200**

Fax. No.: **1-856-505-1986**

Contact Person: **Reena Maley**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [Governmentaccounts@cfs.canon.com](mailto:Governmentaccounts@cfs.canon.com)

Remittance Address: **14904 Collections Center Drive, Chicago IL 60693**

Certification Type (SBE, MBE or None):

Agrees to Supply Political SubDivisions: **Yes**

Prompt Payment Terms: **0% 00 Net 45**

*Below is small business authorized dealer(s) for Canon U.S.A., Inc.*

Company Name: **Aztec Technologies, LLC**

Company Address: **35 Philmack Drive, Middletown CT 06457**

Tel. No.: **866-677-9844**

Fax No.: **866-677-9848**

Contact Person: **Tamara Laskey**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [tlaskey@aztectechologies.com](mailto:tlaskey@aztectechologies.com) [www.aztecoffice.com](http://www.aztecoffice.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **MBE**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 30 days ARO**

Company Name: **Ryan Business Systems, Inc.**

Company Address: **455 Governor's Highway, South Windsor CT 06074**

Tel. No.: **860 528-9881**

Fax No.: **860 289-3512**

Contact Person: **Kathleen Ryan**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [kathyryan@ryanbusiness.com](mailto:kathyryan@ryanbusiness.com) [www.ryanbusiness.com](http://www.ryanbusiness.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **MBE**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 30 days ARO**

Below is authorized dealer(s) for Canon U.S.A., Inc.

Company Name: **Flo-Tech**

Company Address: **699 Middle Street, Middletown CT 06457**

Tel. No.: **860 613-3333**

Fax No.: **860 613-3340**

Contact Person: **Jennifer LaBonte**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [jennifer.labonte@flotech.net](mailto:jennifer.labonte@flotech.net) <http://flotech.net/>

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days ARO**

---

Company Name: **LDI/Mohegan LLC dba KOTA Solutions**

Company Address: **13 Crow Hill Road, Uncasville CT 06382**

Tel. No.: **860 862-6274**

Fax No.: **860 862-6140**

Contact Person: **Lynn Foster**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [lfoster@kotasolutions.com](mailto:lfoster@kotasolutions.com) <http://www.kotasolutions.com/>

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days ARO**

---

CONTRACT SUPPLEMENT  
SP-37 - Rev. 11/17/16  
Prev. Rev. 4/28/14

Janet DelGreco Olson  
Contract Specialist

860-713-5079  
Telephone Number

# STATE OF CONNECTICUT

DEPARTMENT OF ADMINISTRATIVE SERVICES

PROCUREMENT DIVISION

450 Columbus Boulevard, Hartford, CT 06103

CONTRACT AWARD NO.:

14PSX0125

Contract Award Date:

18 September 2015

Bid Due Date:

20 August 2014

SUPPLEMENT DATE:

17 August 2017

## CONTRACT AWARD SUPPLEMENT #16

**IMPORTANT: THIS IS NOT A PURCHASE ORDER. DO NOT PRODUCE OR SHIP WITHOUT AN AGENCY PURCHASE ORDER.**

DESCRIPTION: **Copiers, Printers and Related Devices - NASPO ValuePoint**

|  |  |  |   |
|--|--|--|---|
| FOR:<br><b>All Using State Agencies and Political Subdivisions</b> |  | TERM OF CONTRACT:<br><b>September 18, 2015 through December 31, 2019</b> |   |
| AGENCY REQUISITION NUMBER:   |  |  |   |
| CHANGE TO IN STATE (NON-SB)<br>CONTRACT VALUE                      | CHANGE TO DAS-CERTIFIED SMALL<br>BUSINESS CONTRACT VALUE | CHANGE TO OUT OF STATE<br>CONTRACT VALUE                                 | CHANGE TO TOTAL CONTRACT<br>AWARD VALUE |
| n/c  | n/c  | n/c  | n/c                                     |

**NOTICE TO CONTRACTORS:** This notice is not an order to ship. Purchase Orders against contracts will be furnished by the using agency or agencies on whose behalf the contract is made. INVOICE SHALL BE RENDERED DIRECT TO THE ORDERING AGENCY.

**NOTE:** Dollar amounts listed next to each contractor are possible award amounts, however, they do not reflect any expected purchase amounts (actual or implied). They are for CHRO use only.

**NOTICE TO AGENCIES:** A complete explanatory report shall be furnished promptly to the Procurement Manager concerning items delivered and/or services rendered on orders placed against awards listed herein which are found not to comply with the specifications or which are otherwise unsatisfactory from the agency's viewpoint, as well as failure of the contractor to deliver within a reasonable period of time specified. Please issue orders and process invoices promptly.

**CASH DISCOUNTS:** Cash discounts, if any, shall be given SPECIAL ATTENTION, but such cash discount shall not be taken unless payment is made within the discount period.

**PRICE BASIS:** Unless otherwise noted, prices include delivery and transportation charges fully prepaid f.o.b. agency. No extra charge is to be made for packing or packages.

*See Overleaf for Contractor Information*

Note: Supplement #16 has been issued to Contract Award 14PSX0125 to make the following changes to Xerox Corporation:

1. Update Contractor Information and Authorized Dealer information,
2. Update pricing for Group B. Refer to Price Lists marked "Supplement #16" when utilizing Contract.

All terms and conditions not otherwise affected by this supplement remain unchanged and in full force and effect.

DEPARTMENT OF ADMINISTRATIVE SERVICES

By: \_\_\_\_\_  
(Original Signature on Document in Procurement Files)

Name: **JANET DELGRECO OLSON**

Title: Contract Specialist

Date: August 17, 2017

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Xerox Corporation**  
Company Address: **45 Glover Avenue, Norwalk CT 06856-4505**  
Tel. No.: **857-241-6317 (cell)** Fax No.: **877-518-4579**  
Contact Person: **C. Yvonne Hickey** Delivery: **As specified on Purchase Order**  
Contact Person Address: **201 Merritt Y, Norwalk CT 06851-1056**  
Company E-mail Address and/or Company Web Site: [yvonne.hickey@xerox.com](mailto:yvonne.hickey@xerox.com) [www.xerox.com](http://www.xerox.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **None** Agrees to Supply Political SubDivisions: **Yes**  
Payment Terms: **Net 45 days ARO**

*Below is authorized dealer(s) for Xerox Corporation*

Company Name: **Advantage Business Systems**  
Company Address: **30 Hazel Terrace, Lower Level, Suite #J, Woodbridge CT 06585**  
Tel. No.: **203 777-0011 ext. 712** Fax No.: **203 725-0844**  
**203 745-0231 (cell)**  
Contact Person: **Meir Holtzberg**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [mholtzberg@ctxerox.com](mailto:mholtzberg@ctxerox.com) [www.copiersct.com](http://www.copiersct.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **None** Agrees to Supply Political SubDivisions: **Yes**  
Payment Terms: **Net 45 days ARO**

Company Name: **CBS, A Xerox Company**  
Company Address: **100 Great Meadow Road, Wethersfield CT 06190**  
Tel. No.: **860 667-2900 ext. 28171** Fax No.:  
Contact Person: **Steve Velardi**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [svelardi@cbs-gisx.com](mailto:svelardi@cbs-gisx.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **None** Agrees to Supply Political SubDivisions: **Yes**  
Payment Terms: **Net 45 days ARO**

Company Name: **CBS, A Xerox Company**  
Company Address: **40 Richards Avenue, Norwalk CT 06854**  
Tel. No.: **203 831-9750 / 860 985-5082** Fax No.:  
Contact Person: **Bryan Maler**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [bmaler@cbs-gisx.com](mailto:bmaler@cbs-gisx.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **None** Agrees to Supply Political SubDivisions: **Yes**  
Payment Terms: **Net 45 days ARO**



Company Name: **CBS, A Xerox Company**  
Company Address: **1480 Boston Post Road, Old Saybrook CT 06475**  
Tel. No.: **860 667-2900 ext. 28171** Fax No.:  
Contact Person: **R. Stephen Velardi**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [svelardi@cbs-gisx.com](mailto:svelardi@cbs-gisx.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **None**  
Payment Terms: **Net 45 days ARO**

Agrees to Supply Political SubDivisions: **Yes**

---

*Below is small business authorized dealer(s) for Xerox Corporation*

Company Name: **Janco Business Systems, Inc.**  
Company Address: **14 Town Line Road, Wolcott CT 06716**  
Tel. No.: **203 7879-4936** Fax No.: **203 879-5784**  
Contact Person: **James J. Jannetty**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [jimj@janco.us](mailto:jimj@janco.us) [www.janccopiers.com](http://www.janccopiers.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **SBE**  
Payment Terms: **Net 30 days ARO**

Agrees to Supply Political SubDivisions: **Yes**

---

Local Xerox Direct Sales Representatives:

Valeria Nichols  
Production Solutions Executive  
[valeria.nichols@xerox.com](mailto:valeria.nichols@xerox.com)  
203 424-8206 (cell)  
585 422-5700 (voicemail)

Ronnie Reaves  
Client Manager  
[ronnie.reaves@xerox.com](mailto:ronnie.reaves@xerox.com)  
203 617-7425 (cell)  
585 422-5292 (voicemail)

Dave Derosa  
Client Manager  
[david.derosa@xerox.com](mailto:david.derosa@xerox.com)  
203 617-7306 (cell)  
585 422-5389 (voicemail)

Art Musumeci  
Production Solutions Executive  
[arturo.musumeci@xerox.com](mailto:arturo.musumeci@xerox.com)  
646 593-0904 (cell)  
212 716-4685 (voicemail)

---

Toll Free Services – Xerox Corporation

Customer Service/Billing – Billing Issues  
Phone number: 800-435-6333  
Fax number: 888-323-6556

Xerox Service/Support – Equipment Service Issues  
Phone number: 800-822-2979

Xerox Metered Supplies/Auto Replenishment – to order metered supplies  
Phone number: 800-599-2198  
Fax number: 877-677-7009

Xerox E-Support Team – Support inquiries related to online meter readings and invoice retrieval  
Phone number: 888-998-9922  
Fax number: 972-420-5194  
Email: [cbo@pahv.xerox.com](mailto:cbo@pahv.xerox.com)

Customer Relations Hot Line – Customer Issues that cannot be resolved by the above numbers: 877-979-8498

Janet DelGreco Olson  
 Contract Specialist  
 860-713-5079  
 Telephone Number

# STATE OF CONNECTICUT

DEPARTMENT OF ADMINISTRATIVE SERVICES  
 PROCUREMENT DIVISION  
 450 Columbus Boulevard, Hartford, CT 06103

|   |
|---|
| CONTRACT AWARD NO.:<br><b>14PSX0125</b>   |
| Contract Award Date:<br>18 September 2015 |
| Bid Due Date:<br>20 August 2014           |
| SUPPLEMENT DATE:<br>11 July 2017          |

**CONTRACT AWARD SUPPLEMENT #15**

**IMPORTANT: THIS IS NOT A PURCHASE ORDER. Do NOT PRODUCE OR SHIP WITHOUT AN AGENCY PURCHASE ORDER.**

DESCRIPTION: **Copiers, Printers and Related Devices - NASPO ValuePoint**

|  |  |  |   |
|--|--|--|---|
| FOR:<br><b>All Using State Agencies and Political Subdivisions</b> |  | TERM OF CONTRACT:<br><b>September 18, 2015 through December 31, 2019</b> |   |
|  |  | AGENCY REQUISITION NUMBER:   |   |
| CHANGE TO IN STATE (NON-SB)<br>CONTRACT VALUE                      | CHANGE TO DAS-CERTIFIED SMALL<br>BUSINESS CONTRACT VALUE | CHANGE TO OUT OF STATE<br>CONTRACT VALUE                                 | CHANGE TO TOTAL CONTRACT<br>AWARD VALUE |
| n/c  | n/c  | n/c  | n/c                                     |

**NOTICE TO CONTRACTORS:** This notice is not an order to ship. Purchase Orders against contracts will be furnished by the using agency or agencies on whose behalf the contract is made. INVOICE SHALL BE RENDERED DIRECT TO THE ORDERING AGENCY.

**NOTE:** Dollar amounts listed next to each contractor are possible award amounts, however, they do not reflect any expected purchase amounts (actual or implied). They are for CHRO use only.

**NOTICE TO AGENCIES:** A complete explanatory report shall be furnished promptly to the Procurement Manager concerning items delivered and/or services rendered on orders placed against awards listed herein which are found not to comply with the specifications or which are otherwise unsatisfactory from the agency's viewpoint, as well as failure of the contractor to deliver within a reasonable period of time specified. Please issue orders and process invoices promptly.

**CASH DISCOUNTS:** Cash discounts, if any, shall be given SPECIAL ATTENTION, but such cash discount shall not be taken unless payment is made within the discount period.

**PRICE BASIS:** Unless otherwise noted, prices include delivery and transportation charges fully prepaid f.o.b. agency. No extra charge is to be made for packing or packages.

*See Overleaf for Contractor Information*

Note: Supplement #15 has been issued for the following:

1. See attachment following this Supplement #15 removing equipment from Canon U.S.A., Inc. offerings for Group B, Group C and Group F.
2. Updated pricing for Ricoh USA, Inc. Refer to Price Schedules marked Supplement 15 when utilizing this Contract Award.

All terms and conditions not otherwise affected by this supplement remain unchanged and in full force and effect.

DEPARTMENT OF ADMINISTRATIVE SERVICES

By: \_\_\_\_\_  
 (Original Signature on Document in Procurement Files)

Name: **JANET DELGRECO OLSON**

Title: Contract Specialist

Date: 7/11/17

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Canon U.S.A., Inc.**

Company Address: **1 Canon Park, Melville NY 11747**

Tel. No.: **631 330-5443**

Fax. No.: **631 330-5459**

Contact Person: **Dave Rothauser**

Delivery: as specified on Purchase Order

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [drothaus@usa.canon.com](mailto:drothaus@usa.canon.com) [www.usa.canon.com](http://www.usa.canon.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Prompt Payment Terms: **Net 45 days ARO**

*Below is small business authorized dealer(s) for Canon U.S.A., Inc.*

Company Name: **Aztec Technologies, LLC**

Company Address: **35 Philmack Drive, Middletown CT 06457**

Tel. No.: **866-677-9844**

Fax No.: **866-677-9848**

Contact Person: **Tamara Laskey**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [tlaskey@aztectechnologies.com](mailto:tlaskey@aztectechnologies.com) [www.aztecoffice.com](http://www.aztecoffice.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **MBE**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 30 days ARO**

Company Name: **Ryan Business Systems, Inc.**

Company Address: **455 Governor's Highway, South Windsor CT 06074**

Tel. No.: **860 528-9881**

Fax No.: **860 289-3512**

Contact Person: **Kathleen Ryan**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [kathryryan@ryanbusiness.com](mailto:kathryryan@ryanbusiness.com) [www.ryanbusiness.com](http://www.ryanbusiness.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **MBE**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 30 days ARO**

*Below is authorized dealer(s) for Canon U.S.A., Inc.*

Company Name: **Flo-Tech**

Company Address: **699 Middle Street, Middletown CT 06457**

Tel. No.: **860 613-3333**

Fax No.: **860 613-3340**

Contact Person: **Jennifer LaBonte**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [jennifer.labonte@flotech.net](mailto:jennifer.labonte@flotech.net) <http://flotech.net/>

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days ARO**

Company Name: **LDI/Mohegan LLC dba KOTA Solutions**  
Company Address: **13 Crow Hill Road, Uncasville CT 06382**  
Tel. No.: **860 862-6274** Fax No.: **860 862-6140**  
Contact Person: **Lynn Foster**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [lfoster@kotasolutions.com](mailto:lfoster@kotasolutions.com) <http://www.kotasolutions.com/>  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **None** Agrees to Supply Political SubDivisions: **Yes**  
Payment Terms: **Net 45 days ARO**

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Ricoh USA, Inc.**  
Company Address: **70 Valley Stream Parkway, Malvern PA 91355**  
Tel. No.: **973 882-2000** Tel. No.: **973 882-2000**  
Contact Person: **Mike Pallotta**  
Contact Person Address: **5 Dedrick Place, West Caldwell NJ 07006**  
Company E-mail Address and/or Company Web Site: [mike.pallotta@ricoh-usa.com](mailto:mike.pallotta@ricoh-usa.com) [www.ricoh-usa.com](http://www.ricoh-usa.com)  
Remittance Address: **Ricoh USA, Inc., Box 827577, Philadelphia PA 19182-7577**  
Certification Type (SBE, MBE or None): **None** Certification Type (SBE, MBE or None): **None**  
Payment Terms: **Net 45 ARO**

*Below is small business authorized dealer(s) for Ricoh USA, Inc.*

Company Name: **Advanced Copy Technologies, Inc. dba ACT Group**  
Company Address: **20 Commerce Drive, Cromwell CT 06416**  
Tel. No.: **860 632-9294** Tel. No.: **860 632-9294**  
Contact Person: **Cynthia Gondek**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [cindi@advancedcopy.com](mailto:cindi@advancedcopy.com) [www.advancedcopy.com](http://www.advancedcopy.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **MBE** Certification Type (SBE, MBE or None): **MBE**  
Payment Terms: **Net 30 ARO**

*Below is authorized dealer(s) for Ricoh USA, Inc.*

Company Name: **A&A Office Systems, Incorporated**  
Company Address: **909 Middle Street, Middletown CT 06457**  
Tel. No.: **860 635-5053/860 486-7426 (cell)** Fax No.: **860 635-5280**  
Contact Person: **Jay Nkonoki (Account Manager)**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [www.aaoofficeonline.com](http://www.aaoofficeonline.com) [jnkonoki@aaoofficeonline.com](mailto:jnkonoki@aaoofficeonline.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **None** Agrees to Supply Political SubDivisions: **Yes**  
Payment Terms: **Net 45 days ARO**

**CONTRACT SUPPLEMENT**  
SP-37 - Rev. 4/28/14  
Prev. Rev. 3/12/14

**CONTRACT AWARD NO.: 14PSX0125**  
**Contract Supplement #15**

*Company Name:* **Prism Office Solutions**  
*Company Address:* **158 Bull Hill Lane, West Haven CT 06516**  
*Tel. No.:* **1-866-GOPRISM / 203 937-6006**      *Fax No.:* **203 937-1470**  
*Contact Person:*  
*Contact Person Address:* **same as above**  
*Company E-mail Address and/or Company Web Site:* [info@prismoffice.com](mailto:info@prismoffice.com)  
*Remittance Address:* n/a  
*Certification Type (SBE, MBE or None):* **None**  
*Payment Terms:* **Net 45 days ARO**

*Agrees to Supply Political SubDivisions:* **Yes**

**SUPPLEMENT #15**

**CANON U.S.A. INC.**

The following items are no longer available through CA 14PSX0125:

**Group B**

|                       |
|-----------------------|
| VarioPrint 6160 Ultra |
| VarioPrint 6200 Ultra |
| VarioPrint 6250 Ultra |
| VarioPrint 6320 Ultra |

**Group C**

|                                  |
|----------------------------------|
| Océ PW900 Print Engine - 4 rolls |
| Oce ColorWave 910 Printer        |

**Group F**

|  |
|--|
| Canon P-208 II   |
| P-215II  |
| DR-X10CII 120V (Capture Perfect included with Scanner) |
| DR-6010C (Capture Perfect included with Scanner)       |
| DR-6030C (Capture Perfect included with Scanner)       |

CONTRACT SUPPLEMENT  
 SP-37 - Rev. 11/17/16  
 Prev. Rev. 4/28/14

Janet DelGreco Olson  
 Contract Specialist

860-713-5079  
 Telephone Number

# STATE OF CONNECTICUT

DEPARTMENT OF ADMINISTRATIVE SERVICES

PROCUREMENT DIVISION

450 Columbus Boulevard, Hartford, CT 06103

|                      |                   |
|----------------------|-------------------|
| CONTRACT AWARD NO.:  | 14PSX0125         |
| Contract Award Date: | 18 September 2015 |
| Bid Due Date:        | 20 August 2014    |
| SUPPLEMENT DATE:     | 16 June 2017      |

## CONTRACT AWARD SUPPLEMENT #14

**IMPORTANT: THIS IS NOT A PURCHASE ORDER. DO NOT PRODUCE OR SHIP WITHOUT AN AGENCY PURCHASE ORDER.**

DESCRIPTION: Copiers, Printers and Related Devices - NASPO ValuePoint

| FOR:<br>All Using State Agencies and Political Subdivisions |  | TERM OF CONTRACT:<br>September 18, 2015 through December 31, 2019 |   |
|---|--|---|---|
|   |  | AGENCY REQUISITION NUMBER:  |   |
| CHANGE TO IN STATE (NON-SB)<br>CONTRACT VALUE               | CHANGE TO DAS-CERTIFIED SMALL<br>BUSINESS CONTRACT VALUE | CHANGE TO OUT OF STATE<br>CONTRACT VALUE                          | CHANGE TO TOTAL CONTRACT<br>AWARD VALUE |
| n/c   | n/c  | n/c   | n/c                                     |

**NOTICE TO CONTRACTORS:** This notice is not an order to ship. Purchase Orders against contracts will be furnished by the using agency or agencies on whose behalf the contract is made. INVOICE SHALL BE RENDERED DIRECT TO THE ORDERING AGENCY.

**NOTE:** Dollar amounts listed next to each contractor are possible award amounts, however, they do not reflect any expected purchase amounts (actual or implied). They are for CHRO use only.

**NOTICE TO AGENCIES:** A complete explanatory report shall be furnished promptly to the Procurement Manager concerning items delivered and/or services rendered on orders placed against awards listed herein which are found not to comply with the specifications or which are otherwise unsatisfactory from the agency's viewpoint, as well as failure of the contractor to deliver within a reasonable period of time specified. Please issue orders and process invoices promptly.

**CASH DISCOUNTS:** Cash discounts, if any, shall be given SPECIAL ATTENTION, but such cash discount shall not be taken unless payment is made within the discount period.

**PRICE BASIS:** Unless otherwise noted, prices include delivery and transportation charges fully prepaid f.o.b. agency. No extra charge is to be made for packing or packages.

## See Overleaf for Contractor Information

Note: Supplement 14 has been issued to update contact information for Canon U.S.A., Inc. All terms and conditions not otherwise affected by this supplement remain unchanged and in full force and effect.

DEPARTMENT OF ADMINISTRATIVE SERVICES

By: \_\_\_\_\_  
 (Original Signature on Document in Procurement Files)

Name: **JANET DELGRECO OLSON**

Title: Contract Specialist

Date: June 16, 2017



**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Canon U.S.A., Inc.**  
Company Address: **1 Canon Park, Melville NY 11747**  
Tel. No.: **631 330-5443** Fax. No.: **631 330-5459**  
Contact Person: **Dave Rothauser** Delivery: as specified on Purchase Order  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [drothausen@cusa.canon.com](mailto:drothausen@cusa.canon.com) [www.usa.canon.com](http://www.usa.canon.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **None** Agrees to Supply Political SubDivisions: **Yes**  
Prompt Payment Terms: **Net 45 days ARO**

Below is small business authorized dealer(s) for Canon U.S.A., Inc.

Company Name: **Aztec Technologies, LLC**  
Company Address: **35 Philmack Drive, Middletown CT 06457**  
Tel. No.: **866-677-9844** Fax No.: **866-677-9848**  
Contact Person: **Tamara Laskey**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [tlaskey@aztectechnologies.com](mailto:tlaskey@aztectechnologies.com) [www.aztecoffice.com](http://www.aztecoffice.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **MBE** Agrees to Supply Political SubDivisions: **Yes**  
Payment Terms: **Net 30 days ARO**

Company Name: **Ryan Business Systems, Inc.**  
Company Address: **455 Governor's Highway, South Windsor CT 06074**  
Tel. No.: **860 528-9881** Fax No.: **860 289-3512**  
Contact Person: **Kathleen Ryan**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [kathyryan@ryanbusiness.com](mailto:kathyryan@ryanbusiness.com) [www.ryanbusiness.com](http://www.ryanbusiness.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **MBE** Agrees to Supply Political SubDivisions: **Yes**  
Payment Terms: **Net 30 days ARO**

Below is authorized dealer(s) for Canon U.S.A., Inc.

Company Name: **Flo-Tech**  
Company Address: **699 Middle Street, Middletown CT 06457**  
Tel. No.: **860 613-3333** Fax No.: **860 613-3340**  
Contact Person: **Jennifer LaBonte**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [jennifer.labonte@flotech.net](mailto:jennifer.labonte@flotech.net) <http://flotech.net/>  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **None** Agrees to Supply Political SubDivisions: **Yes**  
Payment Terms: **Net 45 days ARO**

CONTRACT SUPPLEMENT  
SP-37 - Rev. 4/28/14  
Prev. Rev. 3/12/14

CONTRACT AWARD NO.: 14PSX0125  
Contract Supplement #14

Company Name: **LDI/Mohegan LLC dba KOTA Solutions**

Company Address: **13 Crow Hill Road, Uncasville CT 06382**

Tel. No.: **860 862-6274**

Fax No.: **860 862-6140**

Contact Person: **Lynn Foster**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [lfoster@kotasolutions.com](mailto:lfoster@kotasolutions.com) <http://www.kotasolutions.com/>

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days ARO**

---

Janet DelGreco Olson  
Contract Specialist  
860-713-5079  
Telephone Number

# STATE OF CONNECTICUT

DEPARTMENT OF ADMINISTRATIVE SERVICES  
PROCUREMENT DIVISION  
450 Columbus Boulevard, Hartford, CT 06103

CONTRACT AWARD NO.:

14PSX0125

Contract Award Date:

18 September 2015

Bid Due Date:

20 August 2014

SUPPLEMENT DATE:

15 June 2017

## CONTRACT AWARD SUPPLEMENT #13

**IMPORTANT: THIS IS NOT A PURCHASE ORDER. DO NOT PRODUCE OR SHIP WITHOUT AN AGENCY PURCHASE ORDER.**

### DESCRIPTION: Copiers, Printers and Related Devices - NASPO ValuePoint

|   |  |   |   |
|---|--|---|---|
| FOR:<br>All Using State Agencies and Political Subdivisions |  | TERM OF CONTRACT:<br>September 18, 2015 through December 31, 2019 |   |
|   |  | AGENCY REQUISITION NUMBER:  |   |
| CHANGE TO IN STATE (NON-SB)<br>CONTRACT VALUE               | CHANGE TO DAS-CERTIFIED SMALL<br>BUSINESS CONTRACT VALUE | CHANGE TO OUT OF STATE<br>CONTRACT VALUE                          | CHANGE TO TOTAL CONTRACT<br>AWARD VALUE |
| n/c   | n/c  | n/c   | n/c                                     |

**NOTICE TO CONTRACTORS:** This notice is not an order to ship. Purchase Orders against contracts will be furnished by the using agency or agencies on whose behalf the contract is made. INVOICE SHALL BE RENDERED DIRECT TO THE ORDERING AGENCY.

**NOTE:** Dollar amounts listed next to each contractor are possible award amounts, however, they do not reflect any expected purchase amounts (actual or implied). They are for CHRO use only.

**NOTICE TO AGENCIES:** A complete explanatory report shall be furnished promptly to the Procurement Manager concerning items delivered and/or services rendered on orders placed against awards listed herein which are found not to comply with the specifications or which are otherwise unsatisfactory from the agency's viewpoint, as well as failure of the contractor to deliver within a reasonable period of time specified. Please issue orders and process invoices promptly.

**CASH DISCOUNTS:** Cash discounts, if any, shall be given SPECIAL ATTENTION, but such cash discount shall not be taken unless payment is made within the discount period.

**PRICE BASIS:** Unless otherwise noted, prices include delivery and transportation charges fully prepaid f.o.b. agency. No extra charge is to be made for packing or packages.

#### CONTRACTOR INFORMATION:

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Canon U.S.A., Inc.**

Company Address: **1 Canon Park, Melville NY 11747**

Tel. No.: **631 330-3613**

Fax. No.: **631 330-5459**

Contact Person: **Mike Hurley**

Delivery: as specified on Purchase Order

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [mhurley@cusa.canon.com](mailto:mhurley@cusa.canon.com) [www.usa.canon.com](http://www.usa.canon.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Prompt Payment Terms: **Net 45 days ARO**

NOTE: Supplement #13 has been issued to Contract Award 14PSX0125 to update products in Group B and Group F for Canon U.S.A., Inc. Refer to Price Schedules marked "Supplement 13". All terms and conditions not otherwise affected by this supplement remain unchanged and in full force and effect.

DEPARTMENT OF ADMINISTRATIVE SERVICES

By: \_\_\_\_\_  
(Original Signature on Document in Procurement Files)

Name: **JANET DELGRECO OLSON**

Title: Contract Specialist

Date: June 15, 2017

*Below is small business authorized dealer(s) for Canon U.S.A., Inc.*

Company Name: **Aztec Technologies, LLC**  
Company Address: **35 Philmack Drive, Middletown CT 06457**  
Tel. No.: **866-677-9844** Fax No.: **866-677-9848**  
Contact Person: **Tamara Laskey**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [tlaskey@aztectechnologies.com](mailto:tlaskey@aztectechnologies.com) [www.aztecoffice.com](http://www.aztecoffice.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **MBE** Agrees to Supply Political SubDivisions: **Yes**  
Payment Terms: **Net 30 days ARO**

---

Company Name: **Ryan Business Systems, Inc.**  
Company Address: **455 Governor's Highway, South Windsor CT 06074**  
Tel. No.: **860 528-9881** Fax No.: **860 289-3512**  
Contact Person: **Kathleen Ryan**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [kathyryan@ryanbusiness.com](mailto:kathyryan@ryanbusiness.com) [www.ryanbusiness.com](http://www.ryanbusiness.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **MBE** Agrees to Supply Political SubDivisions: **Yes**  
Payment Terms: **Net 30 days**

---

*Below is authorized dealer(s) for Canon USA, Inc.*

Company Name: **Canon Solutions America, Inc.**  
Company Address: **845 Brook Street, Ste 1-91 Tech Center, Rocky Hill CT 06067**  
Tel. No.: **860 257-2323** Fax No.: **860 257-4317**  
Contact Person: **Rick Nocera**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [rnocera@csa.canon.com](mailto:rnocera@csa.canon.com) [www.csa.canon.com](http://www.csa.canon.com)  
Remittance Address: **12379 Collections Center Drive, Chicago, IL 60693**  
Certification Type (SBE, MBE or None): **None** Agrees to Supply Political SubDivisions: **Yes**  
Payment Terms: **Net 45 days ARO**

Janet DelGreco Olson  
Contract Specialist

860-713-5079  
Telephone Number

# STATE OF CONNECTICUT

DEPARTMENT OF ADMINISTRATIVE SERVICES

PROCUREMENT DIVISION

450 Columbus Boulevard, Hartford, CT 06103

CONTRACT AWARD NO.:

14PSX0125

Contract Award Date:

18 September 2015

Bid Due Date:

20 August 2014

SUPPLEMENT DATE:

21 March 2017

## CONTRACT AWARD SUPPLEMENT #12

**IMPORTANT: THIS IS NOT A PURCHASE ORDER. DO NOT PRODUCE OR SHIP WITHOUT AN AGENCY PURCHASE ORDER.**

DESCRIPTION: Copiers, Printers and Related Devices - NASPO Valuepoint

|  |  |  |   |
|--|--|--|---|
| FOR:<br><b>All Using State Agencies and Political Subdivisions</b> |  | TERM OF CONTRACT:<br><b>September 18, 2015 through December 31, 2019</b> |   |
|  |  | AGENCY REQUISITION NUMBER:   |   |
| CHANGE TO IN STATE (NON-SB)<br>CONTRACT VALUE                      | CHANGE TO DAS-CERTIFIED SMALL<br>BUSINESS CONTRACT VALUE | CHANGE TO OUT OF STATE<br>CONTRACT VALUE                                 | CHANGE TO TOTAL CONTRACT<br>AWARD VALUE |
| n/c  | n/c  | \$25,000.00 (est.)   | \$4,025,000.00 (est.)                   |

**NOTICE TO CONTRACTORS:** This notice is not an order to ship. Purchase Orders against contracts will be furnished by the using agency or agencies on whose behalf the contract is made. INVOICE SHALL BE RENDERED DIRECT TO THE ORDERING AGENCY.

**NOTE:** Dollar amounts listed next to each contractor are possible award amounts, however, they do not reflect any expected purchase amounts (actual or implied). They are for CHRO use only.

**NOTICE TO AGENCIES:** A complete explanatory report shall be furnished promptly to the Procurement Manager concerning items delivered and/or services rendered on orders placed against awards listed herein which are found not to comply with the specifications or which are otherwise unsatisfactory from the agency's viewpoint, as well as failure of the contractor to deliver within a reasonable period of time specified. Please issue orders and process invoices promptly.

**CASH DISCOUNTS:** Cash discounts, if any, shall be given SPECIAL ATTENTION, but such cash discount shall not be taken unless payment is made within the discount period.

**PRICE BASIS:** Unless otherwise noted, prices include delivery and transportation charges fully prepaid f.o.b. agency. No extra charge is to be made for packing or packages.

### CONTRACTOR INFORMATION:

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Sharp Electronics**

Company Address: **One Sharp Plaza Suite 1, Mahwah, NJ 07495**

Tel. No.: **201 529-8200 / 602 300-0962**

Fax. No.: **201 529-9454**

Contract Value: **\$25,000.00 (est.)**

Delivery: **As stated on Purchase Order**

Contact Person: **Craig Pulver**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [pulverc@sharpsec.com](mailto:pulverc@sharpsec.com)

Remittance Address: N/A

Certification Type (SBE, MBE or None): **none**

Agrees to Supply Political SubDivisions: **Yes**

Prompt Payment Terms: **0% 00 Net 45**

**Note:** Supplement #12 has been issued to Contract Award 14PSX0125 to add Sharp Electronics to award effective the date of this Supplement #12. All terms and conditions not otherwise affected by this supplement remain unchanged and in full force and effect.

DEPARTMENT OF ADMINISTRATIVE SERVICES

By: \_\_\_\_\_  
(Original Signature on Document in Procurement Files)

Name: **JANET DELGRECO OLSON**

Title: Contract Specialist

Date: March 21, 2017



## **WSCA-NASPO Master Agreement Terms and Conditions**

A Contract for the WSCA-NASPO Cooperative Purchasing Program (WSCA-NASPO)  
Acting by and through the State of Nevada (Lead State)

**Department of Administration, Purchasing Division**

**515 E Musser Street, Room 300**

**Carson City NV 89701**

**Contact: Shannon Berry, Assistant Chief Procurement Officer**

**Phone: (775) 684-0171 • Fax: (775) 684-0188**

**Email: [sberry@admin.nv.gov](mailto:sberry@admin.nv.gov)**

and

**Sharp Electronics Corporation**

**One Sharp Plaza Suite 1**

**Mahwah NJ 07495**

**Contact: Craig Pulver, Government Account Executive**

**Phone: (201) 529-8200 • Fax: (201) 529-9454**

**Email: [pulverc@sharpsec.com](mailto:pulverc@sharpsec.com)**

### **1. Master Agreement Order of Precedence**

- a. Any Order placed under this Master Agreement shall consist of the following documents:
- (1) A Participating Entity's Participating Addendum ("PA");
  - (2) These WSCA-NASPO Master Agreement Terms & Conditions;
  - (3) A Purchase Order issued against the Master Agreement;
  - (4) The Statement of Work specific to Participating Entity;
  - (5) The Solicitation, RFP 3091 Copiers, Printers and Related Devices (Attachment AA);
  - (6) Negotiated Items (Attachment BB); and
  - (7) Contractor's response to the Solicitation, as revised (if permitted) and accepted by the Lead State (Attachment CC).

- Awarded: Groups A and B

- b. These documents shall be read to be consistent and complementary. Any conflict among these documents shall be resolved by giving priority to these documents in the order listed above. Contractor terms and conditions that apply to this Master Agreement are only those that are expressly accepted by the Lead State and must be in writing and attached to this Master Agreement as an Exhibit or Attachment.

## 2. Definitions

**Acceptance** means a written notice from a Purchasing Entity to Contractor advising Contractor that the Product has passed its Acceptance Testing. Acceptance of a Product for which acceptance testing is not required shall occur following the completion of delivery, installation, if required, and a reasonable time for inspection of the Product, unless the Purchasing Entity provides a written notice of rejection to Contractor.

**Acceptance Testing** means the process for ascertaining that the Product meets the standards set forth in the section titled Standard of Performance and Acceptance, prior to Acceptance by the Purchasing Entity.

**Contractor** means the person or entity delivering Products or performing services under the terms and conditions set forth in this Master Agreement.

**Embedded Software** means one or more software applications which permanently reside on a computing device.

**Intellectual Property** means any and all patents, copyrights, service marks, trademarks, trade secrets, trade names, patentable inventions, or other similar proprietary rights, in tangible or intangible form, and all rights, title, and interest therein.

**Lead State** means the State centrally administering any resulting Master Agreement(s).

**Master Agreement** means the underlying agreement executed by and between the Lead State, acting on behalf of WSCA-NASPO, and the Contractor, as now or hereafter amended.

**Order or Purchase Order** means any purchase order, sales order, contract or other document used by a Purchasing Entity to order the Products.

**Participating Addendum** means a bilateral agreement executed by a Contractor and a Participating Entity incorporating this Master Agreement and any other additional Participating Entity specific language or other requirements, e.g. ordering procedures specific to the Participating Entity, other terms and conditions.

**Participating Entity** means a state, or other legal entity, properly authorized to enter into a Participating Addendum.

**Participating State** means a state, the District of Columbia, or one of the territories of the United States that is listed in the Request for Proposal as intending to participate. A Participating State is not required to participate through execution of a Participating Addendum. Upon execution of the Participating Addendum, a Participating State becomes a Participating Entity.

**Product** means any equipment, software (including embedded software), documentation, service or other deliverable supplied or created by the Contractor pursuant to this Master Agreement. The term Products, supplies and services, and products and services are used interchangeably in these terms and conditions.

**Purchasing Entity** means a state, city, county, district, other political subdivision of a State, and a nonprofit organization under the laws of some states if authorized by a Participating Addendum, who issues a Purchase Order against the Master Agreement and becomes financially committed to the purchase.

**WSCA-NASPO** is the WSCA-NASPO Cooperative Purchasing Program, facilitated by the WSCA-NASPO Cooperative Purchasing Organization LLC, a 501(c)(3) limited liability company that is a subsidiary organization the National Association of State Procurement Officials (NASPO), the sole member of WSCA-NASPO. The WSCA-NASPO Cooperative Purchasing Organization facilitates administration of the cooperative group contracting consortium of state chief procurement officials for the benefit of state departments, institutions, agencies, and political subdivisions and other eligible entities (i.e., colleges, school districts, counties, cities, some nonprofit organizations, etc.) for all states and the District of Columbia. The WSCA-NASPO Cooperative Development Team is identified in the Master Agreement as the recipient of reports and may be performing contract administration functions as assigned by the Lead State.

### **3. Term of the Master Agreement**

The initial term of this Master Agreement is for five (5) years; effective upon execution through December 31, 2019. Placements made using the authority provided by this Contract will survive the Contract itself, per terms stated in Section 3.3.10 Survivability of the RFP #3091.

### **4. Amendments**

The terms of this Master Agreement shall not be waived, altered, modified, supplemented or amended in any manner whatsoever without prior written approval of the Lead State.

### **5. Assignment/Subcontracts**

- a. Contractor shall not assign, sell, transfer, subcontract or sublet rights, or delegate responsibilities under this Master Agreement, in whole or in part, without the prior written approval of the Lead State.
- b. The Lead State reserves the right to assign any rights or duties, including written assignment of contract administration duties to the WSCA-NASPO Cooperative Purchasing Organization LLC.

### **6. Price and Rate Guarantee Period**

All prices and rates must be guaranteed for the initial term of the Master Agreement. Following the initial Master Agreement period, any request for price or rate adjustment must be for an equal guarantee period, and must be made at least ninety (90) days prior to the effective date. Requests for price or rate adjustment must include sufficient documentation supporting the request. Any



adjustment or amendment to the Master Agreement shall not be effective unless approved by the Lead State. No retroactive adjustments to prices or rates will be allowed.

## **7. Cancellation**

Unless otherwise stated, this Master Agreement may be canceled by either party upon 60 days written notice prior to the effective date of the cancellation. Further, any Participating Entity may cancel its participation upon 30 days written notice, unless otherwise limited or stated in the Participating Addendum. Cancellation may be in whole or in part. Any cancellation under this provision shall not affect the rights and obligations attending orders outstanding at the time of cancellation, including any right of and Purchasing Entity to indemnification by the Contractor, rights of payment for Products delivered and accepted, and rights attending any warranty or default in performance in association with any Order. Cancellation of the Master Agreement due to Contractor default may be immediate.

## **8. Confidentiality, Non-Disclosure, and Injunctive Relief**

- a. Confidentiality. Contractor acknowledges that it and its employees or agents may, in the course of providing a Product under this Master Agreement, be exposed to or acquire information that is confidential to Purchasing Entity's or Purchasing Entity's clients. Any and all information of any form that is marked as confidential or would by its nature be deemed confidential obtained by Contractor or its employees or agents in the performance of this Master Agreement, including, but not necessarily limited to (1) any Purchasing Entity's records, (2) personnel records, and (3) information concerning individuals, is confidential information of Purchasing Entity ("Confidential Information"). Any reports or other documents or items (including software) that result from the use of the Confidential Information by Contractor shall be treated in the same manner as the Confidential Information. Confidential Information does not include information that (1) is or becomes (other than by disclosure by Contractor) publicly known; (2) is furnished by Purchasing Entity to others without restrictions similar to those imposed by this Master Agreement; (3) is rightfully in Contractor's possession without the obligation of nondisclosure prior to the time of its disclosure under this Master Agreement; (4) is obtained from a source other than Purchasing Entity without the obligation of confidentiality, (5) is disclosed with the written consent of Purchasing Entity or; (6) is independently developed by employees, agents or subcontractors of Contractor who can be shown to have had no access to the Confidential Information.
- b. Non-Disclosure. Contractor shall hold Confidential Information in confidence, using at least the industry standard of confidentiality, and shall not copy, reproduce, sell, assign, license, market, transfer or otherwise dispose of, give, or disclose Confidential Information to third parties or use Confidential Information for any purposes whatsoever other than what is necessary to the performance of Orders placed under this Master Agreement. Contractor shall advise each of its employees and agents of their obligations to keep Confidential Information confidential. Contractor shall use commercially reasonable efforts to assist Purchasing Entity in identifying and preventing any unauthorized use or disclosure of any Confidential Information. Without limiting the generality of the foregoing, Contractor shall advise Purchasing Entity, applicable

Participating Entity, and the Lead State immediately if Contractor learns or has reason to believe that any person who has had access to Confidential Information has violated or intends to violate the terms of this Master Agreement, and Contractor shall at its expense cooperate with Purchasing Entity in seeking injunctive or other equitable relief in the name of Purchasing Entity or Contractor against any such person. Except as directed by Purchasing Entity, Contractor will not at any time during or after the term of this Master Agreement disclose, directly or indirectly, any Confidential Information to any person, except in accordance with this Master Agreement, and that upon termination of this Master Agreement or at Purchasing Entity's request, Contractor shall turn over to Purchasing Entity all documents, papers, and other matter in Contractor's possession that embody Confidential Information. Notwithstanding the foregoing, Contractor may keep one copy of such Confidential Information necessary for quality assurance, audits and evidence of the performance of this Master Agreement.

- c. Injunctive Relief. Contractor acknowledges that breach of this section, including disclosure of any Confidential Information, will cause irreparable injury to Purchasing Entity that is inadequately compensable in damages. Accordingly, Purchasing Entity may seek and obtain injunctive relief against the breach or threatened breach of the foregoing undertakings, in addition to any other legal remedies that may be available. Contractor acknowledges and agrees that the covenants contained herein are necessary for the protection of the legitimate business interests of Purchasing Entity and are reasonable in scope and content.
- d. Purchasing Entity Law. These provisions shall be applicable only to extent they are not in conflict with the applicable public disclosure laws of any Purchasing Entity.

## **9. Right to Publish**

Throughout the duration of this Master Agreement, Contractor must secure from the Lead State prior approval for the release of any information that pertains to the potential work or activities covered by the Master Agreement. The Contractor shall not make any representations of WSCA-NASPO's opinion or position as to the quality or effectiveness of the services that are the subject of this Master Agreement without prior written consent. Failure to adhere to this requirement may result in termination of the Master Agreement for cause.

## **10. Defaults and Remedies**

- a. The occurrence of any of the following events shall be an event of default under this Master Agreement:
  - (1) Nonperformance of contractual requirements; or
  - (2) A material breach of any term or condition of this Master Agreement; or
  - (3) Any certification, representation or warranty by Contractor in response to the solicitation or in this Master Agreement that proves to be untrue or materially misleading; or
  - (4) Institution of proceedings under any bankruptcy, insolvency, reorganization or similar law, by or against Contractor, or the appointment of a receiver or similar

officer for Contractor or any of its property, which is not vacated or fully stayed within thirty (30) calendar days after the institution or occurrence thereof; or

- (5) Any default specified in another section of this Master Agreement.
- b. Upon the occurrence of an event of default, Lead State shall issue a written notice of default, identifying the nature of the default, and providing a period of 15 calendar days in which Contractor shall have an opportunity to cure the default. The Lead State shall not be required to provide advance written notice or a cure period and may immediately terminate this Master Agreement in whole or in part if the Lead State, in its sole discretion, determines that it is reasonably necessary to preserve public safety or prevent immediate public crisis. Time allowed for cure shall not diminish or eliminate Contractor's liability for damages, including liquidated damages to the extent provided for under this Master Agreement.
- c. If Contractor is afforded an opportunity to cure and fails to cure the default within the period specified in the written notice of default, Contractor shall be in breach of its obligations under this Master Agreement and Lead State shall have the right to exercise any or all of the following remedies:
  - (1) Exercise any remedy provided by law; and
  - (2) Terminate this Master Agreement and any related Contracts or portions thereof; and
  - (3) Impose liquidated damages as provided in this Master Agreement; and
  - (4) Suspend Contractor from being able to respond to future bid solicitations; and
  - (5) Suspend Contractor's performance; and
  - (6) Withhold payment until the default is remedied.
- d. Unless other specified in the Participating Addendum, in the event of a default under a Participating Addendum, a Participating Entity shall provide a written notice of default as described in this section and have all of the rights and remedies under this paragraph regarding its participation in the Master Agreement, in addition to those set forth in its Participating Addendum. Unless otherwise specified in a Purchase Order, a Purchasing Entity shall provide written notice of default as described in this section and have all of the rights and remedies under this paragraph and any applicable Participating Addendum with respect to an Order placed by the Purchasing Entity. Nothing in these Master Agreement Terms and Conditions shall be construed to limit the rights and remedies available to a Purchasing Entity under the applicable commercial code.

## 11. Shipping and Delivery

- a. The prices are the delivered price to any Purchasing Entity. All deliveries shall be F.O.B. destination, freight pre-paid, with all transportation and handling charges paid by the Contractor. Responsibility and liability for loss or damage shall remain the Contractor's until final inspection and acceptance when responsibility shall pass to the Buyer except as to latent defects, fraud and Contractor's warranty obligations. The minimum shipment amount, if any, will be found in the special terms and conditions. Any order for less than the specified amount is to be shipped with the freight prepaid and added as a separate

item on the invoice. Any portion of an order to be shipped without transportation charges that is back ordered shall be shipped without charge.

- b. All deliveries will be "Inside Deliveries" as designated by a representative of the Purchasing Entity placing the Order. Inside Delivery refers to a delivery to other than a loading dock, front lobby, or reception area. Specific delivery instructions will be noted on the order form or Purchase Order. Any damage to the building interior, scratched walls, damage to the freight elevator, etc., will be the responsibility of the Offeror. If damage does occur, it is the responsibility of the Offeror to immediately notify the Purchasing Entity placing the Order.
- c. All products must be delivered in the manufacturer's standard package. Costs shall include all packing and/or crating charges. Cases shall be of durable construction, good condition, properly labeled and suitable in every respect for storage and handling of contents. Each shipping carton shall be marked with the commodity, brand, quantity, item code number and the Ordering Entity's Purchase Order number.

## **12. Changes in Contractor Representation**

The Contractor must notify the Lead State of changes in the Contractor's key administrative personnel, in writing within 10 calendar days of the change. The Lead State reserves the right to approve changes in key personnel, as identified in the Contractor's proposal. The Contractor agrees to propose replacement key personnel having substantially equal or better education, training, and experience as was possessed by the key person proposed and evaluated in the Contractor's proposal.

## **13. Force Majeure**

Neither party to this Master Agreement shall be held responsible for delay or default caused by fire, riot, acts of God and/or war which is beyond that party's reasonable control. The Lead State may terminate this Master Agreement after determining such delay or default will reasonably prevent successful performance of the Master Agreement.

## **14. Indemnification**

- a. The Contractor shall defend, indemnify and hold harmless WSCA-NASPO, the Lead State, Participating Entities, and Purchasing Entities, along with their officers, agents, and employees as well as any person or entity for which they may be liable, from and against claims, damages or causes of action including reasonable attorneys' fees and related costs for any death, injury, or damage to property arising from act(s), error(s), or omission(s) of the Contractor, its employees or subcontractors or volunteers, at any tier, relating to the performance under the Master Agreement.
- b. Indemnification – Intellectual Property. The Contractor shall defend, indemnify and hold harmless WSCA-NASPO, the Lead State, Participating Entities, Purchasing Entities, along with their officers, agents, and employees as well as any person or entity for which they may be liable ("Indemnified Party"), from and against claims, damages or causes of action including reasonable attorneys' fees and related costs arising out of the claim that the Product or its use, infringes Intellectual Property rights ("Intellectual Property Claim").

- (1) The Contractor's obligations under this section shall not extend to any combination of the Product with any other product, system or method, unless the Product, system or method is:
  - (a) Provided by the Contractor or the Contractor's subsidiaries or affiliates;
  - (b) Specified by the Contractor to work with the Product; or
  - (c) Reasonably required, in order to use the Product in its intended manner, and the infringement could not have been avoided by substituting another reasonably available product, system or method capable of performing the same function; or
  - (d) It would be reasonably expected to use the Product in combination with such product, system or method.
- (2) The Indemnified Party shall notify the Contractor within a reasonable time after receiving notice of an Intellectual Property Claim. Even if the Indemnified Party fails to provide reasonable notice, the Contractor shall not be relieved from its obligations unless the Contractor can demonstrate that it was prejudiced in defending the Intellectual Property Claim resulting in increased expenses or loss to the Contractor. If the Contractor promptly and reasonably investigates and defends any Intellectual Property Claim, it shall have control over the defense and settlement of it. However, the Indemnified Party must consent in writing for any money damages or obligations for which it may be responsible. The Indemnified Party shall furnish, at the Contractor's reasonable request and expense, information and assistance necessary for such defense. If the Contractor fails to vigorously pursue the defense or settlement of the Intellectual Property Claim, the Indemnified Party may assume the defense or settlement of it and the Contractor shall be liable for all costs and expenses, including reasonable attorneys' fees and related costs, incurred by the Indemnified Party in the pursuit of the Intellectual Property Claim. Unless otherwise agreed in writing, this section is not subject to any limitations of liability in this Master Agreement or in any other document executed in conjunction with this Master Agreement.

## **15. Independent Contractor**

The Contractor shall be an independent contractor. Contractor shall have no authorization, express or implied, to bind the Lead State, Participating States, other Participating Entities, or Purchasing Entities to any agreements, settlements, liability or understanding whatsoever, and agrees not to hold itself out as agent except as expressly set forth herein or as expressly agreed in any Participating Addendum.

## **16. Individual Customers**

Except to the extent modified by a Participating Addendum, each Purchasing Entity shall follow the terms and conditions of the Master Agreement and applicable Participating Addendum and will have the same rights and responsibilities for their purchases as the Lead State has in the Master Agreement, including but not limited to, any indemnity or right to recover any costs as such right is defined in the Master Agreement and applicable Participating Addendum for their

purchases. Each Purchasing Entity will be responsible for its own charges, fees, and liabilities. The Contractor will apply the charges and invoice each Purchasing Entity individually.

## 17. Insurance

- a. Unless otherwise agreed in a Participating Addendum, Contractor shall, during the term of this Master Agreement, maintain in full force and effect, the insurance described in this section. Contractor shall acquire such insurance from an insurance carrier or carriers licensed to conduct business in each Participating Entity's state and having a rating of A-, Class VII or better, in the most recently published edition of Best's Reports. Failure to buy and maintain the required insurance may result in this Master Agreement's termination or, at a Participating Entity's option; result in termination of its Participating Addendum.
- b. Coverage shall be written on an occurrence basis. The minimum acceptable limits shall be as indicated below, with no deductible for each of the following categories:
  - (1) Commercial General Liability covering premises operations, independent contractors, products and completed operations, blanket contractual liability, personal injury (including death), advertising liability, and property damage, with a limit of not less than \$1 million per occurrence/\$2 million general aggregate;
  - (2) Contractor must comply with any applicable State Workers Compensation or Employers Liability Insurance requirements.
- c. Contractor shall pay premiums on all insurance policies. Such policies shall also reference this Master Agreement and shall have a condition that they not be revoked by the insurer until thirty (30) calendar days after notice of intended revocation thereof shall have been given to Purchasing Entity and Participating Entity by the Contractor.
- d. Prior to commencement of performance, Contractor shall provide to the Lead State a written endorsement to the Contractor's general liability insurance policy or other documentary evidence acceptable to the Lead State that (1) names the Participating States identified in the Request for Proposal as additional insured's, (2) provides that no material alteration, cancellation, non-renewal, or expiration of the coverage contained in such policy shall have effect unless the named Participating State has been given at least thirty (30) days prior written notice, and (3) provides that the Contractor's liability insurance policy shall be primary, with any liability insurance of any Participating State as secondary and noncontributory. Unless otherwise agreed in any Participating Addendum, the Participating Entity's rights and Contractor's obligations are the same as those specified in the first sentence of this subsection. Before performance of any Purchase Order issued after execution of a Participating Addendum authorizing it, the Contractor shall provide to a Purchasing Entity or Participating Entity who requests it the same information described in this subsection.
- e. Contractor shall furnish to the Lead State, Participating Entity, and, on request, the Purchasing Entity copies of certificates of all required insurance within thirty (30) calendar days of the execution of this Master Agreement, the execution of a Participating

Addendum, or the Purchase Order's effective date and prior to performing any work. The insurance certificate shall provide the following information: the name and address of the insured; name, address, telephone number and signature of the authorized agent; name of the insurance company (authorized to operate in all states); a description of coverage in detailed standard terminology (including policy period, policy number, limits of liability, exclusions and endorsements); and an acknowledgment of the requirement for notice of cancellation. Copies of renewal certificates of all required insurance shall be furnished within thirty (30) days after any renewal date. These certificates of insurance must expressly indicate compliance with each and every insurance requirement specified in this section. Failure to provide evidence of coverage may, at sole option of the Lead State, or any Participating Entity, result in this Master Agreement's termination or the termination of any Participating Addendum.

- f. Coverage and limits shall not limit Contractor's liability and obligations under this Master Agreement, any Participating Addendum, or any Purchase Order.

## **18. Laws and Regulations**

Any and all Products offered and furnished shall comply fully with all applicable Federal and State laws and regulations.

## **19. License of Pre-Existing Intellectual Property**

Contractor grants to the Purchasing Entity a nonexclusive, perpetual, royalty-free, irrevocable, unlimited license to publish, translate, reproduce, modify, deliver, perform, display, and dispose of the Intellectual Property, and its derivatives, used or delivered under this Master Agreement, but not created under it ("Pre-existing Intellectual Property"). The license shall be subject to any third party rights in the Pre-existing Intellectual Property. Contractor shall obtain, at its own expense, on behalf of the Purchasing Entity, written consent of the owner for the licensed Pre-existing Intellectual Property.

## **20. No Waiver of Sovereign Immunity**

In no event shall this Master Agreement, any Participating Addendum or any contract or any Purchase Order issued thereunder, or any act of a Lead State, a Participating Entity, or a Purchasing Entity be a waiver of any form of defense or immunity, whether sovereign immunity, governmental immunity, immunity based on the Eleventh Amendment to the Constitution of the United States or otherwise, from any claim or from the jurisdiction of any court.

This section applies to a claim brought against the Participating State only to the extent Congress has appropriately abrogated the Participating State's sovereign immunity and is not consent by the Participating State to be sued in federal court. This section is also not a waiver by the Participating State of any form of immunity, including but not limited to sovereign immunity and immunity based on the Eleventh Amendment to the Constitution of the United States.

## **21. Ordering**

- a. Master Agreement number and purchase order numbers shall be clearly shown on all acknowledgments, shipping labels, packing slips, invoices, and on all correspondence.

- b. The resulting Master Agreements permit Purchasing Entities to define project-specific requirements and informally compete the requirement among companies having a Master Agreement on an "as needed" basis. This procedure may also be used when requirements are aggregated or other firm commitments may be made to achieve reductions in pricing. This procedure may be modified in Participating Addenda and adapted to Purchasing Entity rules and policies. The Purchasing Entity may in its sole discretion determine which Master Agreement Contractors should be solicited for a quote. The Purchasing Agency may select the quote that it considers most advantageous, cost and other factors considered.
- c. Each Purchasing Entity will identify and utilize its own appropriate purchasing procedure and documentation. Contractor is expected to become familiar with the Purchasing Entities' rules, policies, and procedures regarding the ordering of supplies and/or services contemplated by this Master Agreement.
- d. Contractor shall not begin work without a valid Purchase Order or other appropriate commitment document compliance with the law of the Purchasing Entity.
- e. Orders may be placed consistent with the terms of this Master Agreement during the term of the Master Agreement.
- f. All Orders pursuant to this Master Agreement, at a minimum, shall include:
  - (1) The services or supplies being delivered;
  - (2) The place and requested time of delivery;
  - (3) A billing address;
  - (4) The name, phone number, and address of the Purchasing Entity representative;
  - (5) The price per hour or other pricing elements consistent with this Master Agreement and the contractor's proposal;
  - (6) A ceiling amount of the order for services being ordered; and
  - (7) The Master Agreement identifier.
- g. All communications concerning administration of Orders placed shall be furnished solely to the authorized purchasing agent within the Purchasing Entity's purchasing office, or to such other individual identified in writing in the Order.
- h. Orders must be placed pursuant to this Master Agreement prior to the termination date thereof, but may have a delivery date or performance period up to 120 days past the then-current termination date of this Master Agreement. Contractor is reminded that financial obligations of Purchasing Entities payable after the current applicable fiscal year are contingent upon agency funds for that purpose being appropriated, budgeted, and otherwise made available.



- i. Notwithstanding the expiration or termination of this Master Agreement, Contractor agrees to perform in accordance with the terms of any Orders then outstanding at the time of such expiration or termination. Contractor shall not honor any Orders placed after the expiration or termination of this Master Agreement, or otherwise inconsistent with its terms. Orders from any separate indefinite quantity, task orders, or other form of indefinite delivery order arrangement priced against this Master Agreement may not be placed after the expiration or termination of this Master Agreement, notwithstanding the term of any such indefinite delivery order agreement. Placements made using the authority provided by this Contract will survive the Contract itself, per terms stated in Section 3.3.10 Survivability of the RFP #3091.

## **22. Participants**

- a. Contractor may not deliver Products under this Master Agreement until a Participating Addendum acceptable to the Participating Entity and Contractor is executed. The WSCA-NASPO Master Agreement Terms and Conditions are applicable to any Order by a Participating Entity (and other Purchasing Entities covered by their Participating Addendum), except to the extent altered, modified, supplemented or amended by a Participating Addendum. By way of illustration and not limitation, this authority may apply to unique delivery and invoicing requirements, confidentiality requirements, defaults on Orders, governing law and venue relating to Orders by a Participating Entity, indemnification, and insurance requirements. Statutory or constitutional requirements relating to availability of funds may require specific language in some Participating Addenda in order to comply with applicable law. The expectation is that these alterations, modifications, supplements, or amendments will be addressed in the Participating Addendum or, with the consent of the Purchasing Entity and Contractor, may be included in the ordering document (e.g. purchase order or contract) used by the Purchasing Entity to place the Order.
- b. Use of specific WSCA-NASPO cooperative Master Agreements by state agencies, political subdivisions and other Participating Entities (including cooperatives) authorized by individual state's statutes to use state contracts are subject to the approval of the respective State Chief Procurement Official. Issues of interpretation and eligibility for participation are solely within the authority of the respective State Chief Procurement Official.
- c. Obligations under this Master Agreement are limited to those Participating Entities who have signed a Participating Addendum and Purchasing Entities within the scope of those Participating Addenda. Financial obligations of Participating States are limited to the orders placed by the departments or other state agencies and institutions having available funds. Participating States incur no financial obligations on behalf of political subdivisions.
- d. WSCA-NASPO Cooperative Purchasing Organization LLC is not a party to the Master Agreement. It is a nonprofit cooperative purchasing organization assisting states in administering the WSCA/NASPO cooperative purchasing program for state government departments, institutions, agencies and political subdivisions (e.g., colleges, school

districts, counties, cities, etc.) for all 50 states, the District of Columbia and the territories of the United States.

- e. State Participating Addenda or other Participating Addenda shall not be construed to amend the terms of this Master Agreement between the Lead State and Contractor.
- f. Participating Entities who are not states may under some circumstances sign their own Participating Addendum, subject to the approval of participation by the Chief Procurement Official of the state where the Participating Entity is located.

### **23. Payment**

Payment for completion of a contract order is normally made within 30 days following the date the entire order is delivered or the date a correct invoice is received, whichever is later. After 45 days the Contractor may assess overdue account charges up to a maximum rate of one percent per month on the outstanding balance. Payments will be remitted by mail. Payments may be made via a State or political subdivision "Purchasing Card" with no additional charge.

### **24. Public Information**

This Master Agreement and all related documents are subject to disclosure pursuant to the Purchasing Entity's public information laws.

### **25. Records Administration and Audit**

- a. The Contractor shall maintain books, records, documents, and other evidence pertaining to this Master Agreement and orders placed by Purchasing Entities under it to the extent and in such detail as shall adequately reflect performance and administration of payments and fees. Contractor shall permit the Lead State, a Participating Entity, a Purchasing Entity, the federal government (including its grant awarding entities and the U.S. Comptroller General), and any other duly authorized agent of a governmental agency, to audit, inspect, examine, copy and/or transcribe Contractor's books, documents, papers and records directly pertinent to this Master Agreement or orders placed by a Purchasing Entity under it for the purpose of making audits, examinations, excerpts, and transcriptions. This right shall survive for a period of five (5) years following termination of this Agreement or final payment for any order placed by a Purchasing Entity against this Agreement, whichever is later, to assure compliance with the terms hereof or to evaluate performance hereunder.
- b. Without limiting any other remedy available to any governmental entity, the Contractor shall reimburse the applicable Lead State, Participating Entity, or Purchasing Entity for any overpayments inconsistent with the terms of the Master Agreement or orders or underpayment of fees found as a result of the examination of the Contractor's records.
- c. The rights and obligations herein right exist in addition to any quality assurance obligation in the Master Agreement requiring the Contractor to self-audit contract obligations and that permits the Lead State to review compliance with those obligations.

## **26. Administrative Fees**

- a. The Contractor shall pay to the WSCA-NASPO Cooperative Purchasing Organization, or its assignee, a WSCA-NASPO Administrative Fee of one-quarter of one percent (0.25% or 0.0025) no later than 60 days following the end of each calendar quarter. The WSCA-NASPO Administrative Fee shall be submitted quarterly and is based on all sales of products and services under the Master Agreement (less any charges for taxes or shipping). The WSCA-NASPO Administrative Fee is not negotiable. This fee is to be included as part of the pricing submitted with proposal.
- b. Additionally, some states may require an additional fee be paid directly to the state only on purchases made by Purchasing Entities within that state. For all such requests, the fee level, payment method and schedule for such reports and payments will be incorporated into the Participating Addendum that is made a part of the Master Agreement. The Contractor may adjust the Master Agreement pricing accordingly for purchases made by Purchasing Entities within the jurisdiction of the state. All such agreements shall not affect the WSCA-NASPO Administrative Fee or the prices paid by the Purchasing Entities outside the jurisdiction of the state requesting the additional fee.

## **27. WSCA-NASPO Summary and Detailed Usage Reports**

In addition to other reports that may be required by this solicitation, the Contractor shall provide the following WSCA-NASPO reports.

- a. **Summary Sales Data.** The Contractor shall submit quarterly sales reports directly to WSCA-NASPO using the WSCA-NASPO Quarterly Sales/Administrative Fee Reporting Tool found at <http://www.naspo.org/WNCPO/Calculator.aspx>. Any/all sales made under the contract shall be reported as cumulative totals by state. Even if Contractor experiences zero sales during a calendar quarter, a report is still required. Reports shall be due no later than 30 day following the end of the calendar quarter (as specified in the reporting tool).
- b. **Detailed Sales Data.** Contractor shall also report detailed sales data by: (1) state; (2) entity/customer type, e.g. local government, higher education, K12, non-profit; (3) Purchasing Entity name; (4) Purchasing Entity bill-to and ship-to locations; (4) Purchasing Entity and Contractor Purchase Order identifier/number(s); (5) Purchase Order Type (e.g. sales order, credit, return, upgrade, determined by industry practices); (6) Purchase Order date; (7) Ship Date; (8) and line item description, including product number if used. The report shall be submitted in any form required by the solicitation. Reports are due on a quarterly basis and must be received by the Lead State and WSCA-NASPO Cooperative Development Team no later than thirty (30) days after the end of the reporting period. Reports shall be delivered to the Lead State and to the WSCA-NASPO Cooperative Development Team electronically through a designated portal, email, CD-Rom, flash drive or other method as determined by the Lead State. Detailed sales data reports shall include sales information for all sales under Participating Addenda executed under this Master Agreement. The format for the detailed sales data report is in shown in Attachment P.

- c. Reportable sales for the summary sales data report and detailed sales data report includes sales to employees for personal use where authorized by the solicitation and the Participating Addendum. Report data for employees should be limited to ONLY the state and entity they are participating under the authority of (state and agency, city, county, school district, etc.) and the amount of sales. No personal identification numbers, e.g. names, addresses, social security numbers or any other numerical identifier, may be submitted with any report.
- d. Timely submission of these reports is a material requirement of the Master Agreement. The recipient of the reports shall have exclusive ownership of the media containing the reports. The Lead State and WSCA-NASPO shall have a perpetual, irrevocable, non-exclusive, royalty free, transferable right to display, modify, copy, and otherwise use reports, data and information provided under this section.

## **28. Standard of Performance and Acceptance.**

Any standard of performance under this Master Agreement applies to all Products purchased under this Master Agreement, including any additional, replacement, or substitute Product(s) and any Product(s) which are modified by or with the written approval of Contractor after Acceptance, by the Purchasing Entity. The Acceptance Testing period shall be thirty (30) calendar days or other time period identified in the solicitation or the Participating Addendum, starting from the day after the Product is delivered or, if installed, the day after the Product is installed and Contractor certifies that the Product is ready for Acceptance Testing. If the Product does not meet the standard of performance during the initial period of Acceptance Testing, Purchasing Entity may, at its discretion, continue Acceptance Testing on a day-to-day basis until the standard of performance is met. Upon rejection, the Contractor will have fifteen (15) calendar days to cure the standard of performance issue(s). If after the cure period, the Product still has not met the standard of performance, the Purchasing Entity may, at its option: (a) declare Contractor to be in breach and terminate the Order; (b) demand replacement Product from Contractor at no additional cost to Purchasing Entity; or, (c) continue the cure period for an additional time period agreed upon by the Purchasing Entity and the Contractor. Contractor shall pay all costs related to the preparation and shipping of Product returned pursuant to the section. No Product shall be accepted and no charges shall be paid until the standard of performance is met. The warranty period will begin upon Acceptance.

## **29. Warranty**

The Contractor warrants for a period of a minimum of 90 days from the date of Acceptance that: (a) the Product performs according to all specific claims that the Contractor made in its response to the solicitation, (b) the Product is suitable for the ordinary purposes for which such Product is used, (c) the Product is suitable for any special purposes identified in the solicitation or for which the Purchasing Entity has relied on the Contractor's skill or judgment, (d) the Product is designed and manufactured in a commercially reasonable manner, and (e) the Product is free of defects. Upon breach of the warranty, the Contractor will repair or replace (at no charge to the Purchasing Entity) the Product whose nonconformance is discovered and made known to the Contractor. If the repaired and/or replaced Product proves to be inadequate, or fails of its essential purpose, the Contractor will refund the full amount of any payments that have been made. The rights and

remedies of the parties under this warranty are in addition to any other rights and remedies of the parties provided by law or equity, including, without limitation, actual damages, and, as applicable and awarded under the law, to a prevailing party, reasonable attorneys' fees and costs.

**30. System Failure or Damage**

In the event of system failure or damage caused by the Contractor or its Product, the Contractor agrees to use its best efforts to restore or assist in restoring the system to operational capacity.

**31. Title of Product**

Upon Acceptance by the Purchasing Entity, Contractor shall convey to Purchasing Entity title to the Product free and clear of all liens, encumbrances, or other security interests. Transfer of title to the Product shall include an irrevocable and perpetual license to use any Embedded Software in the Product. If Purchasing Entity subsequently transfers title of the Product to another entity, Purchasing Entity shall have the right to transfer the license to use the Embedded Software with the transfer of Product title. A subsequent transfer of this software license shall be at no additional cost or charge to either Purchasing Entity or Purchasing Entity's transferee.

**32. Waiver of Breach**

Failure of the Lead State, Participating Entity, or Purchasing Entity to declare a default or enforce any rights and remedies shall not operate as a waiver under this Master Agreement or Participating Addendum. Any waiver by the Lead State, Participating Entity, or Purchasing Entity must be in writing. Waiver by the Lead State or Participating Entity of any default, right or remedy under this Master Agreement or Participating Addendum, or by Purchasing Entity with respect to any Purchase Order, or breach of any terms or requirements of this Master Agreement, a Participating Addendum, or Purchase Order shall not be construed or operate as a waiver of any subsequent default or breach of such term or requirement, or of any other term or requirement under this Master Agreement, Participating Addendum, or Purchase Order.

**33. Assignment of Antitrust Rights**

Contractor irrevocably assigns to a Participating Entity any claim for relief or cause of action which the Contractor now has or which may accrue to the Contractor in the future by reason of any violation of state or federal antitrust laws (15 U.S.C. § 1-15 or a Participating Entity's state antitrust provisions), as now in effect and as may be amended from time to time, in connection with any goods or services provided to the Contractor for the purpose of carrying out the Contractor's obligations under this Master Agreement or Participating Addendum, including, at a Participating Entity's option, the right to control any such litigation on such claim for relief or cause of action.

**34. Debarment**

The Contractor certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction (contract) by any governmental department or agency. This certification represents a recurring certification made at the time any Order is placed under this Master Agreement. If the Contractor cannot certify this statement, attach a written explanation for review by the Lead State.

### **35. Governing Law and Venue**

- a. The procurement, evaluation, and award of the Master Agreement shall be governed by and construed in accordance with the laws of the Lead State sponsoring and administering the procurement. The construction and effect of the Master Agreement after award shall be governed by the law of the state serving as Lead State (in most cases also the Lead State). The construction and effect of any Participating Addendum or Order against the Master Agreement shall be governed by and construed in accordance with the laws of the Participating Entity's or Purchasing Entity's State.
- b. Unless otherwise specified in the RFP, the venue for any protest, claim, dispute or action relating to the procurement, evaluation, and award is in the Lead State. Venue for any claim, dispute or action concerning the terms of the Master Agreement shall be in the state serving as Lead State. Venue for any claim, dispute, or action concerning any Order placed against the Master Agreement or the effect of a Participating Addendum shall be in the Purchasing Entity's State.
- c. If a claim is brought in a federal forum, then it must be brought and adjudicated solely and exclusively within the United States District Court for (in decreasing order of priority): the Lead State for claims relating to the procurement, evaluation, award, or contract performance or administration if the Lead State is a party; the Participating State if a named party; the Participating Entity state if a named party; or the Purchasing Entity state if a named party.

### **36. WSCA-NASPO eMarket Center**

- a. In July 2011, WSCA-NASPO entered into a multi-year agreement with SciQuest, Inc. whereby SciQuest will provide certain electronic catalog hosting and management services to enable eligible WSCA-NASPO entity's customers to access a central online website to view and/or shop the goods and services available from existing WSCA-NASPO Cooperative Contracts. The central online website is referred to as the WSCA-NASPO eMarket Center Contractor shall either upload a hosted catalog into the eMarket Center or integrate a punchout site with the eMarket Center.
- b. Supplier's Interface with the eMarket Center. There is no cost charged by SciQuest to the Contractor for loading a hosted catalog or integrating a punchout site.
- c. At a minimum, the Contractor agrees to the following:
  - (1) Implementation Timeline: WSCA-NASPO eMarket Center Site Admin shall provide a written request to the Contractor to begin enablement process. The Contractor shall have fifteen (15) days from receipt of written request to work with WSCA-NASPO and SciQuest to set up an enablement schedule, at which time SciQuest's technical documentation shall be provided to the Contractor. The schedule will include future calls and milestone dates related to test and go live dates. The contractor shall have a total of Ninety (90) days to deliver either a (1) hosted catalog or (2) punch-out catalog, from date of receipt of written request.

- (2) WSCA-NASPO and SciQuest will work with the Contractor, to decide which of the catalog structures (either hosted or punch-out as further described below) shall be provided by the Contractor. **Whether hosted or punch-out, the catalog must be strictly limited to the Contractor's awarded contract offering (e.g. products and/or services not authorized through the resulting cooperative contract should not be viewable by WSCA-NASPO Participating Entity users).**
- (a) Hosted Catalog. By providing a hosted catalog, the Contractor is providing a list of its awarded products/services and pricing in an electronic data file in a format acceptable to SciQuest, such as Tab Delimited Text files. In this scenario, the Contractor must submit updated electronic data within five days of approval from the Lead State of product updates to the eMarket Center for the Lead State's approval to maintain the most up-to-date version of its product/service offering under the cooperative contract in the eMarket Center.
- (b) Punch-Out Catalog. By providing a punch-out catalog, the Contractor is providing its own online catalog, which must be capable of being integrated with the eMarket Center as a. Standard punch-in via Commerce eXtensible Markup Language (cXML). In this scenario, the Contractor shall validate that its online catalog is up-to-date by providing a written update as needed, to the Lead State stating they have audited the offered products/services and pricing listed on its online catalog. The site must also return detailed UNSPSC codes (as outlined in line 3) for each line item. Contractor also agrees to provide e-Quote functionality to facilitate volume discounts.
- d. Revising Pricing and Product Offerings: Any revisions (whether an increase or decrease) to pricing or product/service offerings (new products, altered SKUs, etc.) must be pre-approved by the Lead State and shall be subject to any other applicable restrictions with respect to the frequency or amount of such revisions. However, no cooperative contract enabled in the eMarket Center may include price changes on a more frequent basis than once per month. The following conditions apply with respect to hosted catalogs:
- (1) Updated pricing files are required by the 1st of the month and shall go into effect in the eMarket Center on the 1st day of the following month (i.e. file received on 1/01/13 would be effective in the eMarket Center on 2/01/13). Files received after the 1st of the month may be delayed up to a month (i.e. file received on 11/06/09 would be effect in the eMarket Center on 1/01/10).
- (2) Lead State-approved price changes are not effective until implemented within the eMarket Center. Errors in the Contractor's submitted pricing files will delay the implementation of the price changes in eMarket Center.
- e. Supplier Network Requirements: Contractor shall join the SciQuest Supplier Network (SQSN) and shall use the SciQuest's Supplier Portal to import the Contractor's catalog and pricing, into the SciQuest system, and view reports on catalog spend and product/pricing freshness. The Contractor can receive orders through electronic delivery (cXML) or through low-tech options such as fax. More information about the SQSN can

be found at: [www.sciquest.com](http://www.sciquest.com) or call the SciQuest Supplier Network Services team at 800-233-1121.

- f. Minimum Requirements: Whether the Contractor is providing a hosted catalog or a punch-out catalog, the Contractor agrees to meet the following requirements:
- (1) Catalog must contain the most current pricing, including all applicable administrative fees and/or discounts, as well as the most up-to-date product/service offering the Contractor is authorized to provide in accordance with the cooperative contract; and
  - (2) The accuracy of the catalog must be maintained by Contractor throughout the duration of the cooperative contract between the Contractor and the Contract Administrator; and
  - (3) The Catalog must include a Lead State contract identification number; and
  - (4) The Catalog must include detailed product line item descriptions; and
  - (5) The Catalog must include pictures when possible; and
  - (6) The Catalog must include any additional WSCA-NASPO and Participating Addendum requirements. Although suppliers in the SQSN normally submit one (1) catalog, it is possible to have multiple contracts applicable to different WSCA-NASPO Participating Entities. For example, a supplier may have different pricing for state government agencies and Board of Regents institutions. Suppliers have the ability and responsibility to submit separate contract pricing for the same catalog if applicable. The system will deliver the appropriate contract pricing to the user viewing the catalog.
- g. Order Acceptance Requirements: Contractor must be able to accept Purchase Orders via fax or cXML. The Contractor shall provide positive confirmation via phone or email within 24 hours of the Contractor's receipt of the Purchase Order. If the Purchasing Order is received after 3pm EST on the day before a weekend or holiday, the Contractor must provide positive confirmation via phone or email on the next business day.
- h. UNSPSC Requirements: Contractor shall support use of the United Nations Standard Product and Services Code (UNSPSC). UNSPSC versions that must be adhered to are driven by SciQuest for the suppliers and are upgraded every year. WSCA-NASPO reserves the right to migrate to future versions of the UNSPSC and the Contractor shall be required to support the migration effort. All line items, goods or services provided under the resulting statewide contract must be associated to a UNSPSC code. All line items must be identified at the most detailed UNSPSC level indicated by segment, family, class and commodity. More information about the UNSPSC is available at: <http://www.unspsc.com> and <http://www.unspsc.com/FAQs.asp#howdoesunspscwork>.
- i. Applicability: Contractor agrees that WSCA-NASPO controls which contracts appear in the eMarket Center and that WSCA-NASPO may elect at any time to remove any supplier's offering from the eMarket Center.



- j. The Lead State reserves the right to approve the pricing on the eMarket Center. This catalog review right is solely for the benefit of the Lead State and Participating Entities, and the review and approval shall not waive the requirement that products and services be offered at prices (and approved fees) required by the Master Agreement.
- k. Several WSCA-NASPO Participating Entities currently maintain separate SciQuest eMarketplaces, these Participating Entities do enable certain WSCA-NASPO Cooperative Contracts. In the event one of these entities elects to use this WSCA-NASPO Cooperative Contract (available through the eMarket Center) but publish to their own eMarketplace, the Contractor agrees to work in good faith with the entity and WSCA-NASPO to implement the catalog. WSCA-NASPO does not anticipate that this will require substantial additional efforts by the Contractor; however, the supplier agrees to take commercially reasonable efforts to enable such separate SciQuest catalogs.

IN WITNESS WHEREOF, the parties hereto have caused this Contract to be signed and intend to be legally bound thereby.

**Independent Contractor Approval:**

|                                    |            |                                  |
|------------------------------------|------------|----------------------------------|
| <i>James J. Blackm</i>             | 11/24/2014 | Senior Vice President            |
| Independent Contractor's Signature | Date       | Independent's Contractor's Title |

**State of Nevada (Lead State) Approval:**

|                   |         |  |
|-------------------|---------|--|
| <i>Greg Smith</i> | 12-8-14 | CPO, NV State Purchasing Administrator |
| Greg Smith        | Date    |  |

**Approved as to form by:**

|   |             |
|---|-------------|
| <i>Julie D. Morrison</i>                            | On 8 Dec 14 |
| Nevada Deputy Attorney General for Attorney General | (Date)      |

**Attachment BB**

**Negotiated Items**

1. Additional Cost for hard drive removal and surrender must be disclosed to the Customer prior to the negotiation and signing of a lease or rental agreement.
2. Models added to a segment within an awarded Group must match or exceed the minimum discount proposed in the awarded Group.
3. Attachment O is meant to be a model Service Level Agreement. Awarded Vendors are to negotiate their own SLA with each Participating Entity at time of initiating the Participating Addendum.

IN WITNESS WHEREOF, the parties hereto have caused this Contract to be signed and intend to be legally bound thereby.

**Independent Contractor Approval:**

*Laura J. Blackwelder*      11/24/2014      Senior Vice President  
Independent Contractor's Signature      Date      Independent's Contractor's Title

**State of Nevada (Lead State) Approval:**

*Greg Smith*      12-8-14      CPO, NV State Purchasing Administrator  
Greg Smith      Date



**PARTICIPATING ADDENDUM to  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
MASTER AGREEMENT (Nevada RFP 3091)  
Adminstrated by the State of Nevada (hereinafter “Lead State”)**

Between

Sharp Electronics Corporation  
(hereinafter “Contractor”)

And

The State of Connecticut  
(hereinafter “Participating State/Entity”)

Page 1 of 21

**1. Scope:** This addendum covers the Copiers, Printers & Related Devices 14-19 lead by the State of Nevada for use by state agencies and other entities located in the Participating State/Entity authorized by that state’s statutes to utilize state/entity contracts with the prior approval of the state’s chief procurement official. The State’s chief procurement official has authorized local governmental entities within the State to enter into this Participating Addendum.

The State of Connecticut will utilize the following category of this award:

Group B – Production Copiers

**2. Participation:** Use of specific WSCA-NASPO cooperative contracts by agencies, political subdivisions and other entities (including cooperatives) authorized by an individual state’s statutes to use state/entity contracts are subject to the prior approval of the respective State Chief Procurement Official. Issues of interpretation and eligibility for participation are solely within the authority of the State Chief Procurement Official.

**3. Participating State Modifications or Additions to Master Agreement:**

- a) The State of Connecticut will authorize its Client Agencies to procure equipment and/or services using the following options:
  - Purchase
  - Service / Supplies
  - Non-Cancelable Rentals
  
- b) The State of Connecticut encourages small business procurement whenever possible. The State of Connecticut will request from Contractor a list of authorized dealers who are Connecticut DAS – certified small (SBE), minority (MBE) business for Client Agencies to procure from using this Contract. Further information about the Connecticut Supplier Diversity Program can be found at the following link:  
<http://das.ct.gov/cr1.aspx?page=34>
  
- c) All State of Connecticut Client Agency purchases that are less than \$1,000 shall be made using the State of Connecticut Purchasing Card (MasterCard). Exceptions to this policy would be for purchases that must be approved using the Core 10 process, Contractors who do not accept credit cards and purchases to restock inventories carried in the Core-CT inventory module. Contractor shall be equipped to receive purchase orders against this

**PARTICIPATING ADDENDUM to  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
MASTER AGREEMENT (Nevada RFP 3091)  
Administrated by the State of Nevada (hereinafter "Lead State")**

Between

Sharp Electronics Corporation  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State/Entity")

Page 2 of 21

Contract using the MasterCard. The Contractor shall be responsible for the credit card user-handling fee associated with credit card purchases. The Contractor shall charge the State's MasterCard only upon delivery of goods or rendering Services. The Contractor shall capture and provide their merchant bank, Level 3 reporting at the line item level for all orders placed using the MasterCard. Questions regarding the MasterCard Program should be directed to Ms. Kerry DiMatteo, Procurement Card Program Administrator at 860 713-5072 or [Kerry.dimatteo@ct.gov](mailto:Kerry.dimatteo@ct.gov) .

- d) **Payment Terms and Billing:** Payments shall be made only after the Client Agency receives and accepts the Goods or Services and after it receives a properly completed invoice. Payment for all accepted Goods or Services shall be due within forty five (45) days after acceptance of the Goods or Services, or thirty (30) days if the Contractor is a certified small Contractor or minority business enterprise as defined in Conn. Gen. Stat. §4a-60g. Contractor shall submit an invoice to the Client Agency for the Performance. The invoice shall include detailed information for Goods or Services, delivered and performed, as applicable, and accepted. Any late payment charges shall be calculated in accordance with the Connecticut General Statutes.
- e) Contractor shall adhere to established security and/or property entrance policies and procedures established for each requesting State of Connecticut Client Agency. It is the responsibility of each Contractor to understand and adhere to those policies and procedures prior to any attempt to enter the premises.
- f) Per State of Connecticut General Statute number 4a-67c: equipment and appliances offered under this Contract shall meet or exceed the federal energy conservation standards set forth in the Energy Policy and Conversation Act, 42 USC 6295, any federal regulations adopted thereunder, and shall meet or exceed the federal Energy Star standards established by the United States Environmental Protection Agency and the U.S. Department of Energy.

**PARTICIPATING ADDENDUM to  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
MASTER AGREEMENT (Nevada RFP 3091)  
Adminstrated by the State of Nevada (hereinafter "Lead State")**

Between

Sharp Electronics Corporation  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State/Entity")

Page 3 of 21

- g) **Equipment Relocation:** Contractor shall relocate Equipment as requested by the Client Agency at the cost as stated in the NASPO Contract.

|         |                        |   |
|---------|------------------------|---|
| Group B | Zone 1 – Same Building | No Charge   |
|         | Zone 2 – 0 to 50 miles | \$250 for <30 PPM units;<br>\$500 for 31-75 PPM units<br>\$1000 for 76+ PPM units |

- h) **Usage/Spend Reports:** Contractor must submit reports on a quarterly basis to the State of Connecticut contact person listed above. Reports must include:

- Client Agency/Organization
- Site Street Address
- Site City
- Location (Client Agency Unit /Department)
- Client Contact (name and telephone number and e-mail if available)
- Install Date (of the Equipment)
- Rental Term, 36 or 48 months
- Upgrade (Equipment replacement) Date
- Brand/Model
- Equipment Serial Number
- Equipment ID
- (Billing) Reconciliation (period)
- Equipment Category (e.g. 13-22 page per minute (ppm) black and white (b/w)).
- B/W Monthly Average
- Color Monthly Average

4. **Leases:** Leasing of any equipment is not allowed under this Participating Addendum.

5. **Primary Contacts:** The primary contact individuals for this participating addendum are as follows (or their named successors):

**PARTICIPATING ADDENDUM to  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
MASTER AGREEMENT (Nevada RFP 3091)  
Adminstrated by the State of Nevada (hereinafter "Lead State")**

Between

Sharp Electronics Corporation  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State/Entity")

Page 4 of 21

Contractor

|           |  |
|-----------|--|
| Name      | Sharp Electronics, Craig Pulver, Government Account Executive  |
| Address   | One Sharp Plaza Suite 1, Mahwah, NJ 07495                      |
| Telephone | 201-529-8200 602-300-0962                                      |
| Fax       | 201-529-9454   |
| E-mail    | <a href="mailto:pulverc@sharpsec.com">pulverc@sharpsec.com</a> |

Participating Entity

|           |  |
|-----------|--|
| Name      | Janet DelGreco Olson   |
| Address   | 165 Capitol Avenue, 5 <sup>th</sup> Floor So., Hartford CT 06106 |
| Telephone | 860 713-5079   |
| Fax       | 860 622-2961   |
| E-mail    | <a href="mailto:janet.delgreco@ct.gov">janet.delgreco@ct.gov</a> |

6. Subcontractors:

All **Sharp Electronics** dealers and resellers authorized in the State of Connecticut, as shown on the dedicated **Sharp Electronics** (cooperative contract) website, are approved to provide sales and service support to participants in the WSCA-NASPO Master Agreement. The **Sharp Electronics** dealer's participation will be in accordance with the terms and conditions set forth in the aforementioned Master Agreement.

7. Purchase Order Instructions:

All orders should contain the following (1) Mandatory Language "PO is subject to WSCA-NASPO Contract # 3091 (2) Your Name, Address, Contact, & Phone-Number (3) Purchase order amount. Please channel your PO through one of our authorized resellers so they can arrange for proper ordering and installation of your unit.

8. Price Agreement Number:

All purchase orders issued by purchasing entities within the jurisdiction of this participating addendum shall include the Participating State contract number: **14PSX0125** and the Lead State RFP number: 3091.

**PARTICIPATING ADDENDUM to  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
MASTER AGREEMENT (Nevada RFP 3091)  
Administrated by the State of Nevada (hereinafter "Lead State")**

Between

Sharp Electronics Corporation  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State/Entity")

Page 5 of 21

**9. Individual Customer:**

Each State agency and political subdivision, as a Participating Entity, that purchases products/services will be treated as if they were Individual Customers. Each agency and political subdivision will be responsible to follow the terms and conditions of the Master Agreement; and they will have the same rights and responsibilities for their purchases as the Lead State has in the Master Agreement. Each agency and political subdivision will be responsible for their own charges, fees, and liabilities. Each agency and political subdivision will have the same rights to any indemnity or to recover any costs allowed in the contract for their purchases. The Contractor will apply the charges to each Participating Entity individually.

This Participating Addendum and the Master Agreement resulting from RFP number 3091 (administered by the State of Nevada) together with its exhibits, set forth the entire agreement between the parties with respect to the subject matter of all previous communications, representations or agreements, whether oral or written, with respect to the subject matter hereof. Terms and conditions inconsistent with, contrary or in addition to the terms and conditions of this Addendum and the Master Agreement, together with its exhibits, shall not be added to or incorporated into this Addendum or the Master Agreement and its exhibits, by any subsequent purchase order or otherwise, and any such attempts to add or incorporate such terms and conditions are hereby rejected unless accepted in writing by both Purchasing Entity and Contractor. The terms and conditions of this Addendum and the Master Agreement and its exhibits shall prevail and govern in the case of any such inconsistent or additional terms within the Participating State.

**10. The parties agree that the following provisions (Participating Addendum) shall apply to any action, purchase or purchase order issued by the State of Connecticut or any of its participating entities.**

**Definitions: The following definitions apply to this Participating Addendum**

- a) **Claims:** All actions, suits, claims, demands, investigations and proceedings of any kind, open, pending or threatened, whether mature, unmatured, contingent, known or unknown, at law or in equity, in any forum.
- b) **Confidential Information:** Any name, number or other information that may be used, alone or in conjunction with any other information, to identify a specific individual including, but not limited to, such individual's name, date of birth, mother's maiden name, motor vehicle



**PARTICIPATING ADDENDUM to  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
MASTER AGREEMENT (Nevada RFP 3091)  
Adminstrated by the State of Nevada (hereinafter "Lead State")**

Between

Sharp Electronics Corporation  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State/Entity")

Page 6 of 21

operator's license number, Social Security number, employee identification number, employer or taxpayer identification number, alien registration number, government passport number, health insurance identification number, demand deposit account number, savings account number, credit card number, debit card number or unique biometric data such as fingerprint, voice print, retina or iris image, or other unique physical representation. Without limiting the foregoing, Confidential Information shall also include any information that the Department classifies as "confidential" or "restricted." Confidential Information shall not include information that may be lawfully obtained from publicly available sources or from federal, state, or local government records which are lawfully made available to the general public.

- c) **Confidential Information Breach:** This shall mean, generally, an instance where an unauthorized person or entity accesses Confidential Information in any manner, including but not limited to the following occurrences: (1) any Confidential Information that is not encrypted or protected is misplaced, lost, stolen or in any way compromised; (2) one or more third parties have had access to or taken control or possession of any Confidential Information that is not encrypted or protected without prior written authorization from the State; (3) the unauthorized acquisition of encrypted or protected Confidential Information together with the confidential process or key that is capable of compromising the integrity of the Confidential Information; or (4) if there is a substantial risk of identity theft or fraud to the client, the Contractor, the Department or State.
- d) **Contract:** Copiers, Printers and Related Devices, Contract Award Number 14-19 and this Participating Addendum
- e) **Contractor:** A person or entity who executes the Contract.
- f) **Contractor Parties:** A Contractor's members, directors, officers, shareholders, partners, managers, principal officers, representatives, agents, servants, consultants, employees or any one of them or any other person or entity with whom the Contractor is in privity of oral or written contract and the Contractor intends for such other person or entity to Perform under the Contract in any capacity.

**Whistleblowing.** This Contract may be subject to the provisions of Section 4-61dd of the Connecticut General Statutes. In accordance with this statute, if an officer, employee or appointing authority of the Contractor takes or threatens to take any personnel action against any

**PARTICIPATING ADDENDUM to  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
MASTER AGREEMENT (Nevada RFP 3091)  
Administrated by the State of Nevada (hereinafter "Lead State")**

Between

Sharp Electronics Corporation  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State/Entity")

Page 7 of 21

employee of the Contractor in retaliation for such employee's disclosure of information to any employee of the contracting state or quasi-public agency or the Auditors of Public Accounts or the Attorney General under the provisions of subsection (a) of such statute, the Contractor shall be liable for a civil penalty of not more than five thousand dollars for each offense, up to a maximum of twenty per cent of the value of this Contract. Each violation shall be a separate and distinct offense and in the case of a continuing violation, each calendar day's continuance of the violation shall be deemed to be a separate and distinct offense. The State may request that the Attorney General bring a civil action in the Superior Court for the Judicial District of Hartford to seek imposition and recovery of such civil penalty. In accordance with subsection (f) of such statute, each large state contractor, as defined in the statute, shall post a notice of the provisions of the statute relating to large state contractors in a conspicuous place which is readily available for viewing by the employees of the Contractor.

**Forum and Choice of Law.** The parties deem the Contract to have been made in the City of Hartford, State of Connecticut. Both parties agree that it is fair and reasonable for the validity and construction of the Contract to be, and it shall be, governed by the laws and court decisions of the State of Connecticut, without giving effect to its principles of conflicts of laws. To the extent that any immunities provided by Federal law or the laws of the State of Connecticut do not bar an action against the State, and to the extent that these courts are courts of competent jurisdiction, for the purpose of venue, the complaint shall be made returnable to the Judicial District of Hartford only or shall be brought in the United States District Court for the District of Connecticut only, and shall not be transferred to any other court, provided, however, that nothing here constitutes a waiver or compromise of the sovereign immunity of the State of Connecticut. The Contractor waives any objection which it may now have or will have to the laying of venue of any Claims in any forum and further irrevocably submits to such jurisdiction in any suit, action or proceeding.

**Sovereign Immunity.** The parties acknowledge and agree that nothing in the solicitation or the Contract shall be construed as a modification, compromise or waiver by the State of any rights or defenses of any immunities provided by Federal law or the laws of the State of Connecticut to the State or any of its officers and employees, which they may have had, now have or will have with respect to all matters arising out of the Contract. To the extent that this section conflicts with any other section, this section shall govern.

**Summary of State Ethics Laws.** Pursuant to the requirements of section 1-101qq of the Connecticut General Statutes, the summary of State ethics laws developed by the State Ethics Commission pursuant to section 1-81b of the Connecticut General Statutes is incorporated by

**PARTICIPATING ADDENDUM to  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
MASTER AGREEMENT (Nevada RFP 3091)  
Adminstrated by the State of Nevada (hereinafter "Lead State")**

Between

Sharp Electronics Corporation  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State/Entity")

Page 8 of 21

reference into and made a part of the Contract as if the summary had been fully set forth in the Contract.

**Campaign Contribution Restriction.** For all State contracts, defined in Conn. Gen. Stat. §9-612(g)(1) as having a value in a calendar year of \$50,000 or more, or a combination or series of such agreements or contracts having a value of \$100,000 or more, the authorized signatory to this Contract expressly acknowledges receipt of the State Elections Enforcement Commission's notice advising state contractors of state campaign contribution and solicitation prohibitions, and will inform its principals of the contents of the notice, as set forth in "Notice to Executive Branch State Contractors and Prospective State Contractors of Campaign Contribution and Solicitation Limitations," attached to this Participating Addendum.

**Executive Orders.** This Contract is subject to the provisions of Executive Order No. Three of Governor Thomas J. Meskill, promulgated June 16, 1971, concerning labor employment practices, Executive Order No. Seventeen of Governor Thomas J. Meskill, promulgated February 15, 1973, concerning the listing of employment openings and Executive Order No. Sixteen of Governor John G. Rowland promulgated August 4, 1999, concerning violence in the workplace, all of which are incorporated into and are made a part of the Contract as if they had been fully set forth in it. The Contract may also be subject to the applicable parts of Executive Order No. 14 of Governor M. Jodi Rell, promulgated April 17, 2006, concerning procurement of cleaning products and services, in accordance with its respective terms and conditions. If Executive Order 14 is applicable, it is deemed to be incorporated into and are made a part of the Contract as if they had been fully set forth in it. At the Contractor's request, the Department shall provide a copy of these orders to the Contractor.

**Nondiscrimination.**

(a) For purposes of this Section, the following terms are defined as follows:

- i. "Commission" means the Commission on Human Rights and Opportunities;
- ii. "Contract" and "contract" include any extension or modification of the Contract or contract;
- iii. "Contractor" and "contractor" include any successors or assigns of the Contractor or contractor;
- iv. "Gender identity or expression" means a person's gender-related identity, appearance or behavior, whether or not that gender-related identity, appearance or behavior is different from that traditionally associated with the person's physiology or assigned sex at birth, which gender-related identity can be shown by providing evidence including, but not limited to, medical history, care or treatment of the gender-related identity, consistent and uniform assertion of the gender-related

**PARTICIPATING ADDENDUM to  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
MASTER AGREEMENT (Nevada RFP 3091)  
Adminstrated by the State of Nevada (hereinafter "Lead State")**

Between

Sharp Electronics Corporation  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State/Entity")

Page 9 of 21

- identity or any other evidence that the gender-related identity is sincerely held, part of a person's core identity or not being asserted for an improper purpose;
- v. "good faith" means that degree of diligence which a reasonable person would exercise in the performance of legal duties and obligations;
  - vi. "good faith efforts" shall include, but not be limited to, those reasonable initial efforts necessary to comply with statutory or regulatory requirements and additional or substituted efforts when it is determined that such initial efforts will not be sufficient to comply with such requirements;
  - vii. "marital status" means being single, married as recognized by the state of Connecticut, widowed, separated or divorced;
  - viii. "mental disability" means one or more mental disorders, as defined in the most recent edition of the American Psychiatric Association's "Diagnostic and Statistical Manual of Mental Disorders", or a record of or regarding a person as having one or more such disorders;
  - ix. "minority business enterprise" means any small contractor or supplier of materials fifty-one percent or more of the capital stock, if any, or assets of which is owned by a person or persons: (1) who are active in the daily affairs of the enterprise, (2) who have the power to direct the management and policies of the enterprise, and (3) who are members of a minority, as such term is defined in subsection (a) of Connecticut General Statutes § 32-9n; and
  - x. "public works contract" means any agreement between any individual, firm or corporation and the State or any political subdivision of the State other than a municipality for construction, rehabilitation, conversion, extension, demolition or repair of a public building, highway or other changes or improvements in real property, or which is financed in whole or in part by the State, including, but not limited to, matching expenditures, grants, loans, insurance or guarantees.

For purposes of this Section, the terms "Contract" and "contract" do not include a contract where each contractor is (1) a political subdivision of the state, including, but not limited to, a municipality, (2) a quasi-public agency, as defined in Conn. Gen. Stat. Section 1-120, (3) any other state, including but not limited to any federally recognized Indian tribal governments, as defined in Conn. Gen. Stat. Section 1-267, (4) the federal government, (5) a foreign government, or (6) an agency of a subdivision, agency, state or government described in the immediately preceding enumerated items (1), (2), (3), (4) or (5).



**PARTICIPATING ADDENDUM to  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
MASTER AGREEMENT (Nevada RFP 3091)  
Adminstrated by the State of Nevada (hereinafter "Lead State")**

Between

Sharp Electronics Corporation  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State/Entity")

Page 10 of 21

- (b) (1) The Contractor agrees and warrants that in the performance of the Contract such Contractor will not discriminate or permit discrimination against any person or group of persons on the grounds of race, color, religious creed, age, marital status, national origin, ancestry, sex, gender identity or expression, intellectual disability, mental disability, or physical disability, including, but not limited to, blindness, unless it is shown by such Contractor that such disability prevents performance of the work involved, in any manner prohibited by the laws of the United States or of the State of Connecticut; and the Contractor further agrees to take affirmative action to insure that applicants with job-related qualifications are employed and that employees are treated when employed without regard to their race, color, religious creed, age, marital status, national origin, ancestry, sex, gender identity or expression, intellectual disability, mental disability or physical disability, including, but not limited to, blindness, unless it is shown by the Contractor that such disability prevents performance of the work involved; (2) the Contractor agrees, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, to state that it is an "affirmative action-equal opportunity employer" in accordance with regulations adopted by the Commission; (3) the Contractor agrees to provide each labor union or representative of workers with which the Contractor has a collective bargaining Agreement or other contract or understanding and each vendor with which the Contractor has a contract or understanding, a notice to be provided by the Commission, advising the labor union or workers' representative of the Contractor's commitments under this section and to post copies of the notice in conspicuous places available to employees and applicants for employment; (4) the Contractor agrees to comply with each provision of this Section and Connecticut General Statutes §§ 46a-68e and 46a-68f and with each regulation or relevant order issued by said Commission pursuant to Connecticut General Statutes §§ 46a-56, 46a-68e and 46a-68f; and (5) the Contractor agrees to provide the Commission on Human Rights and Opportunities with such information requested by the Commission, and permit access to pertinent books, records and accounts, concerning the employment practices and procedures of the Contractor as relate to the provisions of this Section and Connecticut General Statutes § 46a-56. If the contract is a public works contract, the Contractor agrees and warrants that he will make good faith efforts to employ minority business enterprises as subcontractors and suppliers of materials on such public works projects.
- (c) Determination of the Contractor's good faith efforts shall include, but shall not be limited to, the following factors: The Contractor's employment and subcontracting policies, patterns and practices; affirmative advertising, recruitment and training; technical assistance activities and such other reasonable activities or efforts as the Commission may prescribe

**PARTICIPATING ADDENDUM to  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
MASTER AGREEMENT (Nevada RFP 3091)  
Adminstrated by the State of Nevada (hereinafter "Lead State")**

Between

Sharp Electronics Corporation  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State/Entity")

Page 11 of 21

that are designed to ensure the participation of minority business enterprises in public works projects.

- (d) The Contractor shall develop and maintain adequate documentation, in a manner prescribed by the Commission, of its good faith efforts.
- (e) The Contractor shall include the provisions of subsection (b) of this Section in every subcontract or purchase order entered into in order to fulfill any obligation of a contract with the State and such provisions shall be binding on a subcontractor, vendor or manufacturer unless exempted by regulations or orders of the Commission. The Contractor shall take such action with respect to any such subcontract or purchase order as the Commission may direct as a means of enforcing such provisions including sanctions for noncompliance in accordance with Connecticut General Statutes §46a-56; provided if such Contractor becomes involved in, or is threatened with, litigation with a subcontractor or vendor as a result of such direction by the Commission, the Contractor may request the State of Connecticut to enter into any such litigation or negotiation prior thereto to protect the interests of the State and the State may so enter.
- (f) The Contractor agrees to comply with the regulations referred to in this Section as they exist on the date of this Contract and as they may be adopted or amended from time to time during the term of this Contract and any amendments thereto.
- (g) (1) The Contractor agrees and warrants that in the performance of the Contract such Contractor will not discriminate or permit discrimination against any person or group of persons on the grounds of sexual orientation, in any manner prohibited by the laws of the United States or the State of Connecticut, and that employees are treated when employed without regard to their sexual orientation; (2) the Contractor agrees to provide each labor union or representative of workers with which such Contractor has a collective bargaining Agreement or other contract or understanding and each vendor with which such Contractor has a contract or understanding, a notice to be provided by the Commission on Human Rights and Opportunities advising the labor union or workers' representative of the Contractor's commitments under this section, and to post copies of the notice in conspicuous places available to employees and applicants for employment; (3) the Contractor agrees to comply with each provision of this section and with each regulation or relevant order issued by said Commission pursuant to Connecticut General Statutes § 46a-56; and (4) the Contractor agrees to provide the Commission on Human Rights and Opportunities with such

**PARTICIPATING ADDENDUM to  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
MASTER AGREEMENT (Nevada RFP 3091)  
Adminstrated by the State of Nevada (hereinafter "Lead State")**

Between

Sharp Electronics Corporation  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State/Entity")

Page 12 of 21

information requested by the Commission, and permit access to pertinent books, records and accounts, concerning the employment practices and procedures of the Contractor which relate to the provisions of this Section and Connecticut General Statutes § 46a-56.

- (h) The Contractor shall include the provisions of the foregoing paragraph in every subcontract or purchase order entered into in order to fulfill any obligation of a contract with the State and such provisions shall be binding on a subcontractor, vendor or manufacturer unless exempted by regulations or orders of the Commission. The Contractor shall take such action with respect to any such subcontract or purchase order as the Commission may direct as a means of enforcing such provisions including sanctions for noncompliance in accordance with Connecticut General Statutes § 46a-56; provided, if such Contractor becomes involved in, or is threatened with, litigation with a subcontractor or vendor as a result of such direction by the Commission, the Contractor may request the State of Connecticut to enter into any such litigation or negotiation prior thereto to protect the interests of the State and the State may so enter.

**Indemnification.**

- (a) The Contractor shall indemnify, defend and hold harmless the State and its officers, representatives, agents, servants, employees, successors and assigns from and against any and all (1) Claims arising, directly or indirectly, in connection with the Contract, including the acts of commission or omission (collectively, the "Acts") of the Contractor or Contractor Parties; and (2) liabilities, damages, losses, costs and expenses, including but not limited to, attorneys' and other professionals' fees, arising, directly or indirectly, in connection with Claims, Acts or the Contract. The Contractor shall use counsel reasonably acceptable to the State in carrying out its obligations under this section. The Contractor's obligations under this section to indemnify, defend and hold harmless against Claims includes Claims concerning confidentiality of any part of or all of the Contractor's bid, proposal or any Records, any intellectual property rights, other proprietary rights of any person or entity, copyrighted or uncopyrighted compositions, secret processes, patented or unpatented inventions, articles or appliances furnished or used in the performance.
- (b) The Contractor shall not be responsible for indemnifying or holding the State harmless from any liability arising due to the negligence of the State or any other person or entity acting under the direct control or supervision of the State.

**PARTICIPATING ADDENDUM to  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
MASTER AGREEMENT (Nevada RFP 3091)  
Adminstrated by the State of Nevada (hereinafter "Lead State")**

Between

Sharp Electronics Corporation  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State/Entity")

Page 13 of 21

- (c) The Contractor shall reimburse the State for any and all damages to the real or personal property of the State caused by the Acts of the Contractor or any Contractor Parties. The State shall give the Contractor reasonable notice of any such Claims
- (d) The Contractor's duties under this section shall remain fully in effect and binding in accordance with the terms and conditions of the Contract, without being lessened or compromised in any way, even where the Contractor is alleged or is found to have merely contributed in part to the Acts giving rise to the Claims and/or where the State is alleged or is found to have contributed to the Acts giving rise to the Claims.
- (e) The Contractor shall carry and maintain at all times during the term of the Contract, and during the time that any provisions survive the term of the Contract, sufficient general liability insurance to satisfy its obligations under this Contract. The Contractor shall name the State as an additional insured on the policy and shall provide a copy of the policy to the Agency prior to the effective date of the Contract. The Contractor shall not begin performance until the delivery of the policy to the Agency. The Agency shall be entitled to recover under the insurance policy even if a body of competent jurisdiction determines that the Agency or the State is contributorily negligent.
- (f) The rights provided in this section for the benefit of the State shall encompass the recovery of attorneys' and other professionals' fees expended in pursuing a Claim against a third party.
- (g) This section shall survive the Termination of the Contract and shall not be limited by reason of any insurance coverage.

**Tangible Personal Property.**

- (a) The Contractor on its behalf and on behalf of its Affiliates, as defined below, shall comply with the provisions of Conn. Gen. Stat. §12-411b, as follows:
  - (1) For the term of the Contract, the Contractor and its Affiliates shall collect and remit to the State of Connecticut, Department of Revenue Services, any Connecticut use tax due under the provisions of Chapter 219 of the Connecticut General Statutes for items of tangible personal property sold by the Contractor or by any of its Affiliates in the same manner as if the Contractor and such Affiliates were engaged in the business of selling tangible personal property for use in Connecticut and had sufficient nexus under the provisions of Chapter 219 to be required to collect Connecticut use tax;



**PARTICIPATING ADDENDUM to  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
MASTER AGREEMENT (Nevada RFP 3091)  
Adminstrated by the State of Nevada (hereinafter "Lead State")**

Between

Sharp Electronics Corporation  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State/Entity")

Page 14 of 21

- (2) A customer's payment of a use tax to the Contractor or its Affiliates relieves the customer of liability for the use tax;
  - (3) The Contractor and its Affiliates shall remit all use taxes they collect from customers on or before the due date specified in the Contract, which may not be later than the last day of the month next succeeding the end of a calendar quarter or other tax collection period during which the tax was collected;
  - (4) The Contractor and its Affiliates are not liable for use tax billed by them but not paid to them by a customer; and
  - (5) Any Contractor or Affiliate who fails to remit use taxes collected on behalf of its customers by the due date specified in the Contract shall be subject to the interest and penalties provided for persons required to collect sales tax under chapter 219 of the general statutes.
- (b) For purposes of this section of the Contract, the word "Affiliate" means any person, as defined in section 12-1 of the general statutes that controls is controlled by, or is under common control with another person. A person controls another person if the person owns, directly or indirectly, more than ten per cent of the voting securities of the other person. The word "voting security" means a security that confers upon the holder the right to vote for the election of members of the board of directors or similar governing body of the business, or that is convertible into, or entitles the holder to receive, upon its exercise, a security that confers such a right to vote. "Voting security" includes a general partnership interest.
- (c) The Contractor represents and warrants that each of its Affiliates has vested in the Contractor plenary authority to so bind the Affiliates in any agreement with the State of Connecticut. The Contractor on its own behalf and on behalf of its Affiliates shall also provide, no later than 30 days after receiving a request by the State's contracting authority, such information as the State may require to ensure, in the State's sole determination, compliance with the provisions of Chapter 219 of the Connecticut General Statutes, including, but not limited to, §12-411b.

**Audit and Inspection of Plants, Places of Business and Records.**

- (a) The State and its agents, including, but not limited to, the Connecticut Auditors of Public Accounts, Attorney General and State's Attorney and their respective agents, may, at reasonable hours, inspect and examine all of the parts of the Contractor's and Contractor Parties' plants and places of business which, in any way, are related to, or involved in, the performance of this Contract.

**PARTICIPATING ADDENDUM to  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
MASTER AGREEMENT (Nevada RFP 3091)  
Adminstrated by the State of Nevada (hereinafter "Lead State")**

Between

Sharp Electronics Corporation  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State/Entity")

Page 15 of 21

- (b) The Contractor shall maintain, and shall require each of the Contractor Parties to maintain, accurate and complete Records. The Contractor shall make all of its and the Contractor Parties' Records available at all reasonable hours for audit and inspection by the State and its agents.
- (c) The State shall make all requests for any audit or inspection in writing and shall provide the Contractor with at least twenty-four (24) hours' notice prior to the requested audit and inspection date. If the State suspects fraud or other abuse, or in the event of an emergency, the State is not obligated to provide any prior notice.
- (d) All audits and inspections shall be at the State's expense.
- (e) The Contractor shall keep and preserve or cause to be kept and preserved all of its and Contractor Parties' Records until three (3) years after the latter of (i) final payment under this Agreement, or (ii) the expiration or earlier termination of this Agreement, as the same may be modified for any reason. The State may request an audit or inspection at any time during this period. If any Claim or audit is started before the expiration of this period, the Contractor shall retain or cause to be retained all Records until all Claims or audit findings have been resolved.
- (f) The Contractor shall cooperate fully with the State and its agents in connection with an audit or inspection. Following any audit or inspection, the State may conduct and the Contractor shall cooperate with an exit conference.
- (g) The Contractor shall incorporate this entire Section verbatim into any contract or other agreement that it enters into with any Contractor Party.

**Protection of Confidential Information.**

- (a) Contractor and Contractor Parties, at their own expense, have a duty to and shall protect from a Confidential Information Breach any and all Confidential Information which they come to possess or control, wherever and however stored or maintained, in a commercially reasonable manner in accordance with current industry standards.
- (b) Each Contractor or Contractor Party shall develop, implement and maintain a comprehensive data - security program for the protection of Confidential Information. The

**PARTICIPATING ADDENDUM to  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
MASTER AGREEMENT (Nevada RFP 3091)  
Adminstrated by the State of Nevada (hereinafter "Lead State")**

Between

Sharp Electronics Corporation  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State/Entity")

Page 16 of 21

safeguards contained in such program shall be consistent with and comply with the safeguards for protection of Confidential Information, and information of a similar character, as set forth in all applicable federal and state law and written policy of the Department or State concerning the confidentiality of Confidential Information. Such data-security program shall include, but not be limited to, the following:

- (1) A security policy for employees related to the storage, access and transportation of data containing Confidential Information;
  - (2) Reasonable restrictions on access to records containing Confidential Information, including access to any locked storage where such records are kept;
  - (3) A process for reviewing policies and security measures at least annually;
  - (4) Creating secure access controls to Confidential Information, including but not limited to passwords; and
  - (5) Encrypting of Confidential Information that is stored on laptops, portable devices or being transmitted electronically.
- (c) The Contractor and Contractor Parties shall notify the Department and the Connecticut Office of the Attorney General as soon as practical, but no later than twenty-four (24) hours, after they become aware of or suspect that any Confidential Information which Contractor or Contractor Parties have come to possess or control has been subject to a Confidential Information Breach. If a Confidential Information Breach has occurred, the Contractor shall, within three (3) business days after the notification, present a credit monitoring and protection plan to the Commissioner of Administrative Services, the Department and the Connecticut Office of the Attorney General, for review and approval. Such credit monitoring or protection plan shall be made available by the Contractor at its own cost and expense to all individuals affected by the Confidential Information Breach. Such credit monitoring or protection plan shall include, but is not limited to reimbursement for the cost of placing and lifting one (1) security freeze per credit file pursuant to Connecticut General Statutes § 36a-701a. Such credit monitoring or protection plans shall be approved by the State in accordance with this Section

**PARTICIPATING ADDENDUM to  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
MASTER AGREEMENT (Nevada RFP 3091)  
Administrated by the State of Nevada (hereinafter "Lead State")**

Between

Sharp Electronics Corporation  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State/Entity")

Page 17 of 21

and shall cover a length of time commensurate with the circumstances of the Confidential Information Breach. The Contractors' costs and expenses for the credit monitoring and protection plan shall not be recoverable from the Department, any State of Connecticut entity or any affected individuals.

- (d) The Contractor shall incorporate the requirements of this Section in all subcontracts requiring each Contractor Party to safeguard Confidential Information in the same manner as provided for in this Section.
- (e) Nothing in this Section shall supersede in any manner Contractor's or Contractor Party's obligations pursuant to HIPAA or the provisions of this Contract concerning the obligations of the Contractor as a Business Associate of the Department.

**Financial Audit for State Grants.**

For purposes of this paragraph, the word "Contractor" shall be deemed to mean "nonstate entity," as that term is defined in Section 4-230 of the Connecticut General Statutes. The contractor shall provide for an annual financial audit acceptable to the Department for any expenditure of state-awarded funds made by the contractor. Such audit shall include management letters and audit recommendations. The State Auditors of Public Accounts shall have access to all records and accounts for the fiscal year(s) in which the award was made. The contractor will comply with federal and state single audit standards as applicable.

**Lead State Terms that shall not apply to Connecticut.**

The parties hereby agree that any provision in the Standard Terms and Conditions of the National Association of State Procurement Officials, the Minnesota's Negotiated Terms and Conditions or the Master Agreement between NASPO and West Publishing Corporation and any of its Exhibits, shall not apply to Connecticut or any of the participating entities from Connecticut if the provision violates sovereign immunity or conflicts with this Participating Addendum. Further the parties agree that in any instance where a provision requires the State to indemnify the Contractor or that the parties are bound by binding arbitration that constitutes a violation of sovereign immunity, and therefore is not applicable.

**PARTICIPATING ADDENDUM to  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
MASTER AGREEMENT (Nevada RFP 3091)  
Adminstrated by the State of Nevada (hereinafter "Lead State")**

Between

Sharp Electronics Corporation  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State/Entity")

Page 18 of 21

**Data Storage Devices.**

Neither the Contractor nor Contractor parties shall remove from a Client Agency facility for any time or any reason any hard drives or other data storage devices that are installed in or are in any other way considered to be a part of the Equipment, such as any "plug in" devices (collectively, "Data Storage Devices"). The Contractor shall not remove from a Client Agency facility for any time or any reason the Equipment without first transferring to the Client Agency, and the Client Agency shall accept, all ownership, title, rights and interest of, to and in the Data Storage Devices. The Contractor shall remove the Data Storage Devices from the Equipment, but only in the presence of a duly authorized agent of the Client Agency and only in accordance with the terms of a written request which the Client Agency shall have previously delivered to the Contractor. Upon removal, the Contractor shall immediately transfer possession of the Data Storage Devices to the duly authorized agent of the Client Agency. The Contractor's failure to transfer immediately possession of the removed Data Storage Devices to a duly authorized agent of the Client Agency shall constitute, without more, a de facto breach of this Contract. Consequently, the Contractor shall indemnify and hold harmless the Client Agency and the State, as appropriate, for any and all damages, costs and expenses associated directly or indirectly with such failure. The damages, costs and expenses shall include, but not be limited to, those resulting from any corresponding contracting for credit or identity protection services, or both, and from any subsequent non-State use of any data stored in the Data Storage Devices. Contractor parties will Perform for any purpose under this Section, the Contractor represents and warrants that it shall cause each of the Contractor parties to so Perform and that each has vested in the Contractor plenary authority to cause the Contractor parties to Perform. For purposes of this Section, "Perform" shall include, but not be limited to, the obligations relating to the transfer of title, removal and transfer of possession of the Data Storage Devices and indemnifying and holding harmless the Client Agency and the State. The Contractor on its own behalf and on behalf of the Contractor parties shall also provide, no later than thirty (30) days after receiving a request by the Client Agency, such information as the Client Agency may identify to ensure, in the Client Agency's sole determination, compliance with the provisions of this paragraph." For the purpose of this Section, Contractor parties shall mean a Contractor's members, directors, officers, shareholders, partners, managers, principal officers, representatives, agents, servants, consultants, employees or any one of them or any other person or entity with whom the Contractor is in privity of oral or written contract and the Contractor intends for such other person or entity to Perform under the Contract in any capacity.



**PARTICIPATING ADDENDUM to  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
MASTER AGREEMENT (Nevada RFP 3091)  
Adminstrated by the State of Nevada (hereinafter “Lead State”)**

Between

Sharp Electronics Corporation  
(hereinafter “Contractor”)

And

The State of Connecticut  
(hereinafter “Participating State/Entity”)

Page 19 of 21

**HARD DRIVE REMOVAL PROCEDURE**

Digital copiers which have a hard drive shall not be removed from a state facility before the Contractor uninstalls the hard drive from the digital copier and transfers it to your agency.

Overview of Data Storage Device (hard drive) Removal Procedure

1. State Agency provides the Contractor with a written request to remove the digital copier.

State Agency schedules a date and time for removal of the copier with the Contractor. If you need to reschedule a removal time, you must provide a minimum of twenty four (24) hour notice to the Contractor. The Contractor may charge a rescheduling fee if twenty four (24) hour notice is not provided.

2. State Agency identifies the person(s) (“Duly Authorized Agents”) from the agency who will secure the hard drive(s) when removed from the digital copier and maintain the required documentation. It is important to have more than one person identified as a Duly Authorized Agent so pickup cancellations and rescheduling are avoided.
3. State Agency shall have the Data Storage Device Transfer Receipt (attached) completed with as much information as available.

The Contractor will assist with serial numbers, and other identification information. It is required that all hard drives be recorded on the Data Storage Device Transfer Receipt and all information is recorded. The Data Storage Device Transfer Receipt must be signed by both the Contractor and the Duly Authorized Agent. A copy of the signed Data Storage Device Transfer Receipt is to be provided to the Contractor.

4. State Agency shall secure the hard drive and the corresponding Data Storage Device Transfer Receipt. The Duly Authorized agent shall maintain all Data Storage Device Transfer Receipts and secure all Data Storage Devices in accordance with The State of Connecticut, Bureau of Enterprise Systems and Technology (BEST) current procedures regarding the storage and destruction of Data Storage Devices”.

Encryption of Data Storage Devices

In addition to the removal of the hard drives, the Contract specifies that all digital copiers with hard drives will have encryption software installed at the Advanced Encryption Standard 256 (“AES256”).

**PARTICIPATING ADDENDUM to  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
MASTER AGREEMENT (Nevada RFP 3091)  
Administrated by the State of Nevada (hereinafter "Lead State")**

Between

Sharp Electronics Corporation  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State/Entity")

Page 20 of 21

**DATA STORAGE DEVICE TRANSFER RECEIPT**

| <b>Agency:</b>  |                    |                     |                               |
|---|--------------------|---------------------|-------------------------------|
| <b>Authorized Agent:</b>  |                    |                     |                               |
| <b>Agency Address:</b>  |                    |                     |                               |
| <b>State Location:</b> <i>(Equipment Location including Building Numbers, Floor Location, etc.)</i> |                    |                     |                               |
| Equipment ID#:  | Equipment Model #: | Equipment Serial #: | Data Storage Device Serial #: |
|   |                    |                     |                               |
|   |                    |                     |                               |
|   |                    |                     |                               |
|   |                    |                     |                               |

|   |  |
|---|--|
| <b>Data Storage Device(s) Removal Date:</b> |  |
|---|--|

|                  |
|------------------|
| <b>Comments:</b> |
|------------------|

The undersigned acknowledge the Data Storage Device(s) identified above has been removed from the Equipment identified above and is now in the procession of the Client Agency Authorized Agent prior to the Equipment being removed from the State location.

CLIENT AGENCY

\_\_\_\_\_  
Authorized Agent Signature  
\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Contractors Signature  
\_\_\_\_\_  
Print Name

**PARTICIPATING ADDENDUM to  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
MASTER AGREEMENT (Nevada RFP 3091)  
Administrated by the State of Nevada (hereinafter "Lead State")**

Between

Sharp Electronics Corporation  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State/Entity")

Page 21 of 21

IN WITNESS WHEREOF, the parties have executed this Addendum as of the date of execution by both parties below.

|  |  |
|--|--|
| Participating State:<br>State of Connecticut | Contractor:<br>Sharp Electronics Corporation |
| By:  | By:  |
| Name:<br><i>Carol S. Wilson</i>              | Name:<br><i>Laura Blackmer</i>               |
| Title:<br>Procurement Director               | Title:<br>SR – VP Sales                      |
| Date: March 17, 2017                         | Date: March 3, 2017                          |

If Customer have questions about this Participating Addendum or the participation process, please contact:

**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**

|           |  |
|-----------|--|
| Name      | Paul Stembler, Cooperative Development Coordinator                             |
| Telephone | 651-206-3858   |
| E-mail    | <a href="mailto:paul.stembler@wsca-naspo.org">paul.stembler@wsca-naspo.org</a> |

**[Fully executed PDF copy of this document should be emailed to  
[PA@wsca-naspo.org](mailto:PA@wsca-naspo.org) to support documentation of participation and  
posting in appropriate data bases]**



## Attachment O

### SHARP ELECTRONICS CORPORATION SERVICE LEVEL AGREEMENT (SLA)

#### 1. Customer Level SLA

##### 1.1 Purpose

The purpose of this addendum is to define service levels; penalties for the failure to perform at the service levels; as well as provide the Client Agency with a defined replacement process for equipment performing below expectations.

##### 1.2 Customer Service Level Agreement

Contractor agrees to maintain the following service levels defined below as targets:

| Performance Criteria          | Target Level                       |
|-------------------------------|------------------------------------|
| Average Uptime                | 98% or Better                      |
| Average On-Site Response Time | 4 Hours or Less                    |
| First Time Fix                | 80% of all service calls or better |

These service levels will be measured on a quarterly basis between Contractor and the State.

##### 1.3 Calculation of Service Level Points

Once per quarter, Contractor will produce reporting to be measured against the SLA and points will be assigned according to the following chart. These points will be added to produce a total Service Level score. This score will be used to determine the subsequent penalty according to the following schedule where the penalty can be up to 4% of the previous quarter's service and supplies billing (expressed as a negative %).

|                 | Target Level  | Below Target 1 | Below Target 2 | Below Target 3 | Below Target 4 |
|-----------------|---------------|----------------|----------------|----------------|----------------|
| Average Uptime  | 98% or Higher | 97.9% - 96%    | 95.9% - 94%    | 94.9% - 94%    | 93.9% or lower |
| Possible Points | 4             | 3              | 2              | 2              | 0              |

|   | <b>Target Level</b> | <b>Below Target 1</b> | <b>Below Target 2</b> | <b>Below Target 3</b> | <b>Below Target 4</b> |
|---|---------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| <b>Average On-site Response Time (in hours)</b> | 4 or Less           | 4.1 – 5               | 5.1 – 6               | 6.1 – 7               | 7.1 or more           |
| <b>Possible Points</b>                          | 4                   | 3                     | 2                     | 2                     | 0                     |
|   |                     |                       |                       |                       |                       |
| <b>First time Fix</b>                           | 80 % or Higher      | 79.9% - 70%           | 69.9% - 60%           | 59.9% - 50%           | Less than 50%         |
| <b>Possible Points</b>                          | 4                   | 3                     | 2                     | 2                     | 0                     |

#### 1.4 Penalty Level

|  | <b>Target Level</b> | <b>Below Target 1</b> | <b>Below Target 2</b> | <b>Below Target 3</b> | <b>Below Target 4</b> |
|--|---------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| Total Score  | 12 – 10             | 9 – 7                 | 6 - 4                 | 3 – 1                 | 0                     |
| Penalty/Award as a percentage of quarterly service and supplies billings | 0%                  | -2.5%                 | -3.0%                 | -3.5%                 | -4.0%                 |

The penalty shall be awarded to the Client Agency as a credit on the following period's service and supplies invoice.

#### 1.4 Equipment Performance

Contractor guarantees each machine specified within any maintenance agreement will perform to either a) the monthly copies between service calls as measured by machine on a quarterly basis by group and segment listed below and/or b) the monthly uptime as measured by machine on a quarterly basis by segment listed below.

| <b>Group</b> | <b>Devices</b>     | <b>Segments</b> | <b>Quarterly Uptime</b> |
|--------------|--------------------|-----------------|-------------------------|
| B            | Production Copiers | All             | 95%                     |

If any unit fails to maintain this level of performance between calls and or the monthly uptime, excluding service calls caused by operator error that system will be subject to replacement at the Client Agency's discretion on a like-for-like basis with then current technology. Prior to installing a substitute product, supplier will be allowed sixty (60) days to remedy any quality or reliability issues. A designated factory authorized technician must certify each unit's ability to

produce acceptable impressions with acceptable copies between calls or uptime. The guarantee will remain in effect for the term of the contract or up to five (5) years from the date of purchase/rent, provided the equipment has not been subjected to abuse or neglect and has been continuously covered by a Maintenance Contract. This replacement policy will remain in effect for the term of the contract and is subject to the Client Agency remaining current with Contractor's payment requirements.

**1.5 Additional Vendor Guarantees**

1.5.1 **Training** – On-going training as requested by the Client Agency to be performed within two (2) weeks of requested date for on-site training and two (2) hours for phone/technical support. A penalty of \$50 per incident that does not meet the turnaround time specified above to be credited on the next service bill.

1.5.2 **Loaner Unit/Backup Production** – If any unit is inoperable for a period in excess of seventy two (72) hours, Contractor shall provide the Client Agency with either:

- i) A loaner unit of similar speed and capabilities until such time as the unit(s) covered by this agreement are operable, or
- ii) Provide the Client Agency with off-site manned production capabilities to accomplish the work of the unit that is inoperable at the sole cost of the Customer. Such costs shall be limited to cost of production (service and supplies), equipment, labor, power, transportation of jobs to and from the off-site production facility and facilities.

1.5.3 **Invoicing** – Contractor shall maintain timely, accurate invoicing, less service run impressions, as defined below. Failure on the Contractor's part to maintain these levels as defined shall result in a \$50.00 per instance credit on the following invoice.

| <b>Measurable</b>   | <b>Service Level</b>  |
|---------------------|---|
| Timely Invoicing    | Invoices will be submitted no later than the 25 <sup>th</sup> of the month immediately following the close of a billing period. |
| Accurate Invoicing  | Invoices do not require any credits for miss-billing  |
| Service Impressions | Contractor will credit all service run impressions within the same billing cycle  |

## 2. Reporting and Billing

- 2.1 **Timely Reporting** – Contractor shall produce reporting for the State within thirty (30) days of the closing of the reporting period. Failure to do so will result in a penalty of \$5.00 per work day beyond the thirty (30) day period.
- 2.2 **Timely Payment of Administrative Fees** – Contractor shall produce payment for any State Specific Administrative Fee within thirty (30) days of the closing of the reporting period. Failure to do so will result in a penalty of \$5.00 per work day beyond the thirty (30) day period.
- 2.3 **Accuracy of Reporting** – The State may request at any point proof of the reporting accuracy through the data set supporting the reporting. If the State has reason to believe that multiple and systemic reporting errors exist, that cannot be corrected to the State’s satisfaction; the State may require an audit by a third party. If errors are found, the Contractor must reimburse the State for the cost of the auditor as well as correcting any administrative fee errors.
- 2.4 **Accuracy of Billing** – The State may request at any point proof of the billing accuracy through the data set supporting the billing. If the State has reason to believe that multiple and systemic billing errors exist, that cannot be corrected to the State’s satisfaction; the State may require an audit by a third party. If errors are found, the Contractor must reimburse the State for the cost of the auditor as well as correcting any billing errors.
- 2.5 **Penalties** – All penalties under this, section two (2) of the Service Level Agreement, shall be payable to the State.

List Pricing Worksheet  
Group B - Production Copiers

Vendor Name: Sharp Electronics Corporation SUPPLEMENT 12

| Pricing Item                   | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS                                  |                             |                        |                              |                        |                              |                     |                           |  |
|--------------------------------|---|-----------------------------|------------------------|------------------------------|------------------------|------------------------------|---------------------|---------------------------|--|
|                                | B6<br>B&W<br>(91-119)   | B6<br>Color/B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>Color/B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B8<br>Color/B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>Color/B&W<br>(160+) |  |
|                                | Sharp   | None                        | Sharp                  | None                         | None                   | None                         | None                | None                      |  |
| Make                           |   |                             |                        |                              |                        |                              |                     |                           |  |
| Model                          | MX-M1055  | No Bid                      | MX-M1205               | No Bid                       | No Bid                 | No Bid                       | No Bid              | No Bid                    |  |
| Marking Engine                 | 42,000.00   | N/A                         | 53,300.00              | N/A                          | N/A                    | N/A                          | N/A                 | N/A                       |  |
| <b>Paper Handling</b>          |   |                             |                        |                              |                        |                              |                     |                           |  |
| BADF<br>Color Scanner          | Included  | Included                    | Included               | Included                     |                        |                              |                     |                           |  |
| <b>Paper Feeding</b>           |   |                             |                        |                              |                        |                              |                     |                           |  |
| MX-LC12                        | Large Capacity Cassette   | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-LC13N                       | Large Capacity 2-Drawer Air Feed  | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-MFX1                        | 100 Sheet Multi-Bypass Tray   | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-MF11                        | 500 Sheet Multi-Bypass Tray   | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-RB16                        | LCT Mounting Kit  | 350.00                      | 350.00                 |                              |                        |                              |                     |                           |  |
| MX-RB17                        | LCT Tandem Connecting Kit   | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| <b>Finishing</b>               |   |                             |                        |                              |                        |                              |                     |                           |  |
| MX-FN21                        | Staple Finisher   | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-FN22                        | Saddle Stitch Finisher  | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-FD10                        | Multi-folding Unit  | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-RB13                        | Relay Unit  | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-RB18                        | Cut Correction Unit   | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-TM10                        | Trimmer Unit  | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-PN13B                       | 3-Hole Punch Unit   | 945.00                      | 945.00                 |                              |                        |                              |                     |                           |  |
| MX-SL10N                       | Status Indicator  | 675.00                      | 675.00                 |                              |                        |                              |                     |                           |  |
| MX-ST10                        | 500-sheet High Capacity Stacker   | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-CA10                        | Paper Cart (additional)   | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-CF11                        | 2 Tray Inserter Unit  | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-GBCX2                       | GBC SmartPunch ProTM  | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-GBC03                       | 3-Hole Die Set  | 880.00                      | 880.00                 |                              |                        |                              |                     |                           |  |
| MX-GBC11                       | 11-Hole WireBind Set  | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-GBC19                       | 19-Hole CombBind Die Set  | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-GBC21                       | 21-Hole WireBind Die Set  | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-GBC32                       | 32-Hole WireBind Die Set  | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-GBC24                       | 44-Hole Color Coil Die Set  | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-GBC32PRO                    | 32-Hole ProClick Die Set  | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-GBC51                       | GBC 19-Hole DuraGlide Heavy Duty Plastic Comb Die Set (rectangular / letter)                            | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-GBC52                       | GBC 44-Hole DuraGlide Heavy Duty Die Set (round / letter)   | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-GBC53                       | GBC 3-Hole DuraGlide Heavy Duty Die Set (round / letter)  | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-RM50                        | Plockmatic Booklet Maker  | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-CF50                        | Plockmatic Cover Feeder   | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-FD50                        | Plockmatic Square Fold Module   | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-TM50                        | Plockmatic Trimmer  | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-IB50                        | Plockmatic Rail Unit  | 500.00                      | 500.00                 |                              |                        |                              |                     |                           |  |
| MX-PCB50                       | Plockmatic Interface Kit  | 100.00                      | 100.00                 |                              |                        |                              |                     |                           |  |
| <b>Connectivity / Security</b> |   |                             |                        |                              |                        |                              |                     |                           |  |
| AR-SU1                         | Stamp Unit  | 180.00                      | 180.00                 |                              |                        |                              |                     |                           |  |
| MX-EB11                        | Enhanced Compression Kit  | 600.00                      | 600.00                 |                              |                        |                              |                     |                           |  |
| MX-PUX1                        | XPS Expansion Kit   | 655.00                      | 655.00                 |                              |                        |                              |                     |                           |  |
| MX-PF10                        | Bar Code Font Kit   | 625.00                      | 625.00                 |                              |                        |                              |                     |                           |  |
| MX-AMX3                        | Sharp CSA External Accounting Module  | 200.00                      | 200.00                 |                              |                        |                              |                     |                           |  |
| MX-EB15                        | Minoring Kit  | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-FRS3U                       | Data Security Kit (Commercial version)  | 735.00                      | 735.00                 |                              |                        |                              |                     |                           |  |
| AR-DS13NT                      | 15 AMP Power Filter   | 150.00                      | 150.00                 |                              |                        |                              |                     |                           |  |
| MX-ES24ZNT                     | 208-240V/20A Next Gen PCS Power Filter  | 275.00                      | 275.00                 |                              |                        |                              |                     |                           |  |
| MX-PE1B                        | Image Viewer (B/W)  | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-PEHD11                      | EFI Removable HDD Kit for MX-PE11   | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-PE11                        | Fiery Print Server (requires MX-PX11)   | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-PX11                        | Fiery Interface board (requires MX-PE11)  | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| <b>Accessibility Options</b>   |   |                             |                        |                              |                        |                              |                     |                           |  |
|                                |   |                             |                        |                              |                        |                              |                     |                           |  |
|                                |   |                             |                        |                              |                        |                              |                     |                           |  |
| <b>Software Options</b>        |   |                             |                        |                              |                        |                              |                     |                           |  |
| MX-PEFS                        | Fiery Impose Software   | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-PEFC                        | Fiery Compose Software  | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-PEC                         | Fiery Impose + Fiery Compose Software Bundle  | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-PEJM                        | Fiery JobMaster Software (requires MX-PEJMM 1-year SMSA)  | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-PEJ                         | Fiery JobMaster + Fiery Impose Software Bundle (requires MX-PEJMM 1-year SMSA)                          | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-PEJF                        | Fiery JobFlow Software (requires MX-PEJFM 1-year SMSA)  | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-PEJP                        | Fiery JobFlow + Fiery Impose Software Bundle (requires MX-PEJFM 1-year SMSA)                            | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-PECEM                       | Fiery Central (requires MX-PECEM 1-year SMSA)   | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-PEJMM                       | Fiery JobMaster 1-year Software Maintenance and Support Agreement (SMSA) (required for MX-PEJM)         | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-PEJFM                       | Fiery JobMaster + Impose 1-year Software Maintenance and Support Agreement (SMSA) (required for MX-PEJ) | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-PEJFM                       | Fiery JobFlow 1-year Software Maintenance and Support Agreement (SMSA) (required for MX-PEJF)           | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-PEJFM                       | Fiery Central 1-year Software Maintenance and Support Agreement (SMSA) (required for MX-PEJF)           | ##                          | ##                     |                              |                        |                              |                     |                           |  |
| MX-USX1                        | Sharpdesk 3.3 License Kit 1 User  | 245.00                      | 245.00                 |                              |                        |                              |                     |                           |  |
| MX-USX5                        | Sharpdesk 3.3 License Kit 5 Users   | 525.00                      | 525.00                 |                              |                        |                              |                     |                           |  |
| MX-US10                        | Sharpdesk 3.3 License Kit 10 Users  | 790.00                      | 790.00                 |                              |                        |                              |                     |                           |  |
| MX-US50                        | Sharpdesk 3.3 License Kit 50 Users  | 2,575.00                    | 2,575.00               |                              |                        |                              |                     |                           |  |
| MX-US100                       | Sharpdesk 3.3 License Kit 100 Users   | 3,825.00                    | 3,825.00               |                              |                        |                              |                     |                           |  |

# Discount from MSRP Worksheet

## Group B - Production Copiers

| Vendor Name: Sharp Electronics Corporation                                 |  |                             | SUPPLEMENT 12          |                              |                        |                              |                     |                           |
|--|--|-----------------------------|------------------------|------------------------------|------------------------|------------------------------|---------------------|---------------------------|
| Pricing Item   | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                             |                        |                              |                        |                              |                     |                           |
|  | B6<br>B&W<br>(91-119)  | B6<br>Color/B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>Color/B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B8<br>Color/B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>Color/B&W<br>(160+) |
| <b>Make</b>  | <b>Sharp</b>   |                             | <b>Sharp</b>           |                              |                        |                              |                     |                           |
| <b>Model</b>   | <b>MX-M1055</b>  |                             | <b>MX-M1205</b>        |                              |                        |                              |                     |                           |
| Marking Engine - Discount  | 62%  |                             | 62%                    |                              |                        |                              |                     |                           |
| Accessories (Paper Handling, Paper Feeding, Finishing, Facsimile) Discount | 50%  |                             | 50%                    |                              |                        |                              |                     |                           |
| Stands/User Licenses Discount  | 30%  |                             | 30%                    |                              |                        |                              |                     |                           |
| Security Discount  | 35%  |                             | 35%                    |                              |                        |                              |                     |                           |
| Accessibility Options Discount   | 50%  |                             | 50%                    |                              |                        |                              |                     |                           |
| Software Discount  | 0%   |                             | 0%                     |                              |                        |                              |                     |                           |

**NOTE:** Discount must be shown in percent format.

# Service and Supplies Pricing Worksheet

## Group B - Production Copiers

| Vendor Name: Sharp Electronics Corporation                              |  | SUPPLEMENT 12                 |      |                        |                              |      |                        |                              |      |                     |                           |      |
|---|--|-------------------------------|------|------------------------|------------------------------|------|------------------------|------------------------------|------|---------------------|---------------------------|------|
| Pricing Item  | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS                         |                               |      |                        |                              |      |                        |                              |      |                     |                           |      |
|   | B6<br>B&W<br>(91 - 119)  | B6<br>Color/B&W<br>(91 - 119) |      | B7<br>B&W<br>(120-139) | B7<br>Color/B&W<br>(120-139) |      | B8<br>B&W<br>(140-159) | B8<br>Color/B&W<br>(140-159) |      | B9<br>B&W<br>(160+) | B9<br>Color/B&W<br>(160+) |      |
|   |  | Color                         | B&W  |                        | Color                        | B&W  |                        | Color                        | B&W  |                     | Color                     | B&W  |
| <b>Make</b>   | <b>Sharp</b>   |                               |      |                        |                              |      |                        |                              |      |                     |                           |      |
| <b>Model</b>  | <b>MX-M1055</b>  |                               |      |                        |                              |      |                        |                              |      |                     |                           |      |
| Zero Base Service and Supplies Pricing                                  | 0.0048   |                               |      |                        | 0.0048                       |      |                        |                              |      |                     |                           |      |
| <b>Optional Included Impression Pricing</b>                             |  |                               |      |                        |                              |      |                        |                              |      |                     |                           |      |
| Option #1 Included Base Number Impressions                              | 40,000   |                               |      |                        | 50,000                       |      |                        |                              |      |                     |                           |      |
| Option #1 Monthly Base Charge   | 182.40   |                               |      |                        | 228.00                       |      |                        |                              |      |                     |                           |      |
| Option #1 Overage Rate  | 0.0046   |                               |      |                        | 0.0046                       |      |                        |                              |      |                     |                           |      |
| Option #2 Included Base Number Impressions                              | 60,000   |                               |      |                        | 70,000                       |      |                        |                              |      |                     |                           |      |
| Option #2 Monthly Base Charge   | 259.20   |                               |      |                        | 302.40                       |      |                        |                              |      |                     |                           |      |
| Option #2 Overage Rate  | 0.0043   |                               |      |                        | 0.0043                       |      |                        |                              |      |                     |                           |      |
| <b>Additional Service and Supplies Options</b>                          |  |                               |      |                        |                              |      |                        |                              |      |                     |                           |      |
| Increase in rate for inclusion of staples                               | To be negotiated with each State as part of their Participating Agreement Terms and Conditions |                               |      |                        |                              |      |                        |                              |      |                     |                           |      |
| Base monthly charge for 2 x 5 coverage                                  | To be negotiated with servicing entity and billed seperately by servicing Entity               |                               |      |                        |                              |      |                        |                              |      |                     |                           |      |
| Base monthly charge for 3 x 5 coverage                                  | To be negotiated with servicing entity and billed seperately by servicing Entity               |                               |      |                        |                              |      |                        |                              |      |                     |                           |      |
| Base monthly charge for 3 x 5 coverage                                  | To be negotiated with servicing entity and billed seperately by servicing Entity               |                               |      |                        |                              |      |                        |                              |      |                     |                           |      |
| Base monthly charge for 1 x 7 coverage                                  | To be negotiated with servicing entity and billed seperately by servicing Entity               |                               |      |                        |                              |      |                        |                              |      |                     |                           |      |
| Base monthly charge for 2 x 7 coverage                                  | To be negotiated with servicing entity and billed seperately by servicing Entity               |                               |      |                        |                              |      |                        |                              |      |                     |                           |      |
| Base monthly charge for 3 x 7 coverage                                  | To be negotiated with servicing entity and billed seperately by servicing Entity               |                               |      |                        |                              |      |                        |                              |      |                     |                           |      |
| <b>Additional Labor Components</b>                                      |  |                               |      |                        |                              |      |                        |                              |      |                     |                           |      |
| Additional End User Training Cost by hours                              | No Charge  | No Charge                     |      | No Charge              | No Charge                    |      | No Charge              | No Charge                    |      | No Charge           | No Charge                 |      |
| Additional Advanced / IT Training Cost by hours                         | 125.00   | 125.00                        |      | 125.00                 | 125.00                       |      | 125.00                 | 125.00                       |      | 125.00              | 125.00                    |      |
| Additional IT Support by hours  | 125.00   | 125.00                        |      | 125.00                 | 125.00                       |      | 125.00                 | 125.00                       |      | 125.00              | 125.00                    |      |
| <b>Percentage increase in Service and Supplies Rate by Service Zone</b> |  |                               |      |                        |                              |      |                        |                              |      |                     |                           |      |
| Percentage Increase for Rural Zone                                      | 125%   | 125%                          | 125% | 125%                   | 125%                         | 125% | 125%                   | 125%                         | 125% | 125%                | 125%                      | 125% |
| Percentage Increase for Remote Zone                                     | 200%   | 200%                          | 200% | 200%                   | 200%                         | 200% | 200%                   | 200%                         | 200% | 200%                | 200%                      | 200% |
| <b>Moving Charges by Zone</b>   |  |                               |      |                        |                              |      |                        |                              |      |                     |                           |      |
| Zone 1 - Same Building  | No Charge  |                               |      |                        |                              |      |                        |                              |      |                     |                           |      |
| Zone 2 - 0-50 Miles   | \$250 for 0-30PPM units \$500 for 31-75 PPM Units, \$1000 for 76+PPM units                     |                               |      |                        |                              |      |                        |                              |      |                     |                           |      |

**Configuration Cost**  
Segment B - Production Copiers

| Vendor Name: Sharp Electronics Corporation |  | SUPPLEMENT 12                 |                  |                  |             |
|--|--|-------------------------------|------------------|------------------|-------------|
| Segment                                    | Configuration  | Suggested Retail Price        | Discount (% off) | Discounted Price |             |
| B6<br>B&W                                  | Complete Unit<br><small>(includes base unit and custom features)</small> | \$51,850.00                   | 58.80%           | \$21,360.00      |             |
|  | Itemized Custom Features:  | Product Model                 |                  |                  |             |
|  | Base Segment Configuration   | MX-M1054/ MX-MFX1/ MX-E524ZNT | \$40,495.00      | 61.35%           | \$15,652.50 |
|  | Base Unit  | MX-M1054                      | \$38,750.00      | 62.00%           | \$14,725.00 |
|  | Power Protection Device (required)                                       | MX-E524ZNT                    | \$275.00         | 30.00%           | \$192.50    |
|  | Multi Bypass Tray (required)   | MX-MFX1                       | \$1,470.00       | 50.00%           | \$735.00    |
|  | Automatic Document Feeder - duplexing                                    | Included                      | Included         | Included         | Included    |
|  | 2/3 Hole Punch   | MX-PN13B                      | \$945.00         | 50.00%           | \$472.50    |
|  | Finisher - Stapling  | MX-FN21                       | \$7,550.00       | 50.00%           | \$3,775.00  |
|  | Power Protection Device (required)                                       | AR-D5133NT                    | \$150.00         | 30.00%           | \$105.00    |
|  | Paper Pass Unit (Req'd for Finisher)                                     | MX-RB18                       | \$1,140.00       | 50.00%           | \$570.00    |
|  | High Capacity Paper Tray - Min 2000 pages                                | MX-LC12                       | \$1,570.00       | 50.00%           | \$785.00    |
| B6<br>Color/B&W                            | Complete Unit<br><small>(includes base unit and custom features)</small> | \$0.00                        | 0.00%            | \$0.00           |             |
|  | Itemized Custom Features:  | Product Model                 |                  |                  |             |
|  | Base Unit  | No Bid                        | \$0.00           | 0.00%            | \$0.00      |
|  | Automatic Document Feeder - duplexing                                    |                               | \$0.00           | 0.00%            | \$0.00      |
|  | 2/3 Hole Punch   |                               | \$0.00           | 0.00%            | \$0.00      |
|  | Finisher - Stapling  |                               | \$0.00           | 0.00%            | \$0.00      |
|  | Print/Scan   |                               | \$0.00           | 0.00%            | \$0.00      |
| B7<br>B&W                                  | Complete Unit<br><small>(includes base unit and custom features)</small> | \$62,100.00                   | 59.33%           | \$25,255.00      |             |
|  | Itemized Custom Features:  | Product Model                 |                  |                  |             |
|  | Base Segment Configuration   | MFX1/ MX-MX-M1204             | \$50,745.00      | 61.48%           | \$19,547.50 |
|  | Base Unit  | MX-M1204                      | \$49,000.00      | 62.00%           | \$18,620.00 |
|  | Power Protection Device (required)                                       | MX-E524ZNT                    | \$275.00         | 30.00%           | \$192.50    |
|  | Multi Bypass Tray (required)   | MX-MFX1                       | \$1,470.00       | 50.00%           | \$735.00    |
|  | Automatic Document Feeder - duplexing                                    | Included                      | Included         | Included         | Included    |
|  | 2/3 Hole Punch   | MX-PN13B                      | \$945.00         | 50.00%           | \$472.50    |
|  | Finisher - Stapling  | MX-FN21                       | \$7,550.00       | 50.00%           | \$3,775.00  |
|  | Power Protection Device (required)                                       | AR-D5133NT                    | \$150.00         | 30.00%           | \$105.00    |
|  | Paper Pass Unit (Req'd for Finisher)                                     | MX-RB18                       | \$1,140.00       | 50.00%           | \$570.00    |
|  | High Capacity Paper Tray - Min 2000 pages                                | MX-LC12                       | \$1,570.00       | 50.00%           | \$785.00    |
| B7<br>Color/B&W                            | Complete Unit<br><small>(includes base unit and custom features)</small> | \$0.00                        | 0.00%            | \$0.00           |             |
|  | Itemized Custom Features:  | Product Model                 |                  |                  |             |
|  | Base Unit  | No Bid                        | \$0.00           | 0.00%            | \$0.00      |
|  | Automatic Document Feeder - duplexing                                    |                               | \$0.00           | 0.00%            | \$0.00      |
|  | 2/3 Hole Punch   |                               | \$0.00           | 0.00%            | \$0.00      |
|  | Finisher - Stapling  |                               | \$0.00           | 0.00%            | \$0.00      |
|  | Print/Scan   |                               | \$0.00           | 0.00%            | \$0.00      |
| B9<br>B&W                                  | Complete Unit<br><small>(includes base unit and custom features)</small> | \$0.00                        | 0.00%            | \$0.00           |             |
|  | Itemized Custom Features:  | Product Model                 |                  |                  |             |
|  | Base Unit  | No Bid                        | \$0.00           | 0.00%            | \$0.00      |
|  | Automatic Document Feeder - duplexing                                    |                               | \$0.00           | 0.00%            | \$0.00      |
|  | 2/3 Hole Punch   |                               | \$0.00           | 0.00%            | \$0.00      |
|  | Finisher - Stapling  |                               | \$0.00           | 0.00%            | \$0.00      |
| High Capacity Paper Tray - Min 2000 pages  |  | \$0.00                        | 0.00%            | \$0.00           |             |
| B9<br>Color/B&W                            | Complete Unit<br><small>(includes base unit and custom features)</small> | \$0.00                        | 0.00%            | \$0.00           |             |
|  | Itemized Custom Features:  | Product Model                 |                  |                  |             |
|  | Base Unit  | No Bid                        | \$0.00           | 0.00%            | \$0.00      |
|  | Automatic Document Feeder - duplexing                                    |                               | \$0.00           | 0.00%            | \$0.00      |
|  | 2/3 Hole Punch   |                               | \$0.00           | 0.00%            | \$0.00      |
|  | Finisher - Stapling  |                               | \$0.00           | 0.00%            | \$0.00      |
| High Capacity Paper Tray - Min 2000 pages  |  | \$0.00                        | 0.00%            | \$0.00           |             |



**Cost Per Copy (CPC)**  
**Segment B - Production Copiers**

**Vendor Name: Sharp Electronics Corporation**

**SUPPLEMENT 12**

| <b>Group B - Production Copiers B&amp;W and Color/B&amp;W Segments</b> | <b>Monthly Volume Range</b> | <b>Monthly Target Volume</b> | <b>CPC for First 30% of Color Volume</b> | <b>First 30% of Volume</b> | <b>CPC for all Color copies made after the first 30%</b> | <b>CPC for each Color copy made</b> |
|--|-----------------------------|------------------------------|--|----------------------------|--|-------------------------------------|
| <b>B6 B&amp;W (91-119)</b>   | N/A                         | N/A                          | N/A                                      | N/A                        | N/A  | N/A                                 |
| <b>B6 Color/B&amp;W (91-119)</b>                                       | N/A                         | N/A                          | N/A                                      | N/A                        | N/A  | N/A                                 |
| <b>B7 B&amp;W (120-139)</b>  | N/A                         | N/A                          | N/A                                      | N/A                        | N/A  | N/A                                 |
| <b>B7 Color/B&amp;W (120-139)</b>                                      | N/A                         | N/A                          | N/A                                      | N/A                        | N/A  | N/A                                 |
| <b>B8 B&amp;W (140-159)</b>  | N/A                         | N/A                          | N/A                                      | N/A                        | N/A  | N/A                                 |
| <b>B8 Color/B&amp;W (140-159)</b>                                      | N/A                         | N/A                          | N/A                                      | N/A                        | N/A  | N/A                                 |
| <b>B9 B&amp;W (160+)</b>   | N/A                         | N/A                          | N/A                                      | N/A                        | N/A  | N/A                                 |
| <b>B9 Color/B&amp;W (160+)</b>   | N/A                         | N/A                          | N/A                                      | N/A                        | N/A  | N/A                                 |

CONTRACT SUPPLEMENT  
SP-37 - Rev. 11/17/16  
Prev. Rev. 4/28/14

Janet DelGreco Olson  
Contract Specialist

860-713-5079  
Telephone Number

# STATE OF CONNECTICUT

DEPARTMENT OF ADMINISTRATIVE SERVICES

PROCUREMENT DIVISION

450 Columbus Boulevard, Hartford, CT 06103

CONTRACT AWARD NO.:

14PSX0125

Contract Award Date:

18 September 2015

Bid Due Date:

20 August 2014

SUPPLEMENT DATE:

3 February 2017

## CONTRACT AWARD SUPPLEMENT #11

**IMPORTANT: THIS IS NOT A PURCHASE ORDER. DO NOT PRODUCE OR SHIP WITHOUT AN AGENCY PURCHASE ORDER.**

DESCRIPTION: **Copiers, Printers and Related Devices - NASPO Valupoint**

|  |  |  |   |
|--|--|--|---|
| FOR:<br><b>All Using State Agencies and Political Subdivisions</b> |  | TERM OF CONTRACT:<br><b>September 18, 2015 through December 31, 2019</b> |   |
|  |  | AGENCY REQUISITION NUMBER:   |   |
| CHANGE TO IN STATE (NON-SB)<br>CONTRACT VALUE                      | CHANGE TO DAS-CERTIFIED SMALL<br>BUSINESS CONTRACT VALUE | CHANGE TO OUT OF STATE<br>CONTRACT VALUE                                 | CHANGE TO TOTAL CONTRACT<br>AWARD VALUE |
| n/c  | n/c  | n/c  | n/c                                     |

**NOTICE TO CONTRACTORS:** This notice is not an order to ship. Purchase Orders against contracts will be furnished by the using agency or agencies on whose behalf the contract is made. INVOICE SHALL BE RENDERED DIRECT TO THE ORDERING AGENCY.

**NOTE:** Dollar amounts listed next to each contractor are possible award amounts, however, they do not reflect any expected purchase amounts (actual or implied). They are for CHRO use only.

**NOTICE TO AGENCIES:** A complete explanatory report shall be furnished promptly to the Procurement Manager concerning items delivered and/or services rendered on orders placed against awards listed herein which are found not to comply with the specifications or which are otherwise unsatisfactory from the agency's viewpoint, as well as failure of the contractor to deliver within a reasonable period of time specified. Please issue orders and process invoices promptly.

**CASH DISCOUNTS:** Cash discounts, if any, shall be given SPECIAL ATTENTION, but such cash discount shall not be taken unless payment is made within the discount period.

**PRICE BASIS:** Unless otherwise noted, prices include delivery and transportation charges fully prepaid f.o.b. agency. No extra charge is to be made for packing or packages.

*See Overleaf for Contractor Information*

Note: Supplement #11 has been issued to Contract Award 14PSX0125 to update pricing for Ricoh USA, Inc. Refer to Price Lists marked "Supplement #11" when utilizing Contract. All terms and conditions not otherwise affected by this supplement remain unchanged and in full force and effect.

DEPARTMENT OF ADMINISTRATIVE SERVICES

By: \_\_\_\_\_  
(Original Signature on Document in Procurement Files)

Name: **JANET DELGRECO OLSON**

Title: Contract Specialist

Date: February 3, 2017

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Ricoh USA, Inc.**

Company Address: **70 Valley Stream Parkway, Malvern PA 91355**

Tel. No.: **973 882-2000**

Tel. No.: **973 882-2000**

Contact Person: **Mike Pallotta**

Contact Person Address: **5 Dedrick Place, West Caldwell NJ 07006**

Company E-mail Address and/or Company Web Site: [mike.pallotta@ricoh-usa.com](mailto:mike.pallotta@ricoh-usa.com) [www.ricoh-usa.com](http://www.ricoh-usa.com)

Remittance Address: **Ricoh USA, Inc., Box 827577, Philadelphia PA 19182-7577**

Certification Type (SBE, MBE or None): **None**

Certification Type (SBE, MBE or None): **None**

Payment Terms: **Net 45 ARO**

Below is small business authorized dealer(s) for Ricoh USA, Inc.

Company Name: **A&A Office Systems, Incorporated**

Company Address: **909 Middle Street, Middletown CT 06457**

Tel. No.: **860 635-5053/860 486-7426 (cell)** Fax No.: **860 635-5280**

Contact Person: **Jay Nkonoki (Account Manager)**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [www.aaofficeonline.com](http://www.aaofficeonline.com) [jnkonoki@aaofficeonline.com](mailto:jnkonoki@aaofficeonline.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **SBE**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 30 days ARO**

Company Name: **Advanced Copy Technologies, Inc. dba ACT Group**

Company Address: **20 Commerce Drive, Cromwell CT 06416**

Tel. No.: **860 632-9294**

Tel. No.: **860 632-9294**

Contact Person: **Cynthia Gondek**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [cindi@advancedcopy.com](mailto:cindi@advancedcopy.com) [www.advancedcopy.com](http://www.advancedcopy.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **MBE**

Certification Type (SBE, MBE or None): **MBE**

Payment Terms: **Net 30 days ARO**

Below is authorized dealer(s) for Ricoh USA, Inc.

Company Name: **Prism Office Solutions**

Company Address: **158 Bull Hill Lane, West Haven CT 06516**

Tel. No.: **1-866-GOPRISM / 203 937-6006** Fax No.: **203 937-1470**

Contact Person:

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [info@prismoffice.com](mailto:info@prismoffice.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days ARO**

CONTRACT SUPPLEMENT  
SP-37 - Rev. 4/28/14  
Prev. Rev. 3/12/14

Janet DelGreco Olson  
Contract Specialist

860-713-5079  
Telephone Number

# STATE OF CONNECTICUT

DEPARTMENT OF ADMINISTRATIVE SERVICES

PROCUREMENT DIVISION  
450 Columbus Blvd, Suite 1202

HARTFORD, CT 06103

CONTRACT AWARD NO.:

14PSX0125

Contract Award Date:

18 September 2015

Bid Due Date:

20 August 2014

SUPPLEMENT DATE:

30 November 2016

## CONTRACT AWARD SUPPLEMENT #10

**IMPORTANT: THIS IS NOT A PURCHASE ORDER. DO NOT PRODUCE OR SHIP WITHOUT AN AGENCY PURCHASE ORDER.**

DESCRIPTION: **Copiers, Printers and Related Devices - NASPOValupoint**

|   |  |   |   |
|---|--|---|---|
| FOR:<br>All Using State Agencies and Political Subdivisions |  | TERM OF CONTRACT:<br>September 18, 2015 through December 31, 2019 |   |
|   |  | AGENCY REQUISITION NUMBER:  |   |
| CHANGE TO IN STATE (NON-SB)<br>CONTRACT VALUE               | CHANGE TO DAS-CERTIFIED SMALL<br>BUSINESS CONTRACT VALUE | CHANGE TO OUT OF STATE<br>CONTRACT VALUE                          | CHANGE TO TOTAL CONTRACT<br>AWARD VALUE |
| n/c   | n/c  | n/c   | n/c                                     |

**NOTICE TO CONTRACTORS:** This notice is not an order to ship. Purchase Orders against contracts will be furnished by the using agency or agencies on whose behalf the contract is made. INVOICE SHALL BE RENDERED DIRECT TO THE ORDERING AGENCY.

**NOTE:** Dollar amounts listed next to each contractor are possible award amounts, however, they do not reflect any expected purchase amounts (actual or implied). They are for CHRO use only.

**NOTICE TO AGENCIES:** A complete explanatory report shall be furnished promptly to the Procurement Manager concerning items delivered and/or services rendered on orders placed against awards listed herein which are found not to comply with the specifications or which are otherwise unsatisfactory from the agency's viewpoint, as well as failure of the contractor to deliver within a reasonable period of time specified. Please issue orders and process invoices promptly.

**CASH DISCOUNTS:** Cash discounts, if any, shall be given SPECIAL ATTENTION, but such cash discount shall not be taken unless payment is made within the discount period.

**PRICE BASIS:** Unless otherwise noted, prices include delivery and transportation charges fully prepaid f.o.b. agency. No extra charge is to be made for packing or packages.

*See Overleaf for Contractor Information*

Note: Supplement #10 has been issued to Contract Award 14PSX0125 to update pricing for Ricoh USA, Inc. and Xerox Corporation. Refer to Price Lists marked "Supplement #10" when utilizing Contract. All terms and conditions not otherwise affected by this supplement remain unchanged and in full force and effect.

DEPARTMENT OF ADMINISTRATIVE SERVICES

By: \_\_\_\_\_  
(Original Signature on Document in Procurement Files)

Name: **JANET DELGRECO OLSON**

Title: Contract Specialist

Date: 11/30/16

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

---

Company Name: **Ricoh USA, Inc.**  
Company Address: **70 Valley Stream Parkway, Malvern PA 91355**  
Tel. No.: **973 882-2000**  
Contact Person: **Mike Pallotta**  
Contact Person Address: **5 Dedrick Place, West Caldwell NJ 07006**  
Company E-mail Address and/or Company Web Site: [mike.pallotta@ricoh-usa.com](mailto:mike.pallotta@ricoh-usa.com) [www.ricoh-usa.com](http://www.ricoh-usa.com)  
Remittance Address: **Ricoh USA, Inc., Box 827577, Philadelphia PA 19182-7577**  
Certification Type (SBE, MBE or None): **None**  
Payment Terms: **Net 45 ARO**

---

Below is small business authorized dealer(s) for Ricoh USA, Inc.

Company Name: **A&A Office Systems, Incorporated**  
Company Address: **909 Middle Street, Middletown CT 06457**  
Tel. No.: **860 635-5053/860 486-7426 (cell)** Fax No.: **860 635-5280**  
Contact Person: **Jay Nkonoki (Account Manager)**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [www.aaofficeonline.com](http://www.aaofficeonline.com) [jnkonoki@aaofficeonline.com](mailto:jnkonoki@aaofficeonline.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **SBE** Agrees to Supply Political SubDivisions: **Yes**  
Payment Terms: **Net 30 days ARO**

---

Company Name: **Advanced Copy Technologies, Inc. dba ACT Group**  
Company Address: **20 Commerce Drive, Cromwell CT 06416**  
Tel. No.: **860 632-9294**  
Contact Person: **Cynthia Gondek**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [cindi@advancedcopy.com](mailto:cindi@advancedcopy.com) [www.advancedcopy.com](http://www.advancedcopy.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **MBE**  
Payment Terms: **Net 30 days**

---

Below is authorized dealer(s) for Ricoh USA, Inc.

Company Name: **Prism Office Solutions**  
Company Address: **158 Bull Hill Lane, West Haven CT 06516**  
Tel. No.: **1-866-GOPRISM / 203 937-6006** Fax No.: **203 937-1470**  
Contact Person:  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [info@prismoffice.com](mailto:info@prismoffice.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **None** Agrees to Supply Political SubDivisions: **Yes**  
Payment Terms: **Net 45 days ARO**

---

Payment Terms: **Net 30 days**

---

*Below is authorized dealer(s) for Ricoh USA, Inc.*

Company Name: **Prism Office Solutions**  
Company Address: **158 Bull Hill Lane, West Haven CT 06516**  
Tel. No.: **1-866-GOPRISM / 203 937-6006** Fax No.: **203 937-1470**  
Contact Person:  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [info@prismoffice.com](mailto:info@prismoffice.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **None**  
Payment Terms: **Net 45 days ARO**

Agrees to Supply Political SubDivisions: **Yes**

---

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

---

Company Name: **Xerox Corporation**  
Company Address: **45 Glover Avenue, Norwalk CT 06856-4505**  
Tel. No.: **480 588-8313** Fax No.: **877-518-4579**  
Contact Person: **Annie Van Gilder**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [annie.vangilder@xerox.com](mailto:annie.vangilder@xerox.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **None**  
Payment Terms: **Net 45 days ARO**

Contract Value: **\$1,000,000.00 (est.)**  
Delivery: **As specified on Purchase Order**

Agrees to Supply Political SubDivisions: **Yes**

---

*Below is authorized dealer(s) for Xerox Corporation*

Company Name: **Advantage Business Systems**  
Company Address: **30 Hazel Terrace, Lower Level, Suite #J, Woodbridge CT**  
Tel. No.: **203 77-0011 ext. 712** Fax No.: **203 725-0231**  
**203 745-0231 (cell)**  
Contact Person: **Meir Holtzberg**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [mholtzberg@ctxerox.com](mailto:mholtzberg@ctxerox.com) [www.copiersct.com](http://www.copiersct.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **None**  
Payment Terms: **Net 45 days ARO**

Agrees to Supply Political SubDivisions: **Yes**

---

Company Name: **Connecticut Business Systems**  
Company Address: **100 Great Meadow Road, Wethersfield CT 06190**  
Tel. No.: **860 667-2900 ext. 28171** Fax No.:  
Contact Person: **Steve Velardi**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [svelardi@cbs-gisx.com](mailto:svelardi@cbs-gisx.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **None**  
Payment Terms: **Net 45 days ARO**

Agrees to Supply Political SubDivisions: **Yes**

---

Company Name: **Connecticut Business Systems**  
Company Address: **40 Richards Avenue, Norwalk CT 06854**  
Tel. No.: **203 831-9750 / 860 985-5082** Fax No.:  
Contact Person: **Bryan Maler**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [bmaler@cbs-gisx.com](mailto:bmaler@cbs-gisx.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **None**  
Payment Terms: **Net 45 days ARO**

Agrees to Supply Political SubDivisions: **Yes**

---

Company Name: **Connecticut Business Systems**  
Company Address: **132 Boston Post Road, Suite #12, East Lyme CT 06333**  
Tel. No.: **860 667-2900 ext. 28171** Fax No.:  
Contact Person: **R. Stephen Velardi**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [svelardi@cbs-gisx.com](mailto:svelardi@cbs-gisx.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **None**  
Payment Terms: **Net 45 days ARO**

Agrees to Supply Political SubDivisions: **Yes**

---

Company Name: **Connecticut Business Systems**  
Company Address: **40 Richards Avenue, Norwalk CT 06854**  
Tel. No.: **203 831-9750** Fax No.:  
Contact Person: **Reed Hagmann**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [rhangmann@cbs-gisx.com](mailto:rhangmann@cbs-gisx.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **None**  
Payment Terms: **Net 45 days ARO**

Agrees to Supply Political SubDivisions: **Yes**

---

Toll Free Services – Xerox Corporation

Customer Service/Billing – Billing Issues  
Phone number: 800-435-6333  
Fax number: 888-323-6556

Xerox Service/Support – Equipment Service Issues  
Phone number: 800-822-2979

Xerox Metered Supplies/Auto Replenishment – to order metered supplies  
Phone number: 800-599-2198  
Fax number: 877-677-7009

Xerox E-Support Team – Support inquiries related to online meter readings and invoice retrieval  
Phone number: 888-998-9922  
Fax number: 972-420-5194  
Email: [cbo@pahv.xerox.com](mailto:cbo@pahv.xerox.com)

Customer Relations Hot Line – Customer Issues that cannot be resolved by the above numbers: 877-979-8498



# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

☒

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit                    | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|---|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |   | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |
|       |         |                              |                            |                             |  | <b>PRODUCTION PRINTING</b>  |                            |                             |                           |                               |               |
| B     | 6       | 404524                       | 404524                     | 404524                      | 95   | Pro 8100Exe   | 20,000 - 110,000           | 99,000                      | 29,700                    | 0.0139                        |               |
| B     | 6       | 404592                       | 404592                     | 404592                      | 95   | Pro 8100Se  | 20,000 - 110,000           | 99,000                      | 29,700                    | 0.0154                        |               |
|       |         | PP-PPISFM8100G               | PP-PPISFM8100G             | PP-PPISFM8100G              |  | REQUIRED: PPSE Training - Pro M8100s No Fiery                           |                            |                             |                           | 0.0011                        |               |
|       |         | PP-PPISFM8110G               | PP-PPISFM8110G             | PP-PPISFM8110G              |  | REQUIRED: PPSE Training - Pro M8110s/8120s No Fiery                     |                            |                             |                           | 0.0011                        |               |
|       |         | 007138MIU                    | 007138MIU                  | 007138MIU                   |  | ESP XG-PCS-20820D (208 Volt, 20 Amp)                                    |                            |                             |                           | 0.0002                        |               |
|       |         | PS-NWSC6                     | PS-NWSC6                   | PS-NWSC6                    |  | Network Print/Scan Connection (Seg. 6)                                  |                            |                             |                           |                               |               |
|       |         | 404536                       | 404536                     | 404536                      |  | LCIT RT5070   |                            |                             |                           | 0.0015                        |               |
|       |         | 404537                       | 404537                     | 404537                      |  | LCIT RT5080   |                            |                             |                           | 0.0049                        |               |
|       |         | 404538                       | 404538                     | 404538                      |  | Decurl Unit DU5030  |                            |                             |                           | 0.0009                        |               |
|       |         | 404539                       | 404539                     | 404539                      |  | Cover Interposer Tray   |                            |                             |                           | 0.0019                        |               |
|       |         | 404540                       | 404540                     | 404540                      |  | Multi-Folding Unit FD5020   |                            |                             |                           | 0.0054                        |               |
|       |         | 404542                       | 404542                     | 404542                      |  | Perfect Binder GB5010   |                            |                             |                           | 0.0243                        |               |
|       |         | 404544                       | 404544                     | 404544                      |  | Transit Pass Unit for Perfect Binder Type S1                            |                            |                             |                           | 0.0013                        |               |
|       |         | 404545                       | 404545                     | 404545                      |  | Cover Interposer Tray for Perfect Binder Type S1                        |                            |                             |                           | 0.0012                        |               |
|       |         | 404546                       | 404546                     | 404546                      |  | Ring Binder RB5020  |                            |                             |                           | 0.0135                        |               |
|       |         | 404548                       | 404548                     | 404548                      |  | Finisher SR5050   |                            |                             |                           | 0.0024                        |               |
|       |         | 404550                       | 404550                     | 404550                      |  | Booklet Finisher SR5060   |                            |                             |                           | 0.0064                        |               |
|       |         | 404552                       | 404552                     | 404552                      |  | TCRU/ORU Type8100(SetA)   |                            |                             |                           | 0.0016                        |               |
|       |         | 404553                       | 404553                     | 404553                      |  | TCRU Type 8100(SetB)  |                            |                             |                           | 0.0016                        |               |
|       |         | 404565                       | 404565                     | 404565                      |  | SD card for NetWare printing  |                            |                             |                           | 0.0001                        |               |
|       |         | 404555                       | 404555                     | 404555                      |  | Printer/Scanner Unit Type S1  |                            |                             |                           | 0.0017                        |               |
|       |         | 404559                       | 404559                     | 404559                      |  | PostScript3 Unit Type S1  |                            |                             |                           | 0.001                         |               |
|       |         | 404562                       | 404562                     | 404562                      |  | IPDS Unit Type S1   |                            |                             |                           | 0.0034                        |               |
|       |         | 404566                       | 404566                     | 404566                      |  | Browser Unit Type S1  |                            |                             |                           | 0.0001                        |               |
|       |         | 404387                       | 404387                     | 404387                      |  | Multi Bypass Tray BY5010  |                            |                             |                           | 0.0008                        |               |
|       |         | 404177                       | 404177                     | 404177                      |  | PU5020 Punch Unit   |                            |                             |                           | 0.0004                        |               |
|       |         | 404400                       | 404400                     | 404400                      |  | Trimmer Unit TR5040   |                            |                             |                           | 0.0067                        |               |
|       |         | 411699                       | 411699                     | 411699                      |  | IEEE 1284 Interface Type A  |                            |                             |                           | 0.0001                        |               |
|       |         | 414007                       | 414007                     | 414007                      |  | File Format Converter Type E  |                            |                             |                           | 0.0004                        |               |
|       |         | 413012                       | 413012                     | 413012                      |  | Optional Counter Interface Unit Type A                                  |                            |                             |                           |                               |               |
|       |         | 411203                       | 411203                     | 411203                      |  | Card Rdr Bracket Type 1075  |                            |                             |                           |                               | 0.0001        |
|       |         | 416605                       | 416605                     | 416605                      |  | OCR Unit Type M2  |                            |                             |                           | 0.0002                        |               |
|       |         | 416572                       | 416572                     | 416572                      |  | IEEE 802.11a/g/n Interface Unit Type M2                                 |                            |                             |                           | 0.0004                        |               |
|       |         | 413009                       | 413009                     | 413009                      |  | Unicode Font Package for SAP - 1 Device License (limited availability)  |                            |                             |                           | 0.0003                        |               |
|       |         | 413010                       | 413010                     | 413010                      |  | Unicode Font Package for SAP - 10 Device License (limited availability) |                            |                             |                           | 0.0023                        |               |
|       |         | 404656                       | 404656                     | 404656                      |  | Stacker SK5030  |                            |                             |                           | 0.0114                        |               |
|       |         | 404218                       | 404218                     | 404218                      |  | Roll-Away Cart Type 5010  |                            |                             |                           | 0.0003                        |               |
|       |         | 404195                       | 404195                     | 404195                      |  | TK5010 11"x17" Tray Unit  |                            |                             |                           | 0.0008                        |               |
|       |         | 404708                       | 404708                     | 404708                      |  | Multi Bypass Attachment Kit for Vacuum Feed LCT type S3                 |                            |                             |                           | 0.0003                        |               |

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |
|       |         | 404652                       | 404652                     | 404652                      |  | Bridge Unit BU5010                                   |                            |                             |                           | 0.002                         |               |
|       |         | 404650                       | 404650                     | 404650                      |  | Vacuum Feed LCT RT5100                               |                            |                             |                           | 0.0086                        |               |
|       |         | 404590                       | 404590                     | 404590                      |  | <b>Controller Options</b>                            |                            |                             |                           |                               |               |
|       |         | PP-PPISFM8100F               | PP-PPISFM8100F             | PP-PPISFM8100F              |  | Printer Controller EB-32                             |                            |                             |                           | 0.0056                        |               |
|       |         | PP-PPISFM8110F               | PP-PPISFM8110F             | PP-PPISFM8110F              |  | REQUIRED: PPSE Training - Pro M8100s w/Fiery         |                            |                             |                           | 0.0025                        |               |
|       |         | 404827                       | 404827                     | 404827                      |  | REQUIRED: PPSE Training - Pro M8110s/8120s w/ Fiery  |                            |                             |                           | 0.0014                        |               |
|       |         | 404582                       | 404582                     | 404582                      |  | Fiery Image Viewer B/W                               |                            |                             |                           | 0.0022                        |               |
|       |         | 404598                       | 404598                     | 404598                      |  | Fiery Compose FS-100                                 |                            |                             |                           | 0.0006                        |               |
|       |         | 007095MIU                    | 007095MIU                  | 007095MIU                   |  | Fiery Impose Type FS-100                             |                            |                             |                           | 0.0012                        |               |
|       |         | 404829                       | 404829                     | 404829                      |  | Fiery ES-2000 Spectrophotometer                      |                            |                             |                           | 0.0007                        |               |
|       |         | 404828                       | 404828                     | 404828                      |  | FACI Furniture Kit                                   |                            |                             |                           | 0.002                         |               |
|       |         | 404717                       | 404717                     | 404717                      |  | FACI Enabler   |                            |                             |                           | 0.0008                        |               |
|       |         | PP-ISFPLOC350                | PP-ISFPLOC350              | PP-ISFPLOC350               |  | PBM350   |                            |                             |                           | 0.0111                        |               |
|       |         | 404715                       | 404715                     | 404715                      |  | REQUIRED: PPSE Training - Plockmatic PBM 350         |                            |                             |                           | 0.0011                        |               |
|       |         | PP-ISFPLOC500                | PP-ISFPLOC500              | PP-ISFPLOC500               |  | PBM500   |                            |                             |                           | 0.0206                        |               |
|       |         | 404716                       | 404716                     | 404716                      |  | REQUIRED: PPSE Training - Plockmatic PBM 500         |                            |                             |                           | 0.0044                        |               |
|       |         | 404718                       | 404718                     | 404718                      |  | PBM500 upgrade kit                                   |                            |                             |                           | 0.0087                        |               |
|       |         | 404719                       | 404719                     | 404719                      |  | PBM Trim Module                                      |                            |                             |                           | 0.007                         |               |
|       |         | 404720                       | 404720                     | 404720                      |  | PBM Book Fold Module                                 |                            |                             |                           | 0.0067                        |               |
|       |         | 404721                       | 404721                     | 404721                      |  | PBM Cover Feeder                                     |                            |                             |                           | 0.0029                        |               |
|       |         | 404722                       | 404722                     | 404722                      |  | PBM Rotate Crease Trim Module                        |                            |                             |                           | 0.023                         |               |
|       |         | 404723                       | 404723                     | 404723                      |  | BTS4000-1 Belt Stacker Module                        |                            |                             |                           | 0.0032                        |               |
|       |         |                              |                            |                             |  | Rail Unit  |                            |                             |                           | 0.0003                        |               |
|       |         | 404463                       | 404463                     | 404463                      |  | <b>Production Finishing Options</b>                  |                            |                             |                           |                               |               |
|       |         | 001450MIU                    | 001450MIU                  | 001450MIU                   |  | GBC SP Pro EX  |                            |                             |                           | 0.0049                        |               |
|       |         | 001451MIU                    | 001451MIU                  | 001451MIU                   |  | GBC Die Set 3 Hole (Ring Binder)                     |                            |                             |                           | 0.0002                        |               |
|       |         | 001452MIU                    | 001452MIU                  | 001452MIU                   |  | GBC Die Set 11 Hole (Velobind)                       |                            |                             |                           | 0.0003                        |               |
|       |         | 001453MIU                    | 001453MIU                  | 001453MIU                   |  | GBC Die Set 19 Hole (Cerlox)                         |                            |                             |                           | 0.0003                        |               |
|       |         | 001454MIU                    | 001454MIU                  | 001454MIU                   |  | GBC Die Set 21 Hole (Twin Loop Wire 2:1)             |                            |                             |                           | 0.0003                        |               |
|       |         | 002493MIU                    | 002493MIU                  | 002493MIU                   |  | GBC Die Set 32 Hole (Twin Loop Wire 3:1)             |                            |                             |                           | 0.0003                        |               |
|       |         | 404415                       | 404415                     | 404415                      |  | GBC 32 Hole Pro Click Die Set                        |                            |                             |                           | 0.0003                        |               |
|       |         | 404416                       | 404416                     | 404416                      |  | GBC Pro 3 Hole HD Die Set                            |                            |                             |                           | 0.0005                        |               |
|       |         | 404417                       | 404417                     | 404417                      |  | GBC Pro 19 Hole HD Die Set                           |                            |                             |                           | 0.001                         |               |
|       |         |                              |                            |                             |  | GBC Pro 44 Hole HD Die Set                           |                            |                             |                           | 0.0009                        |               |
|       |         | 416391                       | 416391                     | 416391                      |  | <b>Security &amp; Misc. Accessories</b>              |                            |                             |                           |                               |               |
|       |         | 416373                       | 416373                     | 416373                      |  | Copy Data Security Unit Type G                       |                            |                             |                           | 0.0005                        |               |
|       |         | GCP0001-PS1                  | GCP0001-PS1                | GCP0001-PS1                 |  | Data Overwrite Security Unit Type H                  |                            |                             |                           | 0.0001                        |               |
|       |         | EQ-RETURN-SEG2PLUS           | EQ-RETURN-SEG2PLUS         | EQ-RETURN-SEG2PLUS          |  | Ricoh App For Google Cloud Print                     |                            |                             |                           | 0.0001                        |               |
|       |         |                              |                            |                             |  | Lease Return   |                            |                             |                           |                               |               |

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit                    | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|---|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |   | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |
| B     | 6       | 404593                       | 404593                     | 404593                      | 110  | Pro 8110Se  | 30,000 - 160,000           | 134,400                     | 40,320                    | 0.0141                        |               |
|       |         | PP-PPISFM8100G               | PP-PPISFM8100G             | PP-PPISFM8100G              |  | REQUIRED: PPSE Training - Pro M8100s No Fiery                           |                            |                             |                           | 0.0008                        |               |
|       |         | PP-PPISFM8110G               | PP-PPISFM8110G             | PP-PPISFM8110G              |  | REQUIRED: PPSE Training - Pro M8110s/8120s No Fiery                     |                            |                             |                           | 0.0008                        |               |
|       |         | 007138MIU                    | 007138MIU                  | 007138MIU                   |  | ESP XG-PCS-20820D (208 Volt, 20 Amp)                                    |                            |                             |                           | 0.0001                        |               |
|       |         | PS-NWSC6                     | PS-NWSC6                   | PS-NWSC6                    |  | Network Print/Scan Connection (Seg. 6)                                  |                            |                             |                           |                               |               |
|       |         | 404536                       | 404536                     | 404536                      |  | LCIT RT5070   |                            |                             |                           | 0.0011                        |               |
|       |         | 404537                       | 404537                     | 404537                      |  | LCIT RT5080   |                            |                             |                           | 0.0036                        |               |
|       |         | 404538                       | 404538                     | 404538                      |  | Decurl Unit DU5030  |                            |                             |                           | 0.0007                        |               |
|       |         | 404539                       | 404539                     | 404539                      |  | Cover Interposer Tray   |                            |                             |                           | 0.0014                        |               |
|       |         | 404540                       | 404540                     | 404540                      |  | Multi-Folding Unit FD5020   |                            |                             |                           | 0.004                         |               |
|       |         | 404542                       | 404542                     | 404542                      |  | Perfect Binder GB5010   |                            |                             |                           | 0.0179                        |               |
|       |         | 404544                       | 404544                     | 404544                      |  | Transit Pass Unit for Perfect Binder Type S1                            |                            |                             |                           | 0.001                         |               |
|       |         | 404545                       | 404545                     | 404545                      |  | Cover Interposer Tray for Perfect Binder Type S1                        |                            |                             |                           | 0.0008                        |               |
|       |         | 404546                       | 404546                     | 404546                      |  | Ring Binder RB5020  |                            |                             |                           | 0.0099                        |               |
|       |         | 404548                       | 404548                     | 404548                      |  | Finisher SR5050   |                            |                             |                           | 0.0018                        |               |
|       |         | 404550                       | 404550                     | 404550                      |  | Booklet Finisher SR5060   |                            |                             |                           | 0.0047                        |               |
|       |         | 404552                       | 404552                     | 404552                      |  | TCRU/ORU Type8100(SetA)   |                            |                             |                           | 0.0012                        |               |
|       |         | 404553                       | 404553                     | 404553                      |  | TCRU Type 8100(SetB)  |                            |                             |                           | 0.0012                        |               |
|       |         | 404565                       | 404565                     | 404565                      |  | SD card for NetWare printing  |                            |                             |                           | 0.0001                        |               |
|       |         | 404555                       | 404555                     | 404555                      |  | Printer/Scanner Unit Type S1  |                            |                             |                           | 0.0012                        |               |
|       |         | 404559                       | 404559                     | 404559                      |  | PostScript3 Unit Type S1  |                            |                             |                           | 0.0008                        |               |
|       |         | 404562                       | 404562                     | 404562                      |  | IPDS Unit Type S1   |                            |                             |                           | 0.0025                        |               |
|       |         | 404566                       | 404566                     | 404566                      |  | Browser Unit Type S1  |                            |                             |                           | 0.0001                        |               |
|       |         | 404387                       | 404387                     | 404387                      |  | Multi Bypass Tray BY5010  |                            |                             |                           | 0.0006                        |               |
|       |         | 404177                       | 404177                     | 404177                      |  | PU5020 Punch Unit   |                            |                             |                           | 0.0003                        |               |
|       |         | 404400                       | 404400                     | 404400                      |  | Trimmer Unit TR5040   |                            |                             |                           | 0.005                         |               |
|       |         | 411699                       | 411699                     | 411699                      |  | IEEE 1284 Interface Type A  |                            |                             |                           | 0.0001                        |               |
|       |         | 414007                       | 414007                     | 414007                      |  | File Format Converter Type E  |                            |                             |                           | 0.0003                        |               |
|       |         | 413012                       | 413012                     | 413012                      |  | Optional Counter Interface Unit Type A                                  |                            |                             |                           |                               |               |
|       |         | 411203                       | 411203                     | 411203                      |  | Card Rdr Bracket Type 1075  |                            |                             |                           | 0.0001                        |               |
|       |         | 416605                       | 416605                     | 416605                      |  | OCR Unit Type M2  |                            |                             |                           | 0.0001                        |               |
|       |         | 416572                       | 416572                     | 416572                      |  | IEEE 802.11a/g/n Interface Unit Type M2                                 |                            |                             |                           | 0.0003                        |               |
|       |         | 413009                       | 413009                     | 413009                      |  | Unicode Font Package for SAP - 1 Device License (limited availability)  |                            |                             |                           | 0.0002                        |               |
|       |         | 413010                       | 413010                     | 413010                      |  | Unicode Font Package for SAP - 10 Device License (limited availability) |                            |                             |                           | 0.0017                        |               |
|       |         | 404656                       | 404656                     | 404656                      |  | Stacker SK5030  |                            |                             |                           | 0.0084                        |               |
|       |         | 404218                       | 404218                     | 404218                      |  | Roll-Away Cart Type 5010  |                            |                             |                           | 0.0002                        |               |
|       |         | 404195                       | 404195                     | 404195                      |  | TK5010 11"x17" Tray Unit  |                            |                             |                           | 0.0006                        |               |
|       |         | 404708                       | 404708                     | 404708                      |  | Multi Bypass Attachment Kit for Vacuum Feed LCT type S3                 |                            |                             |                           | 0.0003                        |               |
|       |         | 404652                       | 404652                     | 404652                      |  | Bridge Unit BU5010  |                            |                             |                           | 0.0015                        |               |
|       |         | 404650                       | 404650                     | 404650                      |  | Vacuum Feed LCT RT5100  |                            |                             |                           | 0.0063                        |               |

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

☒

| Group    | Segment  | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit   | CPC Plan with Minimum   |                       |                     |                         |               |
|----------|----------|------------------------|----------------------|-----------------------|---------------------------------------|---|-------------------------|-----------------------|---------------------|-------------------------|---------------|
|          |          |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE    | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE    |
|          |          | 404590                 | 404590               | 404590                |                                       | <b>Controller Options</b><br>Printer Controller EB-32<br>REQUIRED: PPSE Training - Pro M8100s w/Fiery |                         |                       |                     | 0.0041                  |               |
|          |          | PP-PPISFM8100F         | PP-PPISFM8100F       | PP-PPISFM8100F        |                                       | REQUIRED: PPSE Training - Pro M8110s/8120s w/ Fiery   |                         |                       |                     | 0.0019                  |               |
|          |          | PP-PPISFM8110F         | PP-PPISFM8110F       | PP-PPISFM8110F        |                                       | Fiery Image Viewer B/W  |                         |                       |                     | 0.0017                  |               |
|          |          | 404827                 | 404827               | 404827                |                                       | Fiery Compose FS-100  |                         |                       |                     | 0.0004                  |               |
|          |          | 404582                 | 404582               | 404582                |                                       | Fiery Impose Type FS-100  |                         |                       |                     | 0.0009                  |               |
|          |          | 404598                 | 404598               | 404598                |                                       | Fiery ES-2000 Spectrophotometer   |                         |                       |                     | 0.0005                  |               |
|          |          | 007095MIU              | 007095MIU            | 007095MIU             |                                       | FACI Furniture Kit  |                         |                       |                     | 0.0014                  |               |
|          |          | 404829                 | 404829               | 404829                |                                       | FACI Enabler  |                         |                       |                     | 0.0006                  |               |
|          |          | 404828                 | 404828               | 404828                |                                       | PBM350  |                         |                       |                     | 0.0082                  |               |
|          |          | 404717                 | 404717               | 404717                |                                       | REQUIRED: PPSE Training - Plockmatic PBM 350  |                         |                       |                     | 0.0008                  |               |
|          |          | PP-ISFPLOC350          | PP-ISFPLOC350        | PP-ISFPLOC350         |                                       | PBM500  |                         |                       |                     | 0.0152                  |               |
|          |          | 404715                 | 404715               | 404715                |                                       | REQUIRED: PPSE Training - Plockmatic PBM 500  |                         |                       |                     | 0.0033                  |               |
|          |          | PP-ISFPLOC500          | PP-ISFPLOC500        | PP-ISFPLOC500         |                                       | PBM500 upgrade kit  |                         |                       |                     | 0.0064                  |               |
|          |          | 404716                 | 404716               | 404716                |                                       | PBM Trim Module   |                         |                       |                     | 0.0052                  |               |
|          |          | 404718                 | 404718               | 404718                |                                       | PBM Book Fold Module  |                         |                       |                     | 0.0049                  |               |
|          |          | 404719                 | 404719               | 404719                |                                       | PBM Cover Feeder  |                         |                       |                     | 0.0021                  |               |
|          |          | 404720                 | 404720               | 404720                |                                       | PBM Rotate Crease Trim Module   |                         |                       |                     | 0.0169                  |               |
|          |          | 404721                 | 404721               | 404721                |                                       | BTS4000-1 Belt Stacker Module   |                         |                       |                     | 0.0023                  |               |
|          |          | 404722                 | 404722               | 404722                |                                       | Rail Unit   |                         |                       |                     | 0.0002                  |               |
|          |          | 404723                 | 404723               | 404723                |                                       | <b>Production Finishing Options</b><br>GBC SP Pro EX  |                         |                       |                     | 0.0036                  |               |
|          |          | 404463                 | 404463               | 404463                |                                       | GBC Die Set 3 Hole (Ring Binder)  |                         |                       |                     | 0.0002                  |               |
|          |          | 001450MIU              | 001450MIU            | 001450MIU             |                                       | GBC Die Set 11 Hole (Velobind)  |                         |                       |                     | 0.0002                  |               |
|          |          | 001451MIU              | 001451MIU            | 001451MIU             |                                       | GBC Die Set 19 Hole (Cerlox)  |                         |                       |                     | 0.0002                  |               |
|          |          | 001452MIU              | 001452MIU            | 001452MIU             |                                       | GBC Die Set 21 Hole (Twin Loop Wire 2:1)  |                         |                       |                     | 0.0002                  |               |
|          |          | 001453MIU              | 001453MIU            | 001453MIU             |                                       | GBC Die Set 32 Hole (Twin Loop Wire 3:1)  |                         |                       |                     | 0.0002                  |               |
|          |          | 001454MIU              | 001454MIU            | 001454MIU             |                                       | GBC 32 Hole Pro Click Die Set   |                         |                       |                     | 0.0002                  |               |
|          |          | 002493MIU              | 002493MIU            | 002493MIU             |                                       | GBC Pro 3 Hole HD Die Set   |                         |                       |                     | 0.0004                  |               |
|          |          | 404415                 | 404415               | 404415                |                                       | GBC Pro 19 Hole HD Die Set  |                         |                       |                     | 0.0008                  |               |
|          |          | 404416                 | 404416               | 404416                |                                       | GBC Pro 44 Hole HD Die Set  |                         |                       |                     | 0.0007                  |               |
|          |          | 404417                 | 404417               | 404417                |                                       | <b>Security &amp; Misc. Accessories</b><br>Copy Data Security Unit Type G                             |                         |                       |                     | 0.0004                  |               |
|          |          | 416391                 | 416391               | 416391                |                                       | Data Overwrite Security Unit Type H   |                         |                       |                     | 0.0001                  |               |
|          |          | 416373                 | 416373               | 416373                |                                       | Ricoh App For Google Cloud Print  |                         |                       |                     |                         |               |
|          |          | GCP0001-PS1            | GCP0001-PS1          | GCP0001-PS1           |                                       | Lease Return  |                         |                       |                     |                         |               |
|          |          | EQ-RETURN-SEG2PLUS     | EQ-RETURN-SEG2PLUS   | EQ-RETURN-SEG2PLUS    |                                       |   |                         |                       |                     |                         |               |
| <b>B</b> | <b>7</b> | 404594                 | 404594               | 404594                | 135                                   | <b>Pro 8120Se</b><br>REQUIRED: PPSE Training - Pro M8100s No Fiery                                    | <b>40,000 - 275,000</b> | <b>195,000</b>        | <b>58,500</b>       | <b>0.0125</b>           | <b>0.0006</b> |
|          |          | PP-PPISFM8100G         | PP-PPISFM8100G       | PP-PPISFM8100G        |                                       |   |                         |                       |                     |                         |               |

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit                    | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|---|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |   | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |
|       |         | PP-PPISFM8110G               | PP-PPISFM8110G             | PP-PPISFM8110G              |  | REQUIRED: PPSE Training - Pro M8110s/8120s No Fiery                     |                            |                             |                           | 0.0006                        |               |
|       |         | 007138MIU                    | 007138MIU                  | 007138MIU                   |  | ESP XG-PCS-20820D (208 Volt, 20 Amp)                                    |                            |                             |                           | 0.0001                        |               |
|       |         | PS-NWSC6                     | PS-NWSC6                   | PS-NWSC6                    |  | Network Print/Scan Connection (Seg. 6)                                  |                            |                             |                           |                               |               |
|       |         | 404536                       | 404536                     | 404536                      |  | LCIT RT5070   |                            |                             |                           | 0.0008                        |               |
|       |         | 404537                       | 404537                     | 404537                      |  | LCIT RT5080   |                            |                             |                           | 0.0025                        |               |
|       |         | 404538                       | 404538                     | 404538                      |  | Decurl Unit DU5030  |                            |                             |                           | 0.0004                        |               |
|       |         | 404539                       | 404539                     | 404539                      |  | Cover Interposer Tray   |                            |                             |                           | 0.001                         |               |
|       |         | 404540                       | 404540                     | 404540                      |  | Multi-Folding Unit FD5020   |                            |                             |                           | 0.0027                        |               |
|       |         | 404542                       | 404542                     | 404542                      |  | Perfect Binder GB5010   |                            |                             |                           | 0.0124                        |               |
|       |         | 404544                       | 404544                     | 404544                      |  | Transit Pass Unit for Perfect Binder Type S1                            |                            |                             |                           | 0.0007                        |               |
|       |         | 404545                       | 404545                     | 404545                      |  | Cover Interposer Tray for Perfect Binder Type S1                        |                            |                             |                           | 0.0006                        |               |
|       |         | 404546                       | 404546                     | 404546                      |  | Ring Binder RB5020  |                            |                             |                           | 0.0068                        |               |
|       |         | 404548                       | 404548                     | 404548                      |  | Finisher SR5050   |                            |                             |                           | 0.0012                        |               |
|       |         | 404550                       | 404550                     | 404550                      |  | Booklet Finisher SR5060   |                            |                             |                           | 0.0033                        |               |
|       |         | 404552                       | 404552                     | 404552                      |  | TCRU/ORU Type8100(SetA)   |                            |                             |                           | 0.0008                        |               |
|       |         | 404553                       | 404553                     | 404553                      |  | TCRU Type 8100(SetB)  |                            |                             |                           | 0.0008                        |               |
|       |         | 404565                       | 404565                     | 404565                      |  | SD card for NetWare printing  |                            |                             |                           |                               |               |
|       |         | 404555                       | 404555                     | 404555                      |  | Printer/Scanner Unit Type S1  |                            |                             |                           | 0.0008                        |               |
|       |         | 404559                       | 404559                     | 404559                      |  | PostScript3 Unit Type S1  |                            |                             |                           | 0.0005                        |               |
|       |         | 404562                       | 404562                     | 404562                      |  | IPDS Unit Type S1   |                            |                             |                           | 0.0017                        |               |
|       |         | 404566                       | 404566                     | 404566                      |  | Browser Unit Type S1  |                            |                             |                           |                               |               |
|       |         | 404387                       | 404387                     | 404387                      |  | Multi Bypass Tray BY5010  |                            |                             |                           | 0.0004                        |               |
|       |         | 404177                       | 404177                     | 404177                      |  | PU5020 Punch Unit   |                            |                             |                           | 0.0002                        |               |
|       |         | 404400                       | 404400                     | 404400                      |  | Trimmer Unit TR5040   |                            |                             |                           | 0.0034                        |               |
|       |         | 411699                       | 411699                     | 411699                      |  | IEEE 1284 Interface Type A  |                            |                             |                           |                               |               |
|       |         | 414007                       | 414007                     | 414007                      |  | File Format Converter Type E  |                            |                             |                           | 0.0002                        |               |
|       |         | 413012                       | 413012                     | 413012                      |  | Optional Counter Interface Unit Type A                                  |                            |                             |                           |                               |               |
|       |         | 411203                       | 411203                     | 411203                      |  | Card Rdr Bracket Type 1075  |                            |                             |                           |                               |               |
|       |         | 416605                       | 416605                     | 416605                      |  | OCR Unit Type M2  |                            |                             |                           | 0.0001                        |               |
|       |         | 416572                       | 416572                     | 416572                      |  | IEEE 802.11a/g/n Interface Unit Type M2                                 |                            |                             |                           | 0.0002                        |               |
|       |         | 413009                       | 413009                     | 413009                      |  | Unicode Font Package for SAP - 1 Device License (limited availability)  |                            |                             |                           | 0.0001                        |               |
|       |         | 413010                       | 413010                     | 413010                      |  | Unicode Font Package for SAP - 10 Device License (limited availability) |                            |                             |                           | 0.0012                        |               |
|       |         | 404656                       | 404656                     | 404656                      |  | Stacker SK5030  |                            |                             |                           | 0.0058                        |               |
|       |         | 404218                       | 404218                     | 404218                      |  | Roll-Away Cart Type 5010  |                            |                             |                           | 0.0001                        |               |
|       |         | 404195                       | 404195                     | 404195                      |  | TK5010 11"x17" Tray Unit  |                            |                             |                           | 0.0004                        |               |
|       |         | 404708                       | 404708                     | 404708                      |  | Multi Bypass Attachment Kit for Vacuum Feed LCT type S3                 |                            |                             |                           | 0.0002                        |               |
|       |         | 404652                       | 404652                     | 404652                      |  | Bridge Unit BU5010  |                            |                             |                           | 0.001                         |               |
|       |         | 404650                       | 404650                     | 404650                      |  | Vacuum Feed LCT RT5100  |                            |                             |                           | 0.0044                        |               |
|       |         |                              |                            |                             |  | <b>Controller Options</b>   |                            |                             |                           |                               |               |
|       |         | 404590                       | 404590                     | 404590                      |  | Printer Controller EB-32  |                            |                             |                           | 0.0028                        |               |



# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

☒

| Group    | Segment  | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit         | CPC Plan with Minimum   |                       |                     |                         |               |
|----------|----------|------------------------|----------------------|-----------------------|---------------------------------------|---|-------------------------|-----------------------|---------------------|-------------------------|---------------|
|          |          |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE    | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE    |
|          |          | PP-PPISFM8100F         | PP-PPISFM8100F       | PP-PPISFM8100F        |                                       | REQUIRED: PPSE Training - Pro M8100s w/Fiery        |                         |                       |                     | 0.0013                  |               |
|          |          | PP-PPISFM8110F         | PP-PPISFM8110F       | PP-PPISFM8110F        |                                       | REQUIRED: PPSE Training - Pro M8110s/8120s w/ Fiery |                         |                       |                     | 0.0007                  |               |
|          |          | 404827                 | 404827               | 404827                |                                       | Fiery Image Viewer B/W                              |                         |                       |                     | 0.0011                  |               |
|          |          | 404582                 | 404582               | 404582                |                                       | Fiery Compose FS-100                                |                         |                       |                     | 0.0003                  |               |
|          |          | 404598                 | 404598               | 404598                |                                       | Fiery Impose Type FS-100                            |                         |                       |                     | 0.0006                  |               |
|          |          | 007095MIU              | 007095MIU            | 007095MIU             |                                       | Fiery ES-2000 Spectrophotometer                     |                         |                       |                     | 0.0003                  |               |
|          |          | 404829                 | 404829               | 404829                |                                       | FACI Furniture Kit                                  |                         |                       |                     | 0.001                   |               |
|          |          | 404828                 | 404828               | 404828                |                                       | FACI Enabler  |                         |                       |                     | 0.0004                  |               |
|          |          | 404717                 | 404717               | 404717                |                                       | PBM350  |                         |                       |                     | 0.0056                  |               |
|          |          | PP-ISFPLOC350          | PP-ISFPLOC350        | PP-ISFPLOC350         |                                       | REQUIRED: PPSE Training - Plockmatic PBM 350        |                         |                       |                     | 0.0006                  |               |
|          |          | 404715                 | 404715               | 404715                |                                       | PBM500  |                         |                       |                     | 0.0105                  |               |
|          |          | PP-ISFPLOC500          | PP-ISFPLOC500        | PP-ISFPLOC500         |                                       | REQUIRED: PPSE Training - Plockmatic PBM 500        |                         |                       |                     | 0.0022                  |               |
|          |          | 404716                 | 404716               | 404716                |                                       | PBM500 upgrade kit                                  |                         |                       |                     | 0.0044                  |               |
|          |          | 404718                 | 404718               | 404718                |                                       | PBM Trim Module                                     |                         |                       |                     | 0.0036                  |               |
|          |          | 404719                 | 404719               | 404719                |                                       | PBM Book Fold Module                                |                         |                       |                     | 0.0034                  |               |
|          |          | 404720                 | 404720               | 404720                |                                       | PBM Cover Feeder                                    |                         |                       |                     | 0.0015                  |               |
|          |          | 404721                 | 404721               | 404721                |                                       | PBM Rotate Crease Trim Module                       |                         |                       |                     | 0.0117                  |               |
|          |          | 404722                 | 404722               | 404722                |                                       | BTS4000-1 Belt Stacker Module                       |                         |                       |                     | 0.0016                  |               |
|          |          | 404723                 | 404723               | 404723                |                                       | Rail Unit   |                         |                       |                     | 0.0001                  |               |
|          |          |                        |                      |                       |                                       | <b>Production Finishing Options</b>                 |                         |                       |                     |                         |               |
|          |          | 404463                 | 404463               | 404463                |                                       | GBC SP Pro EX                                       |                         |                       |                     | 0.0025                  |               |
|          |          | 001450MIU              | 001450MIU            | 001450MIU             |                                       | GBC Die Set 3 Hole (Ring Binder)                    |                         |                       |                     | 0.0001                  |               |
|          |          | 001451MIU              | 001451MIU            | 001451MIU             |                                       | GBC Die Set 11 Hole (Velobind)                      |                         |                       |                     | 0.0001                  |               |
|          |          | 001452MIU              | 001452MIU            | 001452MIU             |                                       | GBC Die Set 19 Hole (Cerlox)                        |                         |                       |                     | 0.0001                  |               |
|          |          | 001453MIU              | 001453MIU            | 001453MIU             |                                       | GBC Die Set 21 Hole (Twin Loop Wire 2:1)            |                         |                       |                     | 0.0001                  |               |
|          |          | 001454MIU              | 001454MIU            | 001454MIU             |                                       | GBC Die Set 32 Hole (Twin Loop Wire 3:1)            |                         |                       |                     | 0.0001                  |               |
|          |          | 002493MIU              | 002493MIU            | 002493MIU             |                                       | GBC 32 Hole Pro Click Die Set                       |                         |                       |                     | 0.0001                  |               |
|          |          | 404415                 | 404415               | 404415                |                                       | GBC Pro 3 Hole HD Die Set                           |                         |                       |                     | 0.0003                  |               |
|          |          | 404416                 | 404416               | 404416                |                                       | GBC Pro 19 Hole HD Die Set                          |                         |                       |                     | 0.0005                  |               |
|          |          | 404417                 | 404417               | 404417                |                                       | GBC Pro 44 Hole HD Die Set                          |                         |                       |                     | 0.0005                  |               |
|          |          |                        |                      |                       |                                       | <b>Security &amp; Misc. Accessories</b>             |                         |                       |                     |                         |               |
|          |          | 416391                 | 416391               | 416391                |                                       | Copy Data Security Unit Type G                      |                         |                       |                     | 0.0003                  |               |
|          |          | 416373                 | 416373               | 416373                |                                       | Data Overwrite Security Unit Type H                 |                         |                       |                     | 0.0001                  |               |
|          |          | GCP0001-PS1            | GCP0001-PS1          | GCP0001-PS1           |                                       | Ricoh App For Google Cloud Print                    |                         |                       |                     |                         |               |
|          |          | EQ-RETURN-SEG2PLUS     | EQ-RETURN-SEG2PLUS   | EQ-RETURN-SEG2PLUS    |                                       | Lease Return  |                         |                       |                     |                         |               |
| <b>B</b> | <b>6</b> | 404614                 | 404614               | 404614                | 110                                   | <b>Pro C9100 Entrance Unit</b>                      | <b>30,000 - 160,000</b> | <b>55,000</b>         | <b>16,500</b>       | <b>0.1077</b>           | <b>0.0480</b> |
|          |          | 404615                 | 404615               | 404615                |                                       | REQUIRED: Pro C9100 Exit Unit                       |                         |                       |                     | <b>0.0643</b>           |               |
|          |          | PP-ISF9110             | PP-ISF9110           | PP-ISF9110            |                                       | REQUIRED: PPSE Training - Pro C9100/C9110           |                         |                       |                     | 0.0203                  |               |
|          |          | 404661                 | 404661               | 404661                |                                       | REQUIRED: TCRU Type S4 (Set A)                      |                         |                       |                     | 0.0058                  |               |

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit    | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|---|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |   | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |
|       |         | 404724                       | 404724                     | 404724                      |  | REQUIRED: TCRU Type S4 (Set B)                          |                            |                             |                           | 0.0003                        |               |
|       |         | 404840                       | 404840                     | 404840                      |  | REQUIRED: TCRU Type S4 (Set C)                          |                            |                             |                           | 0.0014                        |               |
|       |         | 007140MIU                    | 007140MIU                  | 007140MIU                   |  | 30 amp power filter                                     |                            |                             |                           | 0.0022                        |               |
|       |         | PS-NWSCPC                    | PS-NWSCPC                  | PS-NWSCPC                   |  | Network & Scan Connect - Seg PC                         |                            |                             |                           |                               |               |
|       |         | 404650                       | 404650                     | 404650                      |  | Vacuum Feed LCT RT5100                                  |                            |                             |                           | 0.0155                        |               |
|       |         | 404652                       | 404652                     | 404652                      |  | Bridge Unit BU5010                                      |                            |                             |                           | 0.0036                        |               |
|       |         | 404653                       | 404653                     | 404653                      |  | Vacuum Feed Oversize Sheet Tray Type S3                 |                            |                             |                           | 0.0022                        |               |
|       |         | 404656                       | 404656                     | 404656                      |  | Stacker SK5030  |                            |                             |                           | 0.0206                        |               |
|       |         | 404387                       | 404387                     | 404387                      |  | Multi Bypass Tray BY5010                                |                            |                             |                           | 0.0014                        |               |
|       |         | 404649                       | 404649                     | 404649                      |  | Multi Bypass Banner Sheet Tray Type S3                  |                            |                             |                           | 0.0012                        |               |
|       |         | 404708                       | 404708                     | 404708                      |  | Multi Bypass Attachment Kit for Vacuum Feed LCT type S3 |                            |                             |                           | 0.0006                        |               |
|       |         |                              |                            |                             |  | <b>Production Finishing Options</b>                     |                            |                             |                           |                               |               |
|       |         | 404218                       | 404218                     | 404218                      |  | Roll-Away Cart Type 5010                                |                            |                             |                           | 0.0005                        |               |
|       |         | 404177                       | 404177                     | 404177                      |  | PU5020 Punch Unit                                       |                            |                             |                           | 0.0008                        |               |
|       |         | 413012                       | 413012                     | 413012                      |  | Optional Counter Interface Unit Type A                  |                            |                             |                           | 0.0001                        |               |
|       |         | 412203                       | 412203                     | 412203                      |  | Tab sheet Holder Type 3260                              |                            |                             |                           |                               |               |
|       |         | 404539                       | 404539                     | 404539                      |  | Cover Interposer Tray                                   |                            |                             |                           | 0.0034                        |               |
|       |         | 404540                       | 404540                     | 404540                      |  | Multi-Folding Unit FD5020                               |                            |                             |                           | 0.0097                        |               |
|       |         | 404542                       | 404542                     | 404542                      |  | Perfect Binder GB5010                                   |                            |                             |                           | 0.0438                        |               |
|       |         | 404544                       | 404544                     | 404544                      |  | Transit Pass Unit for Perfect Binder Type S1            |                            |                             |                           | 0.0023                        |               |
|       |         | 404545                       | 404545                     | 404545                      |  | Cover Interposer Tray for Perfect Binder Type S1        |                            |                             |                           | 0.0021                        |               |
|       |         | 404546                       | 404546                     | 404546                      |  | Ring Binder RB5020                                      |                            |                             |                           | 0.0243                        |               |
|       |         | 404548                       | 404548                     | 404548                      |  | Finisher SR5050   |                            |                             |                           | 0.0043                        |               |
|       |         | 404550                       | 404550                     | 404550                      |  | Booklet Finisher SR5060                                 |                            |                             |                           | 0.0115                        |               |
|       |         | 404400                       | 404400                     | 404400                      |  | Trimmer Unit TR5040                                     |                            |                             |                           | 0.0121                        |               |
|       |         | 404773                       | 404773                     | 404773                      |  | Stream punch Ultra 115V                                 |                            |                             |                           | 0.0193                        |               |
|       |         | 404769                       | 404769                     | 404769                      |  | GBC - DIE W3 square 32-34H Wirebind Die                 |                            |                             |                           | 0.0013                        |               |
|       |         | 404768                       | 404768                     | 404768                      |  | GBC - DIE W2SQ 21H-23H Wirebind Die                     |                            |                             |                           | 0.0013                        |               |
|       |         | 404767                       | 404767                     | 404767                      |  | GBC - DIE CombBind 19-20-21 Hole Die                    |                            |                             |                           | 0.0013                        |               |
|       |         | 404765                       | 404765                     | 404765                      |  | GBC - DIE VB LTR  |                            |                             |                           | 0.0014                        |               |
|       |         | 404761                       | 404761                     | 404761                      |  | GBC - DIE 3-5-7 HOLE                                    |                            |                             |                           | 0.0013                        |               |
|       |         | 404760                       | 404760                     | 404760                      |  | GBC - DIE 3 HOLE  |                            |                             |                           | 0.0012                        |               |
|       |         | 404757                       | 404757                     | 404757                      |  | GBC - DIE C4 Round 43-47H .2475 Color Coil Die          |                            |                             |                           | 0.0014                        |               |
|       |         | 404717                       | 404717                     | 404717                      |  | PBM350  |                            |                             |                           | 0.02                          |               |
|       |         | 404715                       | 404715                     | 404715                      |  | PBM500  |                            |                             |                           | 0.0371                        |               |
|       |         | 404716                       | 404716                     | 404716                      |  | PBM500 upgrade kit                                      |                            |                             |                           | 0.0156                        |               |
|       |         | 404723                       | 404723                     | 404723                      |  | Rail Unit   |                            |                             |                           | 0.0005                        |               |
|       |         | 404718                       | 404718                     | 404718                      |  | PBM Trim Module   |                            |                             |                           | 0.0127                        |               |
|       |         | 404719                       | 404719                     | 404719                      |  | PBM Book Fold Module                                    |                            |                             |                           | 0.0121                        |               |
|       |         | 404720                       | 404720                     | 404720                      |  | PBM Cover Feeder  |                            |                             |                           | 0.0052                        |               |

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

| Group    | Segment  | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit            | CPC Plan with Minimum      |                             |                           |                               |               |
|----------|----------|------------------------------|----------------------------|-----------------------------|--|---|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|          |          |                              |                            |                             |  |   | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |
|          |          | 404721                       | 404721                     | 404721                      |  | PBM Rotate Crease Trim Module                                   |                            |                             |                           | 0.0414                        |               |
|          |          | 404722                       | 404722                     | 404722                      |  | BTS4000-1 Belt Stacker Module                                   |                            |                             |                           | 0.0057                        |               |
|          |          | 404662                       | 404662                     | 404662                      |  | <b>Controller Options</b>                                       |                            |                             |                           |                               |               |
|          |          | PP-ISFC7100E43A              | PP-ISFC7100E43A            | PP-ISFC7100E43A             |  | Color Controller E-43   |                            |                             |                           | 0.0197                        |               |
|          |          | 404664                       | 404664                     | 404664                      |  | REQUIRED: PPSE Training - C7100 W/ E43A Fiery                   |                            |                             |                           | 0.008                         |               |
|          |          | PP-ISFC7100E83A              | PP-ISFC7100E83A            | PP-ISFC7100E83A             |  | Color Controller E-83   |                            |                             |                           | 0.0397                        |               |
|          |          | 404749                       | 404749                     | 404749                      |  | REQUIRED: PPSE Training - C7100 W/ E83A Fiery                   |                            |                             |                           | 0.0088                        |               |
|          |          | 404750                       | 404750                     | 404750                      |  | EFI Graphic Arts Package Premium Edition For E-43A              |                            |                             |                           | 0.0132                        |               |
|          |          | 404751                       | 404751                     | 404751                      |  | EFI Impose Type FS150   |                            |                             |                           | 0.0044                        |               |
|          |          | 007091MIU                    | 007091MIU                  | 007091MIU                   |  | EFI Compose Type FS150  |                            |                             |                           | 0.0022                        |               |
|          |          | 007096MIU                    | 007096MIU                  | 007096MIU                   |  | Fiery CPS v4  |                            |                             |                           | 0.0028                        |               |
|          |          | 007095MIU                    | 007095MIU                  | 007095MIU                   |  | Fiery CPSv4 Software only                                       |                            |                             |                           | 0.0016                        |               |
|          |          | 404421                       | 404421                     | 404421                      |  | Fiery ES-2000 Spectrophotometer                                 |                            |                             |                           | 0.0012                        |               |
|          |          | 404422                       | 404422                     | 404422                      |  | FACI for E41  |                            |                             |                           | 0.0028                        |               |
|          |          | 414939                       | 414939                     | 414939                      |  | FACI for E81  |                            |                             |                           | 0.0035                        |               |
|          |          | 404317                       | 404317                     | 404317                      |  | HDD Security  |                            |                             |                           | 0.0012                        |               |
|          |          | 404753                       | 404753                     | 404753                      |  | Server HDD Security Type QX                                     |                            |                             |                           | 0.002                         |               |
|          |          | 45132479                     | 45132479                   | 45132479                    |  | EFI 4GB Memory Upgradetype E-43A                                |                            |                             |                           | 0.0013                        |               |
|          |          | PP-TFCOLORSTD                | PP-TFCOLORSTD              | PP-TFCOLORSTD               |  | TF Color Standard Type FS150                                    |                            |                             |                           | 0.0049                        |               |
|          |          | 45133050                     | 45133050                   | 45133050                    |  | REQUIRED: PPSE Training - TotalFlow Color Standard for C651/751 |                            |                             |                           | 0.0022                        |               |
|          |          | PP-TDCOLORADV                | PP-TDCOLORADV              | PP-TDCOLORADV               |  | TF Color Advanced Type FS150                                    |                            |                             |                           | 0.0193                        |               |
|          |          | EQ-RETURN-SEG2PLUS           | EQ-RETURN-SEG2PLUS         | EQ-RETURN-SEG2PLUS          |  | REQUIRED: PPSE Training - TotalFlow Color Advanced              |                            |                             |                           | 0.0033                        |               |
|          |          |                              |                            |                             |  | Lease Return  |                            |                             |                           |                               |               |
| <b>B</b> | <b>7</b> | 404726                       | 404726                     | 404726                      | 130  | <b>Pro C9110 Entrance Unit</b>                                  | <b>30,000 - 160,000</b>    | <b>66,000</b>               | <b>19,800</b>             | <b>0.1098</b>                 | <b>0.0480</b> |
|          |          | 404727                       | 404727                     | 404727                      |  | REQUIRED: Pro C9110 Exit Unit                                   |                            |                             |                           | 0.0662                        |               |
|          |          | PP-ISF9110                   | PP-ISF9110                 | PP-ISF9110                  |  | REQUIRED: PPSE Training - Pro C9100/C9110                       |                            |                             |                           | 0.0169                        |               |
|          |          | 404661                       | 404661                     | 404661                      |  | REQUIRED: TCRU Type S4 (Set A)                                  |                            |                             |                           | 0.0048                        |               |
|          |          | 404724                       | 404724                     | 404724                      |  | REQUIRED: TCRU Type S4 (Set B)                                  |                            |                             |                           | 0.0002                        |               |
|          |          | 404840                       | 404840                     | 404840                      |  | REQUIRED: TCRU Type S4 (Set C)                                  |                            |                             |                           | 0.0011                        |               |
|          |          | 007140MIU                    | 007140MIU                  | 007140MIU                   |  | 30 amp power filter   |                            |                             |                           | 0.0018                        |               |
|          |          | PS-NWSCPC                    | PS-NWSCPC                  | PS-NWSCPC                   |  | Network & Scan Connect - Seg PC                                 |                            |                             |                           |                               |               |
|          |          | 404650                       | 404650                     | 404650                      |  | Vacuum Feed LCT RT5100  |                            |                             |                           | 0.0129                        |               |
|          |          | 404652                       | 404652                     | 404652                      |  | Bridge Unit BU5010  |                            |                             |                           | 0.003                         |               |
|          |          | 404653                       | 404653                     | 404653                      |  | Vacuum Feed Oversize Sheet Tray Type S3                         |                            |                             |                           | 0.0018                        |               |
|          |          | 404656                       | 404656                     | 404656                      |  | Stacker SK5030  |                            |                             |                           | 0.0171                        |               |
|          |          | 404387                       | 404387                     | 404387                      |  | Multi Bypass Tray BY5010  |                            |                             |                           | 0.0011                        |               |
|          |          | 404649                       | 404649                     | 404649                      |  | Multi Bypass Banner Sheet Tray Type S3                          |                            |                             |                           | 0.001                         |               |
|          |          | 404708                       | 404708                     | 404708                      |  | Multi Bypass Attachment Kit for Vacuum Feed LCT type S3         |                            |                             |                           | 0.0005                        |               |
|          |          |                              |                            |                             |  | <b>Production Finishing Options</b>                             |                            |                             |                           |                               |               |



# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |
|       |         | 404218                       | 404218                     | 404218                      |  | Roll-Away Cart Type 5010                             |                            |                             |                           | 0.0004                        |               |
|       |         | 404177                       | 404177                     | 404177                      |  | PU5020 Punch Unit                                    |                            |                             |                           | 0.0007                        |               |
|       |         | 413012                       | 413012                     | 413012                      |  | Optional Counter Interface Unit Type A               |                            |                             |                           | 0.0001                        |               |
|       |         | 412203                       | 412203                     | 412203                      |  | Tab sheet Holder Type 3260                           |                            |                             |                           |                               |               |
|       |         | 404539                       | 404539                     | 404539                      |  | Cover Interposer Tray                                |                            |                             |                           | 0.0029                        |               |
|       |         | 404540                       | 404540                     | 404540                      |  | Multi-Folding Unit FD5020                            |                            |                             |                           | 0.0081                        |               |
|       |         | 404542                       | 404542                     | 404542                      |  | Perfect Binder GB5010                                |                            |                             |                           | 0.0365                        |               |
|       |         | 404544                       | 404544                     | 404544                      |  | Transit Pass Unit for Perfect Binder Type S1         |                            |                             |                           | 0.0019                        |               |
|       |         | 404545                       | 404545                     | 404545                      |  | Cover Interposer Tray for Perfect Binder Type S1     |                            |                             |                           | 0.0017                        |               |
|       |         | 404546                       | 404546                     | 404546                      |  | Ring Binder RB5020                                   |                            |                             |                           | 0.0202                        |               |
|       |         | 404548                       | 404548                     | 404548                      |  | Finisher SR5050                                      |                            |                             |                           | 0.0036                        |               |
|       |         | 404550                       | 404550                     | 404550                      |  | Booklet Finisher SR5060                              |                            |                             |                           | 0.0096                        |               |
|       |         | 404400                       | 404400                     | 404400                      |  | Trimmer Unit TR5040                                  |                            |                             |                           | 0.0101                        |               |
|       |         | 404773                       | 404773                     | 404773                      |  | Streampunch Ultra 115V                               |                            |                             |                           | 0.0161                        |               |
|       |         | 404769                       | 404769                     | 404769                      |  | GBC - DIE W3 square 32-34H Wirebind Die              |                            |                             |                           | 0.0011                        |               |
|       |         | 404768                       | 404768                     | 404768                      |  | GBC - DIE W2SQ 21H-23H Wirebind Die                  |                            |                             |                           | 0.0011                        |               |
|       |         | 404767                       | 404767                     | 404767                      |  | GBC - DIE CombBind 19-20-21 Hole Die                 |                            |                             |                           | 0.0011                        |               |
|       |         | 404765                       | 404765                     | 404765                      |  | GBC - DIE VB LTR                                     |                            |                             |                           | 0.0012                        |               |
|       |         | 404761                       | 404761                     | 404761                      |  | GBC - DIE 3-5-7 HOLE                                 |                            |                             |                           | 0.0011                        |               |
|       |         | 404760                       | 404760                     | 404760                      |  | GBC - DIE 3 HOLE                                     |                            |                             |                           | 0.001                         |               |
|       |         | 404757                       | 404757                     | 404757                      |  | GBC - DIE C4 Round 43-47H .2475 Color Coil Die       |                            |                             |                           | 0.0012                        |               |
|       |         | 404717                       | 404717                     | 404717                      |  | PBM350   |                            |                             |                           | 0.0167                        |               |
|       |         | 404715                       | 404715                     | 404715                      |  | PBM500   |                            |                             |                           | 0.0309                        |               |
|       |         | 404716                       | 404716                     | 404716                      |  | PBM500 upgrade kit                                   |                            |                             |                           | 0.013                         |               |
|       |         | 404723                       | 404723                     | 404723                      |  | Rail Unit  |                            |                             |                           | 0.0004                        |               |
|       |         | 404718                       | 404718                     | 404718                      |  | PBM Trim Module                                      |                            |                             |                           | 0.0105                        |               |
|       |         | 404719                       | 404719                     | 404719                      |  | PBM Book Fold Module                                 |                            |                             |                           | 0.0101                        |               |
|       |         | 404720                       | 404720                     | 404720                      |  | PBM Cover Feeder                                     |                            |                             |                           | 0.0043                        |               |
|       |         | 404721                       | 404721                     | 404721                      |  | PBM Rotate Crease Trim Module                        |                            |                             |                           | 0.0345                        |               |
|       |         | 404722                       | 404722                     | 404722                      |  | BTS4000-1 Belt Stacker Module                        |                            |                             |                           | 0.0047                        |               |
|       |         |                              |                            |                             |  | <b>Controller Options</b>                            |                            |                             |                           |                               |               |
|       |         | 404662                       | 404662                     | 404662                      |  | Color Controller E-43                                |                            |                             |                           | 0.0164                        |               |
|       |         | PP-ISFC7100E43A              | PP-ISFC7100E43A            | PP-ISFC7100E43A             |  | REQUIRED: PPSE Training - C7100 W/ E43A Fiery        |                            |                             |                           | 0.0066                        |               |
|       |         | 404664                       | 404664                     | 404664                      |  | Color Controller E-83                                |                            |                             |                           | 0.0331                        |               |
|       |         | PP-ISFC7100E83A              | PP-ISFC7100E83A            | PP-ISFC7100E83A             |  | REQUIRED: PPSE Training - C7100 W/ E83A Fiery        |                            |                             |                           | 0.0073                        |               |
|       |         | 404749                       | 404749                     | 404749                      |  | EFI Graphic Arts Package Premium Edition For E-43A   |                            |                             |                           | 0.011                         |               |
|       |         | 404750                       | 404750                     | 404750                      |  | EFI Impose Type FS150                                |                            |                             |                           | 0.0037                        |               |
|       |         | 404751                       | 404751                     | 404751                      |  | EFI Compose Type FS150                               |                            |                             |                           | 0.0018                        |               |
|       |         | 007091MIU                    | 007091MIU                  | 007091MIU                   |  | Fiery CPS v4   |                            |                             |                           | 0.0023                        |               |
|       |         | 007096MIU                    | 007096MIU                  | 007096MIU                   |  | Fiery CPSv4 Software only                            |                            |                             |                           | 0.0013                        |               |

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

| Group    | Segment  | Ricoh<br>Product Code<br>EDP  | Savin<br>Reorder<br>Number  | Lanier<br>Reorder<br>Number   | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit  | CPC Plan with Minimum      |                             |                           |  |               |
|----------|----------|---|---|---|--|---|----------------------------|-----------------------------|---------------------------|--|---------------|
|          |          |   |   |   |  |   | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE  | COLOR<br>RATE |
|          |          | 007095MIU<br>404421<br>404422<br>414939<br>404317<br>404753<br>45132479<br>PP-TFCOLORSTD<br>45133050<br>PP-TDCOLORADV<br>EQ-RETURN-SEG2PLUS   | 007095MIU<br>404421<br>404422<br>414939<br>404317<br>404753<br>45132479<br>PP-TFCOLORSTD<br>45133050<br>PP-TDCOLORADV<br>EQ-RETURN-SEG2PLUS   | 007095MIU<br>404421<br>404422<br>414939<br>404317<br>404753<br>45132479<br>PP-TFCOLORSTD<br>45133050<br>PP-TDCOLORADV<br>EQ-RETURN-SEG2PLUS   |  | Fiery ES-2000 Spectrophotometer<br>FACI for E41<br>FACI for E81<br>HDD Security<br>Server HDD Security Type QX<br>EFI 4GB Memory Upgradetype E-43A<br>TF Color Standard Type FS150<br>REQUIRED: PPSE Training - TotalFlow Color Standard for C651/751<br>TF Color Advanced Type FS150<br>REQUIRED: PPSE Training - TotalFlow Color Advanced<br>Lease Return   |                            |                             |                           | 0.001<br>0.0023<br>0.0029<br>0.001<br>0.0017<br>0.0011<br>0.0041<br>0.0018<br>0.0161<br>0.0027   |               |
| <b>B</b> | <b>6</b> | 404691  | 404691  | 404691  | 110  | <b>Pro 8110e</b>  | <b>18,000,000 - 95,000</b> | <b>82,000</b>               | <b>24,600</b>             | <b>0.0211</b>  |               |
| <b>B</b> | <b>7</b> | 404692<br>PP-PPISFM8110G<br>007138MIU<br>PS-NWSC6<br>404536<br>404537<br>404538<br>404540<br>404548<br>404550<br>404552<br>404553<br>404785<br>404387<br>404177<br>404400<br>404656<br>404218<br>404195<br>404708<br>404652<br>404650<br><br>404539<br>404542<br>404544<br>404545 | 404692<br>PP-PPISFM8110G<br>007138MIU<br>PS-NWSC6<br>404536<br>404537<br>404538<br>404540<br>404548<br>404550<br>404552<br>404553<br>404785<br>404387<br>404177<br>404400<br>404656<br>404218<br>404195<br>404708<br>404652<br>404650<br><br>404539<br>404542<br>404544<br>404545 | 404692<br>PP-PPISFM8110G<br>007138MIU<br>PS-NWSC6<br>404536<br>404537<br>404538<br>404540<br>404548<br>404550<br>404552<br>404553<br>404785<br>404387<br>404177<br>404400<br>404656<br>404218<br>404195<br>404708<br>404652<br>404650<br><br>404539<br>404542<br>404544<br>404545 | 135  | <b>Pro 8120e</b><br><br>REQUIRED: PPSE Training - Pro M8110s/8120s No Fiery<br>ESP XG-PCS-20820D (208 Volt, 20 Amp)<br>Network Print/Scan Connection (Seg. 6)<br>LCIT RT5070<br>LCIT RT5080<br>Decurl Unit DU5030<br>Multi-Folding Unit FD5020<br>Finisher SR5050<br>Booklet Finisher SR5060<br>TCRU/ORU Type8100(SetA)<br>TCRU Type 8100(SetB)<br>SD card for NetWare printing Type S5<br>Multi Bypass Tray BY5010<br>PU5020 Punch Unit<br>Trimmer Unit TR5040<br>Stacker SK5030<br>Roll-Away Cart Type 5010<br>TK5010 11"x17" Tray Unit<br>Multi Bypass Attachment Kit for Vacuum Feed LCT type S3<br>Bridge Unit BU5010<br>Vacuum Feed LCT RT5100<br><br><b>Paper Handling</b><br>Cover Interposer Tray<br>Perfect Binder GB5010<br>Transit Pass Unit for Perfect Binder Type S1<br>Cover Interposer Tray for Perfect Binder Type S1 | <b>18,000,000 - 95,000</b> | <b>82,000</b>               | <b>24,600</b>             | <b>0.0262</b><br>0.0014<br>0.0002<br><br>0.0018<br>0.006<br>0.0011<br>0.0065<br>0.0029<br>0.0077<br>0.002<br>0.0019<br>0.0001<br>0.0009<br>0.0005<br>0.0081<br>0.0138<br>0.0003<br>0.001<br>0.0004<br>0.0024<br>0.0104<br><br>0.0023<br>0.0294<br>0.0016<br>0.0014 |               |

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

SUPPLEMENT #10

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

☒

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit                   | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |
|       |         | 404546                       | 404546                     | 404546                      |  | Ring Binder RB5020   |                            |                             |                           | 0.0163                        |               |
|       |         | 404114                       | 404114                     | 404114                      |  | Ring Opener Type A   |                            |                             |                           |                               |               |
|       |         | 404115                       | 404115                     | 404115                      |  | Ring Cartridge LT Type RB5000  |                            |                             |                           | 0.0002                        |               |
|       |         | 404786                       | 404786                     | 404786                      |  | <b>Print Options</b>   |                            |                             |                           |                               |               |
|       |         | 404705                       | 404705                     | 404705                      |  | PostScript3 Unit Type S5   |                            |                             |                           | 0.0017                        |               |
|       |         | 413009                       | 413009                     | 413009                      |  | IPDS Unit Type S5  |                            |                             |                           | 0.0057                        |               |
|       |         | 404789                       | 404789                     | 404789                      |  | Unicode Font Package for SAP - 1 Device License (limited availability) |                            |                             |                           | 0.0003                        |               |
|       |         | 411699                       | 411699                     | 411699                      |  | Browser Unit Type S5   |                            |                             |                           | 0.0001                        |               |
|       |         | 416572                       | 416572                     | 416572                      |  | IEEE 1284 Interface Type A   |                            |                             |                           | 0.0001                        |               |
|       |         |                              |                            |                             |  | IEEE 802.11a/g/n Interface Unit Type M2                                |                            |                             |                           | 0.0005                        |               |
|       |         | 404463                       | 404463                     | 404463                      |  | <b>Third Party Enablers</b>  |                            |                             |                           |                               |               |
|       |         | 001450MIU                    | 001450MIU                  | 001450MIU                   |  | GBC SP Pro EX  |                            |                             |                           | 0.0059                        |               |
|       |         | 001451MIU                    | 001451MIU                  | 001451MIU                   |  | GBC Die Set 3 Hole (Ring Binder)                                       |                            |                             |                           | 0.0003                        |               |
|       |         | 001452MIU                    | 001452MIU                  | 001452MIU                   |  | GBC Die Set 11 Hole (Velobind)   |                            |                             |                           | 0.0003                        |               |
|       |         | 001453MIU                    | 001453MIU                  | 001453MIU                   |  | GBC Die Set 19 Hole (Cerlox)   |                            |                             |                           | 0.0003                        |               |
|       |         | 001454MIU                    | 001454MIU                  | 001454MIU                   |  | GBC Die Set 21 Hole (Twin Loop Wire 2:1)                               |                            |                             |                           | 0.0003                        |               |
|       |         | 002493MIU                    | 002493MIU                  | 002493MIU                   |  | GBC Die Set 32 Hole (Twin Loop Wire 3:1)                               |                            |                             |                           | 0.0003                        |               |
|       |         | 404415                       | 404415                     | 404415                      |  | GBC 32 Hole Pro Click Die Set  |                            |                             |                           | 0.0003                        |               |
|       |         | 404416                       | 404416                     | 404416                      |  | GBC Pro 3 Hole HD Die Set  |                            |                             |                           | 0.0006                        |               |
|       |         | 404417                       | 404417                     | 404417                      |  | GBC Pro 19 Hole HD Die Set   |                            |                             |                           | 0.0012                        |               |
|       |         | 404717                       | 404717                     | 404717                      |  | GBC Pro 44 Hole HD Die Set   |                            |                             |                           | 0.0011                        |               |
|       |         | 404715                       | 404715                     | 404715                      |  | PBM350   |                            |                             |                           | 0.0134                        |               |
|       |         | 404716                       | 404716                     | 404716                      |  | PBM500   |                            |                             |                           | 0.0249                        |               |
|       |         | 404723                       | 404723                     | 404723                      |  | PBM500 upgrade kit   |                            |                             |                           | 0.0105                        |               |
|       |         | 404718                       | 404718                     | 404718                      |  | Rail Unit  |                            |                             |                           | 0.0003                        |               |
|       |         | 404719                       | 404719                     | 404719                      |  | PBM Trim Module  |                            |                             |                           | 0.0085                        |               |
|       |         | 404720                       | 404720                     | 404720                      |  | PBM Book Fold Module   |                            |                             |                           | 0.0081                        |               |
|       |         | 404721                       | 404721                     | 404721                      |  | PBM Cover Feeder   |                            |                             |                           | 0.0035                        |               |
|       |         | 404722                       | 404722                     | 404722                      |  | PBM Rotate Crease Trim Module  |                            |                             |                           | 0.0278                        |               |
|       |         |                              |                            |                             |  | BTS4000-1 Belt Stacker Module  |                            |                             |                           | 0.0038                        |               |
|       |         | 416373                       | 416373                     | 416373                      |  | <b>Security &amp; Misc. Accessories</b>                                |                            |                             |                           |                               |               |
|       |         |                              |                            |                             |  | Data Overwrite Security Unit Type H                                    |                            |                             |                           | 0.0002                        |               |
|       |         | 404590                       | 404590                     | 404590                      |  | <b>Controller Options</b>  |                            |                             |                           |                               |               |
|       |         | PP-PPISFM8110F               | PP-PPISFM8110F             | PP-PPISFM8110F              |  | Printer Controller EB-32   |                            |                             |                           | 0.0067                        |               |
|       |         | 404827                       | 404827                     | 404827                      |  | REQUIRED: PPSE Training - Pro M8110s/8120s w/ Fiery                    |                            |                             |                           | 0.0017                        |               |
|       |         | 404582                       | 404582                     | 404582                      |  | Fiery Image Viewer B/W   |                            |                             |                           | 0.0027                        |               |
|       |         | 404598                       | 404598                     | 404598                      |  | Fiery Compose FS-100   |                            |                             |                           | 0.0007                        |               |
|       |         | 007095MIU                    | 007095MIU                  | 007095MIU                   |  | Fiery Impose Type FS-100   |                            |                             |                           | 0.0014                        |               |
|       |         | 404829                       | 404829                     | 404829                      |  | Fiery ES-2000 Spectrophotometer  |                            |                             |                           | 0.0008                        |               |
|       |         |                              |                            |                             |  | FACI Furniture Kit   |                            |                             |                           | 0.0024                        |               |

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

| Group    | Segment  | Ricoh Product Code EDP  | Savin Reorder Number  | Lanier Reorder Number   | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit  | CPC Plan with Minimum    |                       |                     |                         |            |
|----------|----------|---|---|---|---------------------------------------|--|--------------------------|-----------------------|---------------------|-------------------------|------------|
|          |          |   |   |   |                                       |  | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |
|          |          | 404828<br>EQ-RETURN-SEG2PLUS  | 404828<br>EQ-RETURN-SEG2PLUS  | 404828<br>EQ-RETURN-SEG2PLUS  |                                       | FACI Enabler<br>Lease Return   |                          |                       |                     | 0.001                   |            |
| <b>B</b> | <b>7</b> | KH2333800<br>PS-INSKODAK<br>KHB694455A00<br>KH2236800<br>KH2273700<br>KH2324200<br>KH2334900<br>KH2331900<br>KH2331700<br>KHB671841A00<br>KHB694464A00<br>KHB694453A00<br>KH2332000<br>KN000536600<br>KCA12304<br>KHB694331A00<br>KHB694160A00<br>KCA00140<br>KC3E2629<br>KHB670630A00<br>KHB670595A00<br>KN000536500<br>KCA12054<br>KC8369779<br>KHB694051A00<br>KCA10565<br>KHB694378A00<br>KHR696621A00<br>KCA10569<br>KC3E3864<br>KCA10557<br>KC8711418<br>KCA14791<br>KCA14419<br>KCA09927<br>KCA11788 | KH2333800<br>PS-INSKODAK<br>KHB694455A00<br>KH2236800<br>KH2273700<br>KH2324200<br>KH2334900<br>KH2331900<br>KH2331700<br>KHB671841A00<br>KHB694464A00<br>KHB694453A00<br>KH2332000<br>KN000536600<br>KCA12304<br>KHB694331A00<br>KHB694160A00<br>KCA00140<br>KC3E2629<br>KHB670630A00<br>KHB670595A00<br>KN000536500<br>KCA12054<br>KC8369779<br>KHB694051A00<br>KCA10565<br>KHB694378A00<br>KHR696621A00<br>KCA10569<br>KC3E3864<br>KCA10557<br>KC8711418<br>KCA14791<br>KCA14419<br>KCA09927<br>KCA11788 | KH2333800<br>PS-INSKODAK<br>KHB694455A00<br>KH2236800<br>KH2273700<br>KH2324200<br>KH2334900<br>KH2331900<br>KH2331700<br>KHB671841A00<br>KHB694464A00<br>KHB694453A00<br>KH2332000<br>KN000536600<br>KCA12304<br>KHB694331A00<br>KHB694160A00<br>KCA00140<br>KC3E2629<br>KHB670630A00<br>KHB670595A00<br>KN000536500<br>KCA12054<br>KC8369779<br>KHB694051A00<br>KCA10565<br>KHB694378A00<br>KHR696621A00<br>KCA10569<br>KC3E3864<br>KCA10557<br>KC8711418<br>KCA14791<br>KCA14419<br>KCA09927<br>KCA11788 |                                       | <b>Kodak Digimasters</b><br><b>DM HD125 marking engine 60hz/KA</b><br>REQUIRED: Installation - Kodak EX (Fixed Fee / Fixed Hours)<br>DM HD series cab kit 60hz/KA<br>Kodak DM Operator Attention Light/KA<br>Kodak DMEXSCS Cabinet<br>DM Software Media Kit R8.01<br>DM T3105K1 SCS W R8.01 HD/EX-SW<br>LicKey: R8.01 AP E138 to R8.01 AP E300<br>LicKey: R8.01 AP E110 to R8.01 AP E300<br>Universal Accessory Interface - SL<br>HD productivity module 60 hz/KA (repl w/ KH2312200)<br>HD prod module cab kit/KA-60hz<br>LicKey: R8.01 AP E150 to R8.01 AP E300<br>Tablet Maker-TRC 7.0 Upgrade<br>Lic Key: Custom Paper Size Option<br>110/125/138 Speed Conversion Kit<br>DM Operator Attention Light/KA<br>Custom Paper: 18" Middle Drawer Kit<br>DM 18" Finisher Kit-Image Lt<br>DM 18" Fin Kit/KA<br>Attention Light Ay-SL<br>Tablet Maker-TRC 7.0 New<br>Custom Paper: 18" Lower Drawer Kit<br>DM Stacker Cart<br>DM EX series Stacker Cart/KA<br>Custom Paper: Middle Drawer Kit<br>DM EX SCS Cabinet<br>SmartBoard 6.0 bw SW upg 5<br>Custom Paper: Lower Drawer Kit<br>DM Stacker Bypass Upgrade Kit<br>Custom Paper: Registration Kit<br>DM External Vent Kit<br>Custom SW: Flash TIFF<br>Custom SW: CoXist Upgrade<br>Custom HW: Paper Drawer Leveler Kit<br>DM Toning Station Cart | <b>275,000 - 550,000</b> | <b>300,000</b>        | <b>90,000</b>       | <b>0.0258</b>           |            |

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |
|       |         | KHB694229A00                 | KHB694229A00               | KHB694229A00                |  | Dual Print Prep Kit                                  |                            |                             |                           | 0.0004                        |               |
|       |         | MU220001500                  | MU220001500                | MU220001500                 |  | EX series finisher bypass                            |                            |                             |                           | 0.0005                        |               |
|       |         | KCA14667                     | KCA14667                   | KCA14667                    |  | Lic Key: PCL Interpreter Option                      |                            |                             |                           | 0.0005                        |               |
|       |         | KHR696623A00                 | KHR696623A00               | KHR696623A00                |  | SmartBoard suite 6.0 bw SW upg 5                     |                            |                             |                           | 0.0005                        |               |
|       |         | KHR696628A00                 | KHR696628A00               | KHR696628A00                |  | SmartBoard suite 6.0 bw/c upg 5                      |                            |                             |                           | 0.0005                        |               |
|       |         | KCA13840                     | KCA13840                   | KCA13840                    |  | Custom SW: CoXist to CoXist Pro Upgrade              |                            |                             |                           | 0.0005                        |               |
|       |         | KN000536800                  | KN000536800                | KN000536800                 |  | CoXist 7.0 Upgrade                                   |                            |                             |                           | 0.0005                        |               |
|       |         | KCA14662                     | KCA14662                   | KCA14662                    |  | Lic Key: Extended Paper Size Option                  |                            |                             |                           | 0.0008                        |               |
|       |         | KCA14663                     | KCA14663                   | KCA14663                    |  | Lic Key: Enhanced Feed Mode Option                   |                            |                             |                           | 0.0008                        |               |
|       |         | KCA14664                     | KCA14664                   | KCA14664                    |  | Lic Key: Digital Print Quality Option                |                            |                             |                           | 0.0008                        |               |
|       |         | KHB694158A00                 | KHB694158A00               | KHB694158A00                |  | DM EX series Aux PSM Upgr Kit/KA                     |                            |                             |                           | 0.001                         |               |
|       |         | KCA14734                     | KCA14734                   | KCA14734                    |  | WorkFlow Service Plan: 2YR Prepaid                   |                            |                             |                           | 0.0008                        |               |
|       |         | KCA13683                     | KCA13683                   | KCA13683                    |  | Change of Service Provider Fee                       |                            |                             |                           | 0.0012                        |               |
|       |         | KN000202800                  | KN000202800                | KN000202800                 |  | EX series MICR install kit                           |                            |                             |                           | 0.0012                        |               |
|       |         | KCA14735                     | KCA14735                   | KCA14735                    |  | WorkFlow Service Plan: 3YR Prepaid                   |                            |                             |                           | 0.0012                        |               |
|       |         | KHB694057A00                 | KHB694057A00               | KHB694057A00                |  | DM EX series Perf Bndr-Output/KA                     |                            |                             |                           | 0.0012                        |               |
|       |         | KHR696620A00                 | KHR696620A00               | KHR696620A00                |  | SmartBoard suite 6.0 bw SW                           |                            |                             |                           | 0.0029                        |               |
|       |         | KHR696625A00                 | KHR696625A00               | KHR696625A00                |  | SmartBoard suite 6.0 bw/c SW                         |                            |                             |                           | 0.0029                        |               |
|       |         | KCA14736                     | KCA14736                   | KCA14736                    |  | WorkFlow Service Plan: 4YR Prepaid                   |                            |                             |                           | 0.0015                        |               |
|       |         | KHB670597A00                 | KHB670597A00               | KHB670597A00                |  | EX series ME rollfeed kit/KA                         |                            |                             |                           | 0.0019                        |               |
|       |         | KHB694159A00                 | KHB694159A00               | KHB694159A00                |  | DM Roll Feed Interface-Kit PSM/KA                    |                            |                             |                           | 0.0019                        |               |
|       |         | KHB694224A00                 | KHB694224A00               | KHB694224A00                |  | Productivity Mod Cab Kit 60Hz/KA                     |                            |                             |                           | 0.0023                        |               |
|       |         | KHB694228A00                 | KHB694228A00               | KHB694228A00                |  | Productivity Mod Cab Kit 60Hz/IL                     |                            |                             |                           | 0.0023                        |               |
|       |         | MU204107000                  | MU204107000                | MU204107000                 |  | Punch Tool: 2-Hole, 7 mm, A4                         |                            |                             |                           | 0.0016                        |               |
|       |         | MU204107800                  | MU204107800                | MU204107800                 |  | Punch Tool: 3-Hole, 8 mm, Ltr                        |                            |                             |                           | 0.0016                        |               |
|       |         | MU204108600                  | MU204108600                | MU204108600                 |  | Punch Tool: 4-Hole, 7 mm, A4                         |                            |                             |                           | 0.0016                        |               |
|       |         | KCA14737                     | KCA14737                   | KCA14737                    |  | WorkFlow Service Plan: 5YR Prepaid                   |                            |                             |                           | 0.0019                        |               |
|       |         | KCA14738                     | KCA14738                   | KCA14738                    |  | WorkFlow Service Plan: 6YR Prepaid                   |                            |                             |                           | 0.0023                        |               |
|       |         | KCA14666                     | KCA14666                   | KCA14666                    |  | Lic Key: MICR Option                                 |                            |                             |                           | 0.0031                        |               |
|       |         | MU204120600                  | MU204120600                | MU204120600                 |  | Punch Tool: 19-Hole, Plastic Comb, Ltr               |                            |                             |                           | 0.0026                        |               |
|       |         | MU204120800                  | MU204120800                | MU204120800                 |  | Punch Tool: 32-Hole (3:1), Square, Ltr               |                            |                             |                           | 0.0026                        |               |
|       |         | MU204120900                  | MU204120900                | MU204120900                 |  | Punch Tool: 21-Hole (2:1), Round, Ltr                |                            |                             |                           | 0.0026                        |               |
|       |         | MU204121000                  | MU204121000                | MU204121000                 |  | Punch Tool: 32-Hole (3:1), Round, Ltr                |                            |                             |                           | 0.0026                        |               |
|       |         | KN000536700                  | KN000536700                | KN000536700                 |  | CoXist 7.0 New                                       |                            |                             |                           | 0.0028                        |               |
|       |         | KN000336400                  | KN000336400                | KN000336400                 |  | Punch Tool: 11-Hole (1:1), 3mm, Letter               |                            |                             |                           | 0.0031                        |               |
|       |         | MU204143400                  | MU204143400                | MU204143400                 |  | Punch Tool: 5-Hole, 5/16", Ltr                       |                            |                             |                           | 0.0026                        |               |
|       |         | MU204146800                  | MU204146800                | MU204146800                 |  | Punch Tool: 3-Hole, 10 mm, Ltr                       |                            |                             |                           | 0.0029                        |               |
|       |         | MU204148400                  | MU204148400                | MU204148400                 |  | Punch Tool: 5-Hole (EU 2/US 3), Ltr                  |                            |                             |                           | 0.0029                        |               |
|       |         | MU204162000                  | MU204162000                | MU204162000                 |  | Punch Tool: 7-Hole, 9/32", Ltr                       |                            |                             |                           | 0.0039                        |               |
|       |         | MU204120700                  | MU204120700                | MU204120700                 |  | Punch Tool: 21-Hole (2:1), Rect, Ltr                 |                            |                             |                           | 0.0029                        |               |



# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

SUPPLEMENT #10

### Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

☒

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |
|       |         | KHB694056A00                 | KHB694056A00               | KHB694056A00                |  | DM EX series Perf Bndr-Input/KA                      |                            |                             |                           | 0.0031                        |               |
|       |         | KH2324700                    | KH2324700                  | KH2324700                   |  | LIC. KEY R8.01 AP Prod SW, E125                      |                            |                             |                           | 0.0097                        |               |
|       |         | KH2325000                    | KH2325000                  | KH2325000                   |  | LIC. KEY R8.01 AP Prod SW, E150                      |                            |                             |                           | 0.0097                        |               |
|       |         | KH2325100                    | KH2325100                  | KH2325100                   |  | LIC. KEY R8.01 AP Prod SW, E300                      |                            |                             |                           | 0.0097                        |               |
|       |         | KHB694379A01                 | KHB694379A01               | KHB694379A01                |  | 3200 SCS with R8.01 SW                               |                            |                             |                           | 0.0043                        |               |
|       |         | MU204141200                  | MU204141200                | MU204141200                 |  | Punch Tool: 44-Hole (4:1), Double D, Ltr             |                            |                             |                           | 0.0043                        |               |
|       |         | MU204149000                  | MU204149000                | MU204149000                 |  | Punch Tool: 44-Hole (4:1), 3 mm, Ltr                 |                            |                             |                           | 0.0043                        |               |
|       |         | MU204161000                  | MU204161000                | MU204161000                 |  | Punch Tool: 44-Hole (.2475), 4.3 mm, Ltr             |                            |                             |                           | 0.0044                        |               |
|       |         | MU204163000                  | MU204163000                | MU204163000                 |  | Punch Tool: 43-Hole (4:1), Double D, Ltr             |                            |                             |                           | 0.0044                        |               |
|       |         | MU204144000                  | MU204144000                | MU204144000                 |  | Punch Tool: 46-Hole (6mm), 4 mm, Ltr                 |                            |                             |                           | 0.0044                        |               |
|       |         | KHB694380A00                 | KHB694380A00               | KHB694380A00                |  | 3200 SCS Upgd for U24/U45 R8.01                      |                            |                             |                           | 0.0062                        |               |
|       |         | KHB694381A00                 | KHB694381A00               | KHB694381A00                |  | 3200 SCS Upgd for U30/60/10,V240 R8.01/WG            |                            |                             |                           | 0.0062                        |               |
|       |         | KHB694382A00                 | KHB694382A00               | KHB694382A00                |  | 3200 SCS Upgd for U30/60/10,V240 R8.01/IL            |                            |                             |                           | 0.0062                        |               |
|       |         | MU204146100                  | MU204146100                | MU204146100                 |  | Punch Tool: 33-Hole (3:1), Double D, Ltr             |                            |                             |                           | 0.0048                        |               |
|       |         | KHB694050A00                 | KHB694050A00               | KHB694050A00                |  | DM EX series Stacker 60Hz/KA                         |                            |                             |                           | 0.0067                        |               |
|       |         | KH2312400                    | KH2312400                  | KH2312400                   |  | Productivity Module 60Hz / KA                        |                            |                             |                           | 0.0078                        |               |
|       |         | KH2331800                    | KH2331800                  | KH2331800                   |  | LicKey: R8.01 AP E125 to R8.01 AP E300               |                            |                             |                           | 0.0078                        |               |
|       |         | KHB694123A00                 | KHB694123A00               | KHB694123A00                |  | DM EX series Hole Puncher/KA                         |                            |                             |                           | 0.008                         |               |
|       |         | KHB694053A00                 | KHB694053A00               | KHB694053A00                |  | DM EX ser. Booklet Maker 60Hz/KA                     |                            |                             |                           | 0.0094                        |               |
|       |         | KHB694058A00                 | KHB694058A00               | KHB694058A00                |  | DM EX series Perf Bndr-Binder/KA                     |                            |                             |                           | 0.0146                        |               |
|       |         | KH2312100                    | KH2312100                  | KH2312100                   |  | DM EX series Finisher 50/60Hz/KA                     |                            |                             |                           | 0.0067                        |               |
|       |         | KHB694376A00                 | KHB694376A00               | KHB694376A00                |  | DM EX Top Exit module 50-60Hz                        |                            |                             |                           | 0.0031                        |               |
|       |         | KHB694418A00                 | KHB694418A00               | KHB694418A00                |  | EX series finisher bypass                            |                            |                             |                           | 0.0005                        |               |
|       |         | KHB694402A00                 | KHB694402A00               | KHB694402A00                |  | DM EX series PSM 60Hz/KA                             |                            |                             |                           | 0.0038                        |               |
|       |         | KHB694400A00                 | KHB694400A00               | KHB694400A00                |  | DM EX Top Exit Module 50/60Hz/KA                     |                            |                             |                           | 0.0038                        |               |
|       |         | KHB694404A00                 | KHB694404A00               | KHB694404A00                |  | DM EX Paper Supply Module/IL                         |                            |                             |                           | 0.0038                        |               |
|       |         | KHB694398A00                 | KHB694398A00               | KHB694398A00                |  | DM EX series Inserter 60Hz/IL                        |                            |                             |                           | 0.0064                        |               |
|       |         | KHB694416A00                 | KHB694416A00               | KHB694416A00                |  | DM EX series Finisher 60Hz/IL                        |                            |                             |                           | 0.0067                        |               |
|       |         | KHB69408A00                  | KHB69408A00                | KHB69408A00                 |  | DM EXseries Extended PSM 60Hz/KA                     |                            |                             |                           | 0.0051                        |               |
|       |         | KHB69406A00                  | KHB69406A00                | KHB69406A00                 |  | DM EX series Extended PSM 60Hz WG                    |                            |                             |                           | 0.0051                        |               |
|       |         | KHB69410A00                  | KHB69410A00                | KHB69410A00                 |  | DM EX series Extended PSM 60Hz/IL                    |                            |                             |                           | 0.0051                        |               |
|       |         | KHB694396A00                 | KHB694396A00               | KHB694396A00                |  | DM EX series Inserter 60Hz/KA                        |                            |                             |                           | 0.0064                        |               |
|       |         | KHB694394A00                 | KHB694394A00               | KHB694394A00                |  | DM EX series Inserter 60Hz WG                        |                            |                             |                           | 0.0064                        |               |
|       |         | KHB694316M01                 | KHB694316M01               | KHB694316M01                |  | LIC. KEY R8.01 SP TO R8.01 AP, E110                  |                            |                             |                           | 0.0025                        |               |
|       |         |                              |                            |                             |  | <b>Hunkeler Finishing Products</b>                   |                            |                             |                           |                               |               |
|       |         | 1322-UW6                     |                            |                             |  | Standard Hunkeler - UW6                              |                            |                             |                           | 0.0117                        |               |
|       |         | 7119-00131-6-DS              |                            |                             |  | Standard Hunkeler - 6" Core Shaft                    |                            |                             |                           | 0.0012                        |               |
|       |         | 1322-VU6-800-DS              |                            |                             |  | Standard Hunkeler - VU6-800 Vacuum Unit 800 MM       |                            |                             |                           | 0.0009                        |               |
|       |         | TP-H-HUNK-WB6                |                            |                             |  | Standard hunkeler WB6 High Volume Web buffer         |                            |                             |                           | 0.0098                        |               |
|       |         | 1322-LC6                     |                            |                             |  | Standard Hunkeler - LC6 Loop Control                 |                            |                             |                           | 0.0033                        |               |

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

SUPPLEMENT #10

### Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

☒

| Group    | Segment  | Ricoh Product Code EDP   | Savin Reorder Number   | Lanier Reorder Number  | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit   | CPC Plan with Minimum      |                       |                     |  |            |
|----------|----------|--|--|--|---------------------------------------|---|----------------------------|-----------------------|---------------------|--|------------|
|          |          |  |  |  |                                       |   | MONTHLY VOLUME RANGE       | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE  | COLOR RATE |
|          |          | TP-H-HUNK-WM6WEBMERGER<br>1322-C62<br>7184-00552-DS<br>7184-00543-DS<br>7184-00556-DS<br>1322-SE6<br>1322-LS6<br>TP-H-HUNK-TB6<br>TP-H-HUNK-HKU2020<br>9705-90025-DS<br>TP-HUNK-TUTUA-DS<br>TP-HUNK-UP750-DS<br>8110-00550-DS<br>STANDARD-3P-FREIGHT<br>STANDARD-3P-SVCS-INSTALL<br>8110-00551-DS<br><br>1322-LC6-S-DS<br>TP-H-HUNK-DP8I<br>7528-00277-DS<br>1322-VU6<br>STANDARD-3P-SVCS-INSTALL<br>STANDARD-3P-FREIGHT |  |  |                                       | Standard Hunkeler - WM6-S Web Merger Even<br>Standard Hunkeler - CS6-II Cutter<br>Standard Hunkeler - Longitudinal Cut - Slitter for CS6-I<br>Standard Hunkeler - Edge Trim Left for CS6<br>Standard Hunkeler - Edge Trim Right for CS6-I<br>Standard Hunkeler - Se6 2-UP Seperator & offset module<br>Standard Hunkeler - LS6 Stacker<br>Standard Hunkeler - TB6 2M - 2 Meter Delivery Table<br>Standard Hunkeler - HKU2020 Trim Evacuation System<br>Standard Hunkeler - Cutter Assembly<br>Standard Hunkeler - Tu/TU-A Turn Unit 90 Degrees with Air<br>Standard Hunkeler - Paper underpass 750MM<br>Standard Hunkeler - Module Cabling<br>Standard Hunkeler - Freight Costs<br>Standard Hunkeler - Installation Charges<br>Standard Hunkeler - Printer Interface<br><br><b>Hunkeler Finishing Products - Optional Dynamic Perforator</b><br>Standard Hunkeler - LC6-S Stand Alone Loop Control<br>Standard Hunkeler - DP8-I Dynamic Perforator<br>Standard Hunkeler - DP8 Datamatrix Reader left & right<br>Standard Hunkeler - VU6-1600 Vacuum Box<br>Standard Hunkeler - Installation Charge<br>Standard Hunkeler - Freight Charges |                            |                       |                     | 0.0132<br>0.0444<br>0.0006<br>0.0007<br>0.0007<br>0.0119<br>0.0251<br>0.0028<br>0.0166<br>0.0024<br>0.0029<br>0.0008<br>0.0004<br>0.0007<br>0.0051<br>0.0002<br><br>0.0057<br>0.0428<br>0.0068<br>0.0013<br>0.0017<br>0.0004 |            |
| <b>B</b> | <b>8</b> | KH2333600<br>PS-INSKODAK<br>KHB694455A00<br>KH2236800<br>KH2273700<br>KH2324200<br>KH2334900<br>KH2331900<br>KH2331700<br>KHB671841A00<br>KHB694464A00<br>KHB694453A00<br>KH2332000<br>KN000536600<br>KCA12304<br>KHB694331A00   | KH2333600<br>PS-INSKODAK<br>KHB694455A00<br>KH2236800<br>KH2273700<br>KH2324200<br>KH2334900<br>KH2331900<br>KH2331700<br>KHB671841A00<br>KHB694464A00<br>KHB694453A00<br>KH2332000<br>KN000536600<br>KCA12304<br>KHB694331A00 | KH2333600<br>PS-INSKODAK<br>KHB694455A00<br>KH2236800<br>KH2273700<br>KH2324200<br>KH2334900<br>KH2331900<br>KH2331700<br>KHB671841A00<br>KHB694464A00<br>KHB694453A00<br>KH2332000<br>KN000536600<br>KCA12304<br>KHB694331A00 |                                       | <b>DM HD150 marking engine 60hz/KA</b><br>REQUIRED: Installation - Kodak EX (Fixed Fee / Fixed Hours)<br>DM HD series cab kit 60hz/KA<br>Kodak DM Operator Attention Light/KA<br>Kodak DMEXSCS Cabinet<br>DM Software Media Kit R8.01<br>DM T3105K1 SCS W R8.01 HD/EX-SW<br>LicKey: R8.01 AP E138 to R8.01 AP E300<br>LicKey: R8.01 AP E110 to R8.01 AP E300<br>Universal Accessory Interface - SL<br>HD productivity module 60 hz/KA (repl w/ KH2312200)<br>HD prod module cab kit/KA-60hz<br>LicKey: R8.01 AP E150 to R8.01 AP E300<br>Tablet Maker-TRC 7.0 Upgrade<br>Lic Key: Custom Paper Size Option<br>110/125/138 Speed Conversion Kit  | <b>550,000 - 1,000,000</b> | <b>750,000</b>        | <b>225,000</b>      | <b>0.0180</b><br>0.0008<br>0.0009<br>0.0001<br>0.0001<br><br>0.0032<br>0.0022<br>0.0041<br>0.0004<br>0.0058<br>0.0012<br>0.0011<br><br>0.0001  |            |

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |
|       |         | KHB694160A00                 | KHB694160A00               | KHB694160A00                |  | DM Operator Attention Light/KA                       |                            |                             |                           |                               |               |
|       |         | KCA00140                     | KCA00140                   | KCA00140                    |  | Custom Paper: 18" Middle Drawer Kit                  |                            |                             |                           |                               |               |
|       |         | KC3E2629                     | KC3E2629                   | KC3E2629                    |  | DM 18" Finisher Kit-Image Lt                         |                            |                             |                           |                               |               |
|       |         | KHB670630A00                 | KHB670630A00               | KHB670630A00                |  | DM 18" Fin Kit/KA                                    |                            |                             |                           |                               |               |
|       |         | KHB670595A00                 | KHB670595A00               | KHB670595A00                |  | Attention Light Ay-SL                                |                            |                             |                           |                               | 0.0001        |
|       |         | KN000536500                  | KN000536500                | KN000536500                 |  | Tablet Maker-TRC 7.0 New                             |                            |                             |                           |                               | 0.0001        |
|       |         | KCA12054                     | KCA12054                   | KCA12054                    |  | Custom Paper: 18" Lower Drawer Kit                   |                            |                             |                           |                               | 0.0001        |
|       |         | KC8369779                    | KC8369779                  | KC8369779                   |  | DM Stacker Cart                                      |                            |                             |                           |                               | 0.0001        |
|       |         | KHB694051A00                 | KHB694051A00               | KHB694051A00                |  | DM EX series Stacker Cart/KA                         |                            |                             |                           |                               | 0.0001        |
|       |         | KCA10565                     | KCA10565                   | KCA10565                    |  | Custom Paper: Middle Drawer Kit                      |                            |                             |                           |                               | 0.0001        |
|       |         | KHB694378A00                 | KHB694378A00               | KHB694378A00                |  | DM EX SCS Cabinet                                    |                            |                             |                           |                               | 0.0001        |
|       |         | KHR696621A00                 | KHR696621A00               | KHR696621A00                |  | SmartBoard 6.0 bw SW upg 5                           |                            |                             |                           |                               | 0.0001        |
|       |         | KCA10569                     | KCA10569                   | KCA10569                    |  | Custom Paper: Lower Drawer Kit                       |                            |                             |                           |                               | 0.0001        |
|       |         | KC3E3864                     | KC3E3864                   | KC3E3864                    |  | DM Stacker Bypass Upgrade Kit                        |                            |                             |                           |                               | 0.0001        |
|       |         | KCA10557                     | KCA10557                   | KCA10557                    |  | Custom Paper: Registration Kit                       |                            |                             |                           |                               | 0.0001        |
|       |         | KC8711418                    | KC8711418                  | KC8711418                   |  | DM External Vent Kit                                 |                            |                             |                           |                               | 0.0001        |
|       |         | KCA14791                     | KCA14791                   | KCA14791                    |  | Custom SW: Flash TIFF                                |                            |                             |                           |                               | 0.0001        |
|       |         | KCA14419                     | KCA14419                   | KCA14419                    |  | Custom SW: CoXist Upgrade                            |                            |                             |                           |                               | 0.0001        |
|       |         | KCA09927                     | KCA09927                   | KCA09927                    |  | Custom HW: Paper Drawer Leveler Kit                  |                            |                             |                           |                               | 0.0001        |
|       |         | KCA11788                     | KCA11788                   | KCA11788                    |  | DM Toning Station Cart                               |                            |                             |                           |                               | 0.0002        |
|       |         | KHB694229A00                 | KHB694229A00               | KHB694229A00                |  | Dual Print Prep Kit                                  |                            |                             |                           |                               | 0.0002        |
|       |         | MU220001500                  | MU220001500                | MU220001500                 |  | EX series finisher bypass                            |                            |                             |                           |                               | 0.0002        |
|       |         | KCA14667                     | KCA14667                   | KCA14667                    |  | Lic Key: PCL Interpreter Option                      |                            |                             |                           |                               | 0.0002        |
|       |         | KHR696623A00                 | KHR696623A00               | KHR696623A00                |  | SmartBoard suite 6.0 bw SW upg 5                     |                            |                             |                           |                               | 0.0002        |
|       |         | KHR696628A00                 | KHR696628A00               | KHR696628A00                |  | SmartBoard suite 6.0 bw/c upg 5                      |                            |                             |                           |                               | 0.0002        |
|       |         | KCA13840                     | KCA13840                   | KCA13840                    |  | Custom SW: CoXist to CoXist Pro Upgrade              |                            |                             |                           |                               | 0.0002        |
|       |         | KN000536800                  | KN000536800                | KN000536800                 |  | CoXist 7.0 Upgrade                                   |                            |                             |                           |                               | 0.0002        |
|       |         | KCA14662                     | KCA14662                   | KCA14662                    |  | Lic Key: Extended Paper Size Option                  |                            |                             |                           |                               | 0.0003        |
|       |         | KCA14663                     | KCA14663                   | KCA14663                    |  | Lic Key: Enhanced Feed Mode Option                   |                            |                             |                           |                               | 0.0003        |
|       |         | KCA14664                     | KCA14664                   | KCA14664                    |  | Lic Key: Digital Print Quality Option                |                            |                             |                           |                               | 0.0003        |
|       |         | KHB694158A00                 | KHB694158A00               | KHB694158A00                |  | DM EX series Aux PSM Upgr Kit/KA                     |                            |                             |                           |                               | 0.0004        |
|       |         | KCA14734                     | KCA14734                   | KCA14734                    |  | WorkFlow Service Plan: 2YR Prepaid                   |                            |                             |                           |                               | 0.0003        |
|       |         | KCA13683                     | KCA13683                   | KCA13683                    |  | Change of Service Provider Fee                       |                            |                             |                           |                               | 0.0005        |
|       |         | KN000202800                  | KN000202800                | KN000202800                 |  | EX series MICR install kit                           |                            |                             |                           |                               | 0.0005        |
|       |         | KCA14735                     | KCA14735                   | KCA14735                    |  | WorkFlow Service Plan: 3YR Prepaid                   |                            |                             |                           |                               | 0.0005        |
|       |         | KHB694057A00                 | KHB694057A00               | KHB694057A00                |  | DM EX series Perf Bndr-Output/KA                     |                            |                             |                           |                               | 0.0005        |
|       |         | KHR696620A00                 | KHR696620A00               | KHR696620A00                |  | SmartBoard suite 6.0 bw SW                           |                            |                             |                           |                               | 0.0012        |
|       |         | KHR696625A00                 | KHR696625A00               | KHR696625A00                |  | SmartBoard suite 6.0 bw/c SW                         |                            |                             |                           |                               | 0.0012        |
|       |         | KCA14736                     | KCA14736                   | KCA14736                    |  | WorkFlow Service Plan: 4YR Prepaid                   |                            |                             |                           |                               | 0.0006        |
|       |         | KHB670597A00                 | KHB670597A00               | KHB670597A00                |  | EX series ME rollfeed kit/KA                         |                            |                             |                           |                               | 0.0008        |



# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |
|       |         | KHB694159A00                 | KHB694159A00               | KHB694159A00                |  | DM Roll Feed Interface-Kit PSM/KA                    |                            |                             |                           | 0.0008                        |               |
|       |         | KHB694224A00                 | KHB694224A00               | KHB694224A00                |  | Productivity Mod Cab Kit 60Hz/KA                     |                            |                             |                           | 0.0009                        |               |
|       |         | KHB694228A00                 | KHB694228A00               | KHB694228A00                |  | Productivity Mod Cab Kit 60Hz/IL                     |                            |                             |                           | 0.0009                        |               |
|       |         | MU204107000                  | MU204107000                | MU204107000                 |  | Punch Tool: 2-Hole, 7 mm, A4                         |                            |                             |                           | 0.0007                        |               |
|       |         | MU204107800                  | MU204107800                | MU204107800                 |  | Punch Tool: 3-Hole, 8 mm, Ltr                        |                            |                             |                           | 0.0007                        |               |
|       |         | MU204108600                  | MU204108600                | MU204108600                 |  | Punch Tool: 4-Hole, 7 mm, A4                         |                            |                             |                           | 0.0007                        |               |
|       |         | KCA14737                     | KCA14737                   | KCA14737                    |  | WorkFlow Service Plan: 5YR Prepaid                   |                            |                             |                           | 0.0008                        |               |
|       |         | KCA14738                     | KCA14738                   | KCA14738                    |  | WorkFlow Service Plan: 6YR Prepaid                   |                            |                             |                           | 0.0009                        |               |
|       |         | KCA14666                     | KCA14666                   | KCA14666                    |  | Lic Key: MICR Option                                 |                            |                             |                           | 0.0012                        |               |
|       |         | MU204120600                  | MU204120600                | MU204120600                 |  | Punch Tool: 19-Hole, Plastic Comb, Ltr               |                            |                             |                           | 0.001                         |               |
|       |         | MU204120800                  | MU204120800                | MU204120800                 |  | Punch Tool: 32-Hole (3:1), Square, Ltr               |                            |                             |                           | 0.001                         |               |
|       |         | MU204120900                  | MU204120900                | MU204120900                 |  | Punch Tool: 21-Hole (2:1), Round, Ltr                |                            |                             |                           | 0.001                         |               |
|       |         | MU204121000                  | MU204121000                | MU204121000                 |  | Punch Tool: 32-Hole (3:1), Round, Ltr                |                            |                             |                           | 0.001                         |               |
|       |         | KN000536700                  | KN000536700                | KN000536700                 |  | CoXist 7.0 New                                       |                            |                             |                           | 0.0011                        |               |
|       |         | KN000336400                  | KN000336400                | KN000336400                 |  | Punch Tool: 11-Hole (1:1), 3mm, Letter               |                            |                             |                           | 0.0012                        |               |
|       |         | MU204143400                  | MU204143400                | MU204143400                 |  | Punch Tool: 5-Hole, 5/16", Ltr                       |                            |                             |                           | 0.0011                        |               |
|       |         | MU204146800                  | MU204146800                | MU204146800                 |  | Punch Tool: 3-Hole, 10 mm, Ltr                       |                            |                             |                           | 0.0012                        |               |
|       |         | MU204148400                  | MU204148400                | MU204148400                 |  | Punch Tool: 5-Hole (EU 2/US 3), Ltr                  |                            |                             |                           | 0.0012                        |               |
|       |         | MU204162000                  | MU204162000                | MU204162000                 |  | Punch Tool: 7-Hole, 9/32", Ltr                       |                            |                             |                           | 0.0016                        |               |
|       |         | MU204120700                  | MU204120700                | MU204120700                 |  | Punch Tool: 21-Hole (2:1), Rect, Ltr                 |                            |                             |                           | 0.0012                        |               |
|       |         | KHB694056A00                 | KHB694056A00               | KHB694056A00                |  | DM EX series Perf Bndr-Input/KA                      |                            |                             |                           | 0.0012                        |               |
|       |         | KH2324700                    | KH2324700                  | KH2324700                   |  | LIC. KEY R8.01 AP Prod SW, E125                      |                            |                             |                           | 0.0039                        |               |
|       |         | KH2325000                    | KH2325000                  | KH2325000                   |  | LIC. KEY R8.01 AP Prod SW, E150                      |                            |                             |                           | 0.0039                        |               |
|       |         | KH2325100                    | KH2325100                  | KH2325100                   |  | LIC. KEY R8.01 AP Prod SW, E300                      |                            |                             |                           | 0.0039                        |               |
|       |         | KHB694379A01                 | KHB694379A01               | KHB694379A01                |  | 3200 SCS with R8.01 SW                               |                            |                             |                           | 0.0017                        |               |
|       |         | MU204141200                  | MU204141200                | MU204141200                 |  | Punch Tool: 44-Hole (4:1), Double D, Ltr             |                            |                             |                           | 0.0017                        |               |
|       |         | MU204149000                  | MU204149000                | MU204149000                 |  | Punch Tool: 44-Hole (4:1), 3 mm, Ltr                 |                            |                             |                           | 0.0017                        |               |
|       |         | MU204161000                  | MU204161000                | MU204161000                 |  | Punch Tool: 44-Hole (.2475), 4.3 mm, Ltr             |                            |                             |                           | 0.0017                        |               |
|       |         | MU204163000                  | MU204163000                | MU204163000                 |  | Punch Tool: 43-Hole (4:1), Double D, Ltr             |                            |                             |                           | 0.0017                        |               |
|       |         | MU204144000                  | MU204144000                | MU204144000                 |  | Punch Tool: 46-Hole (6mm), 4 mm, Ltr                 |                            |                             |                           | 0.0018                        |               |
|       |         | KHB694380A00                 | KHB694380A00               | KHB694380A00                |  | 3200 SCS Upgd for U24/U45 R8.01                      |                            |                             |                           | 0.0025                        |               |
|       |         | KHB694381A00                 | KHB694381A00               | KHB694381A00                |  | 3200 SCS Upgd for U30/60/10,V240 R8.01/WG            |                            |                             |                           | 0.0025                        |               |
|       |         | KHB694382A00                 | KHB694382A00               | KHB694382A00                |  | 3200 SCS Upgd for U30/60/10,V240 R8.01/IL            |                            |                             |                           | 0.0025                        |               |
|       |         | MU204146100                  | MU204146100                | MU204146100                 |  | Punch Tool: 33-Hole (3:1), Double D, Ltr             |                            |                             |                           | 0.0019                        |               |
|       |         | KHB694050A00                 | KHB694050A00               | KHB694050A00                |  | DM EX series Stacker 60Hz/KA                         |                            |                             |                           | 0.0027                        |               |
|       |         | KH2312400                    | KH2312400                  | KH2312400                   |  | Productivity Module 60Hz / KA                        |                            |                             |                           | 0.0031                        |               |
|       |         | KH2331800                    | KH2331800                  | KH2331800                   |  | LicKey: R8.01 AP E125 to R8.01 AP E300               |                            |                             |                           | 0.0031                        |               |
|       |         | KHB694123A00                 | KHB694123A00               | KHB694123A00                |  | DM EX series Hole Puncher/KA                         |                            |                             |                           | 0.0032                        |               |
|       |         | KHB694053A00                 | KHB694053A00               | KHB694053A00                |  | DM EX ser. Booklet Maker 60Hz/KA                     |                            |                             |                           | 0.0037                        |               |
|       |         | KHB694058A00                 | KHB694058A00               | KHB694058A00                |  | DM EX series Perf Bndr-Binder/KA                     |                            |                             |                           | 0.0059                        |               |

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

☒

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit             | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |
|       |         | KH2312100                    | KH2312100                  | KH2312100                   |  | DM EX series Finisher 50/60Hz/KA                                 |                            |                             |                           | 0.0027                        |               |
|       |         | KHB694376A00                 | KHB694376A00               | KHB694376A00                |  | DM EX Top Exit module 50-60Hz                                    |                            |                             |                           | 0.0012                        |               |
|       |         | KHB694418A00                 | KHB694418A00               | KHB694418A00                |  | EX series finisher bypass  |                            |                             |                           | 0.0002                        |               |
|       |         | KHB694402A00                 | KHB694402A00               | KHB694402A00                |  | DM EX series PSM 60Hz/KA   |                            |                             |                           | 0.0015                        |               |
|       |         | KHB694400A00                 | KHB694400A00               | KHB694400A00                |  | DM EX Top Exit Module 50/60Hz/KA                                 |                            |                             |                           | 0.0015                        |               |
|       |         | KHB694404A00                 | KHB694404A00               | KHB694404A00                |  | DM EX Paper Supply Module/IL                                     |                            |                             |                           | 0.0015                        |               |
|       |         | KHB694398A00                 | KHB694398A00               | KHB694398A00                |  | DM EX series Inserter 60Hz/IL                                    |                            |                             |                           | 0.0026                        |               |
|       |         | KHB694416A00                 | KHB694416A00               | KHB694416A00                |  | DM EX series Finisher 60Hz/IL                                    |                            |                             |                           | 0.0027                        |               |
|       |         | KHB69408A00                  | KHB69408A00                | KHB69408A00                 |  | DM EXseries Extended PSM 60Hz/KA                                 |                            |                             |                           | 0.002                         |               |
|       |         | KHB69406A00                  | KHB69406A00                | KHB69406A00                 |  | DM EX series Extended PSM 60Hz WG                                |                            |                             |                           | 0.002                         |               |
|       |         | KHB69410A00                  | KHB69410A00                | KHB69410A00                 |  | DM EX series Extended PSM 60Hz/IL                                |                            |                             |                           | 0.002                         |               |
|       |         | KHB694396A00                 | KHB694396A00               | KHB694396A00                |  | DM EX series Inserter 60Hz/KA                                    |                            |                             |                           | 0.0026                        |               |
|       |         | KHB694394A00                 | KHB694394A00               | KHB694394A00                |  | DM EX series Inserter 60Hz WG                                    |                            |                             |                           | 0.0026                        |               |
|       |         | KHB694316M01                 | KHB694316M01               | KHB694316M01                |  | LIC. KEY R8.01 SP TO R8.01 AP, E110                              |                            |                             |                           | 0.001                         |               |
|       |         |                              |                            |                             |  | <b>Hunkeler Finishing Products</b>                               |                            |                             |                           |                               |               |
|       |         | 1322-UW6                     |                            |                             |  | Standard Hunkeler - UW6  |                            |                             |                           | 0.0047                        |               |
|       |         | 7119-00131-6-DS              |                            |                             |  | Standard Hunkeler - 6" Core Shaft                                |                            |                             |                           | 0.0005                        |               |
|       |         | 1322-VU6-800-DS              |                            |                             |  | Standard Hunkeler - VU6-800 Vacuum Unit 800 MM                   |                            |                             |                           | 0.0004                        |               |
|       |         | TP-H-HUNK-WB6                |                            |                             |  | Standard hunkeler WB6 High Volume Web buffer                     |                            |                             |                           | 0.0039                        |               |
|       |         | 1322-LC6                     |                            |                             |  | Standard Hunkeler - LC6 Loop Control                             |                            |                             |                           | 0.0013                        |               |
|       |         | TP-H-HUNK-WM6WEBMERGER       |                            |                             |  | Standard Hunkeler - WM6-S Web Merger Even                        |                            |                             |                           | 0.0053                        |               |
|       |         | 1322-C62                     |                            |                             |  | Standard Hunkeler - CS6-II Cutter                                |                            |                             |                           | 0.0178                        |               |
|       |         | 7184-00552-DS                |                            |                             |  | Standard Hunkeler - Longitudinal Cut - Slitter for CS6-I         |                            |                             |                           | 0.0003                        |               |
|       |         | 7184-00543-DS                |                            |                             |  | Standard Hunkeler - Edge Trim Left for CS6                       |                            |                             |                           | 0.0003                        |               |
|       |         | 7184-00556-DS                |                            |                             |  | Standard Hunkeler - Edge Trim Right for CS6-I                    |                            |                             |                           | 0.0003                        |               |
|       |         | 1322-SE6                     |                            |                             |  | Standard Hunkeler - Se6 2-UP Seperator & offset module           |                            |                             |                           | 0.0047                        |               |
|       |         | 1322-LS6                     |                            |                             |  | Standard Hunkeler - LS6 Stacker                                  |                            |                             |                           | 0.01                          |               |
|       |         | TP-H-HUNK-TB6                |                            |                             |  | Standard Hunkeler - TB6 2M - 2 Meter Delivery Table              |                            |                             |                           | 0.0011                        |               |
|       |         | TP-H-HUNK-HKU2020            |                            |                             |  | Standard Hunkeler - HKU2020 Trim Evacuation System               |                            |                             |                           | 0.0066                        |               |
|       |         | 9705-90025-DS                |                            |                             |  | Standard Hunkeler - Cutter Assembly                              |                            |                             |                           | 0.0009                        |               |
|       |         | TP-HUNK-TUTUA-DS             |                            |                             |  | Standard Hunkeler - Tu/TU-A Turn Unit 90 Degrees with Air        |                            |                             |                           | 0.0011                        |               |
|       |         | TP-HUNK-UP750-DS             |                            |                             |  | Standard Hunkeler - Paper underpass 750MM                        |                            |                             |                           | 0.0003                        |               |
|       |         | 8110-00550-DS                |                            |                             |  | Standard Hunkeler - Module Cabling                               |                            |                             |                           | 0.0002                        |               |
|       |         | STANDARD-3P-FREIGHT          |                            |                             |  | Standard Hunkeler - Freight Costs                                |                            |                             |                           | 0.0003                        |               |
|       |         | STANDARD-3P-SVCS-INSTALL     |                            |                             |  | Standard Hunkeler - Installation Charges                         |                            |                             |                           | 0.002                         |               |
|       |         | 8110-00551-DS                |                            |                             |  | Standard Hunkeler - Printer Interface                            |                            |                             |                           | 0.0001                        |               |
|       |         |                              |                            |                             |  | <b>Hunkeler Finishing Products - Optional Dynamic Perforator</b> |                            |                             |                           |                               |               |
|       |         | 1322-LC6-S-DS                |                            |                             |  | Standard Hunkeler - LC6-S Stand Alone Loop Control               |                            |                             |                           | 0.0023                        |               |
|       |         | TP-H-HUNK-DP8I               |                            |                             |  | Standard Hunkeler - DP8-I Dynamic Perforator                     |                            |                             |                           | 0.0171                        |               |
|       |         | 7528-00277-DS                |                            |                             |  | Standard Hunkeler - DP8 Datamatrix Reader left & right           |                            |                             |                           | 0.0027                        |               |

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

[Lead State Price Agreement #3091 and Participating State Contract #14PSX0125](#)

New Product &/or New EDP Code



| Group    | Segment  | Ricoh Product Code EDP  | Savin Reorder Number  | Lanier Reorder Number   | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit   | CPC Plan with Minimum  |                       |                     |                         |                            |  |
|----------|----------|---|---|---|---------------------------------------|---|--|-----------------------|---------------------|-------------------------|----------------------------|--|
|          |          |   |   |   |                                       |   | MONTHLY VOLUME RANGE   | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE                 |  |
|          |          | 1322-VU6 STANDARD-3P-SVCS-INSTALL<br>STANDARD-3P-FREIGHT  |   |   |                                       | Standard Hunkeler - VU6-1600 Vacuum Box<br>Standard Hunkeler - Installation Charge<br>Standard Hunkeler - Freight Charges |  |                       |                     |                         | 0.0005<br>0.0007<br>0.0002 |  |
| <b>B</b> | <b>9</b> | KH2334000<br>PS-INSKODAK<br>KHB694455A00<br>KH2236800<br>KH2273700<br>KH2324200<br>KH2334900<br>KH2331900<br>KH2331700<br>KHB671841A00<br>KHB694464A00<br>KHB694453A00<br>KH2332000<br>KN000536600<br>KCA12304<br>KHB694331A00<br>KHB694160A00<br>KCA00140<br>KC3E2629<br>KHB670630A00<br>KHB670595A00<br>KN000536500<br>KCA12054<br>KC8369779<br>KHB694051A00<br>KCA10565<br>KHB694378A00<br>KHR696621A00<br>KCA10569<br>KC3E3864<br>KCA10557<br>KC8711418<br>KCA14791<br>KCA14419<br>KCA09927<br>KCA11788 | KH2334000<br>PS-INSKODAK<br>KHB694455A00<br>KH2236800<br>KH2273700<br>KH2324200<br>KH2334900<br>KH2331900<br>KH2331700<br>KHB671841A00<br>KHB694464A00<br>KHB694453A00<br>KH2332000<br>KN000536600<br>KCA12304<br>KHB694331A00<br>KHB694160A00<br>KCA00140<br>KC3E2629<br>KHB670630A00<br>KHB670595A00<br>KN000536500<br>KCA12054<br>KC8369779<br>KHB694051A00<br>KCA10565<br>KHB694378A00<br>KHR696621A00<br>KCA10569<br>KC3E3864<br>KCA10557<br>KC8711418<br>KCA14791<br>KCA14419<br>KCA09927<br>KCA11788 | KH2334000<br>PS-INSKODAK<br>KHB694455A00<br>KH2236800<br>KH2273700<br>KH2324200<br>KH2334900<br>KH2331900<br>KH2331700<br>KHB671841A00<br>KHB694464A00<br>KHB694453A00<br>KH2332000<br>KN000536600<br>KCA12304<br>KHB694331A00<br>KHB694160A00<br>KCA00140<br>KC3E2629<br>KHB670630A00<br>KHB670595A00<br>KN000536500<br>KCA12054<br>KC8369779<br>KHB694051A00<br>KCA10565<br>KHB694378A00<br>KHR696621A00<br>KCA10569<br>KC3E3864<br>KCA10557<br>KC8711418<br>KCA14791<br>KCA14419<br>KCA09927<br>KCA11788 |                                       |   | <b>DM HD300 marking engine 60hz/KA</b><br>REQUIRED: Installation - Kodak EX (Fixed Fee / Fixed Hours)<br>DM HD series cab kit 60hz/KA<br>Kodak DM Operator Attention Light/KA<br>Kodak DMEXSCS Cabinet<br>DM Software Media Kit R8.01<br>DM T3105K1 SCS W R8.01 HD/EX-SW<br>LicKey: R8.01 AP E138 to R8.01 AP E300<br>LicKey: R8.01 AP E110 to R8.01 AP E300<br>Universal Accessory Interface - SL<br>HD productivity module 60 hz/KA (repl w/ KH2312200)<br>HD prod module cab kit/KA-60hz<br>LicKey: R8.01 AP E150 to R8.01 AP E300<br>Tablet Maker-TRC 7.0 Upgrade<br>Lic Key: Custom Paper Size Option<br>110/125/138 Speed Conversion Kit<br>DM Operator Attention Light/KA<br>Custom Paper: 18" Middle Drawer Kit<br>DM 18" Finisher Kit-Image Lt<br>DM 18" Fin Kit/KA<br>Attention Light Ay-SL<br>Tablet Maker-TRC 7.0 New<br>Custom Paper: 18" Lower Drawer Kit<br>DM Stacker Cart<br>DM EX series Stacker Cart/KA<br>Custom Paper: Middle Drawer Kit<br>DM EX SCS Cabinet<br>SmartBoard 6.0 bw SW upg 5<br>Custom Paper: Lower Drawer Kit<br>DM Stacker Bypass Upgrade Kit<br>Custom Paper: Registration Kit<br>DM External Vent Kit<br>Custom SW: Flash TIFF<br>Custom SW: CoXist Upgrade<br>Custom HW: Paper Drawer Leveler Kit<br>DM Toning Station Cart | <b>1,000,000 +</b>    | <b>1,250,000</b>    | <b>375,000</b>          | <b>0.0152</b>              | 0.0005<br>0.0006<br><br>0.0001<br><br>0.0019<br>0.0013<br>0.0025<br>0.0002<br>0.0035<br>0.0007<br>0.0007<br><br>0.0001<br><br><br><br><br><br><br><br><br><br><br><br><br>0.0001<br>0.0001<br>0.0001<br>0.0001 |

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

☒

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |
|       |         | KHB694229A00                 | KHB694229A00               | KHB694229A00                |  | Dual Print Prep Kit                                  |                            |                             |                           | 0.0001                        |               |
|       |         | MU220001500                  | MU220001500                | MU220001500                 |  | EX series finisher bypass                            |                            |                             |                           | 0.0001                        |               |
|       |         | KCA14667                     | KCA14667                   | KCA14667                    |  | Lic Key: PCL Interpreter Option                      |                            |                             |                           | 0.0001                        |               |
|       |         | KHR696623A00                 | KHR696623A00               | KHR696623A00                |  | SmartBoard suite 6.0 bw SW upg 5                     |                            |                             |                           | 0.0001                        |               |
|       |         | KHR696628A00                 | KHR696628A00               | KHR696628A00                |  | SmartBoard suite 6.0 bw/c upg 5                      |                            |                             |                           | 0.0001                        |               |
|       |         | KCA13840                     | KCA13840                   | KCA13840                    |  | Custom SW: CoXist to CoXist Pro Upgrade              |                            |                             |                           | 0.0001                        |               |
|       |         | KN000536800                  | KN000536800                | KN000536800                 |  | CoXist 7.0 Upgrade                                   |                            |                             |                           | 0.0001                        |               |
|       |         | KCA14662                     | KCA14662                   | KCA14662                    |  | Lic Key: Extended Paper Size Option                  |                            |                             |                           | 0.0002                        |               |
|       |         | KCA14663                     | KCA14663                   | KCA14663                    |  | Lic Key: Enhanced Feed Mode Option                   |                            |                             |                           | 0.0002                        |               |
|       |         | KCA14664                     | KCA14664                   | KCA14664                    |  | Lic Key: Digital Print Quality Option                |                            |                             |                           | 0.0002                        |               |
|       |         | KHB694158A00                 | KHB694158A00               | KHB694158A00                |  | DM EX series Aux PSM Upgr Kit/KA                     |                            |                             |                           | 0.0002                        |               |
|       |         | KCA14734                     | KCA14734                   | KCA14734                    |  | WorkFlow Service Plan: 2YR Prepaid                   |                            |                             |                           | 0.0002                        |               |
|       |         | KCA13683                     | KCA13683                   | KCA13683                    |  | Change of Service Provider Fee                       |                            |                             |                           | 0.0003                        |               |
|       |         | KN000202800                  | KN000202800                | KN000202800                 |  | EX series MICR install kit                           |                            |                             |                           | 0.0003                        |               |
|       |         | KCA14735                     | KCA14735                   | KCA14735                    |  | WorkFlow Service Plan: 3YR Prepaid                   |                            |                             |                           | 0.0003                        |               |
|       |         | KHB694057A00                 | KHB694057A00               | KHB694057A00                |  | DM EX series Perf Bndr-Output/KA                     |                            |                             |                           | 0.0003                        |               |
|       |         | KHR696620A00                 | KHR696620A00               | KHR696620A00                |  | SmartBoard suite 6.0 bw SW                           |                            |                             |                           | 0.0007                        |               |
|       |         | KHR696625A00                 | KHR696625A00               | KHR696625A00                |  | SmartBoard suite 6.0 bw/c SW                         |                            |                             |                           | 0.0007                        |               |
|       |         | KCA14736                     | KCA14736                   | KCA14736                    |  | WorkFlow Service Plan: 4YR Prepaid                   |                            |                             |                           | 0.0004                        |               |
|       |         | KHB670597A00                 | KHB670597A00               | KHB670597A00                |  | EX series ME rollfeed kit/KA                         |                            |                             |                           | 0.0005                        |               |
|       |         | KHB694159A00                 | KHB694159A00               | KHB694159A00                |  | DM Roll Feed Interface-Kit PSM/KA                    |                            |                             |                           | 0.0005                        |               |
|       |         | KHB694224A00                 | KHB694224A00               | KHB694224A00                |  | Productivity Mod Cab Kit 60Hz/KA                     |                            |                             |                           | 0.0006                        |               |
|       |         | KHB694228A00                 | KHB694228A00               | KHB694228A00                |  | Productivity Mod Cab Kit 60Hz/IL                     |                            |                             |                           | 0.0006                        |               |
|       |         | MU204107000                  | MU204107000                | MU204107000                 |  | Punch Tool: 2-Hole, 7 mm, A4                         |                            |                             |                           | 0.0004                        |               |
|       |         | MU204107800                  | MU204107800                | MU204107800                 |  | Punch Tool: 3-Hole, 8 mm, Ltr                        |                            |                             |                           | 0.0004                        |               |
|       |         | MU204108600                  | MU204108600                | MU204108600                 |  | Punch Tool: 4-Hole, 7 mm, A4                         |                            |                             |                           | 0.0004                        |               |
|       |         | KCA14737                     | KCA14737                   | KCA14737                    |  | WorkFlow Service Plan: 5YR Prepaid                   |                            |                             |                           | 0.0005                        |               |
|       |         | KCA14738                     | KCA14738                   | KCA14738                    |  | WorkFlow Service Plan: 6YR Prepaid                   |                            |                             |                           | 0.0006                        |               |
|       |         | KCA14666                     | KCA14666                   | KCA14666                    |  | Lic Key: MICR Option                                 |                            |                             |                           | 0.0007                        |               |
|       |         | MU204120600                  | MU204120600                | MU204120600                 |  | Punch Tool: 19-Hole, Plastic Comb, Ltr               |                            |                             |                           | 0.0006                        |               |
|       |         | MU204120800                  | MU204120800                | MU204120800                 |  | Punch Tool: 32-Hole (3:1), Square, Ltr               |                            |                             |                           | 0.0006                        |               |
|       |         | MU204120900                  | MU204120900                | MU204120900                 |  | Punch Tool: 21-Hole (2:1), Round, Ltr                |                            |                             |                           | 0.0006                        |               |
|       |         | MU204121000                  | MU204121000                | MU204121000                 |  | Punch Tool: 32-Hole (3:1), Round, Ltr                |                            |                             |                           | 0.0006                        |               |
|       |         | KN000536700                  | KN000536700                | KN000536700                 |  | CoXist 7.0 New                                       |                            |                             |                           | 0.0007                        |               |
|       |         | KN000336400                  | KN000336400                | KN000336400                 |  | Punch Tool: 11-Hole (1:1), 3mm, Letter               |                            |                             |                           | 0.0007                        |               |
|       |         | MU204143400                  | MU204143400                | MU204143400                 |  | Punch Tool: 5-Hole, 5/16", Ltr                       |                            |                             |                           | 0.0006                        |               |
|       |         | MU204146800                  | MU204146800                | MU204146800                 |  | Punch Tool: 3-Hole, 10 mm, Ltr                       |                            |                             |                           | 0.0007                        |               |
|       |         | MU204148400                  | MU204148400                | MU204148400                 |  | Punch Tool: 5-Hole (EU 2/US 3), Ltr                  |                            |                             |                           | 0.0007                        |               |
|       |         | MU204162000                  | MU204162000                | MU204162000                 |  | Punch Tool: 7-Hole, 9/32", Ltr                       |                            |                             |                           | 0.0009                        |               |
|       |         | MU204120700                  | MU204120700                | MU204120700                 |  | Punch Tool: 21-Hole (2:1), Rect, Ltr                 |                            |                             |                           | 0.0007                        |               |



# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

☒

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |
|       |         | KHB694056A00                 | KHB694056A00               | KHB694056A00                |  | DM EX series Perf Bndr-Input/KA                      |                            |                             |                           | 0.0007                        |               |
|       |         | KH2324700                    | KH2324700                  | KH2324700                   |  | LIC. KEY R8.01 AP Prod SW, E125                      |                            |                             |                           | 0.0023                        |               |
|       |         | KH2325000                    | KH2325000                  | KH2325000                   |  | LIC. KEY R8.01 AP Prod SW, E150                      |                            |                             |                           | 0.0023                        |               |
|       |         | KH2325100                    | KH2325100                  | KH2325100                   |  | LIC. KEY R8.01 AP Prod SW, E300                      |                            |                             |                           | 0.0023                        |               |
|       |         | KHB694379A01                 | KHB694379A01               | KHB694379A01                |  | 3200 SCS with R8.01 SW                               |                            |                             |                           | 0.001                         |               |
|       |         | MU204141200                  | MU204141200                | MU204141200                 |  | Punch Tool: 44-Hole (4:1), Double D, Ltr             |                            |                             |                           | 0.001                         |               |
|       |         | MU204149000                  | MU204149000                | MU204149000                 |  | Punch Tool: 44-Hole (4:1), 3 mm, Ltr                 |                            |                             |                           | 0.001                         |               |
|       |         | MU204161000                  | MU204161000                | MU204161000                 |  | Punch Tool: 44-Hole (.2475), 4.3 mm, Ltr             |                            |                             |                           | 0.001                         |               |
|       |         | MU204163000                  | MU204163000                | MU204163000                 |  | Punch Tool: 43-Hole (4:1), Double D, Ltr             |                            |                             |                           | 0.001                         |               |
|       |         | MU204144000                  | MU204144000                | MU204144000                 |  | Punch Tool: 46-Hole (6mm), 4 mm, Ltr                 |                            |                             |                           | 0.0011                        |               |
|       |         | KHB694380A00                 | KHB694380A00               | KHB694380A00                |  | 3200 SCS Upgd for U24/U45 R8.01                      |                            |                             |                           | 0.0015                        |               |
|       |         | KHB694381A00                 | KHB694381A00               | KHB694381A00                |  | 3200 SCS Upgd for U30/60/10,V240 R8.01/WG            |                            |                             |                           | 0.0015                        |               |
|       |         | KHB694382A00                 | KHB694382A00               | KHB694382A00                |  | 3200 SCS Upgd for U30/60/10,V240 R8.01/IL            |                            |                             |                           | 0.0015                        |               |
|       |         | MU204146100                  | MU204146100                | MU204146100                 |  | Punch Tool: 33-Hole (3:1), Double D, Ltr             |                            |                             |                           | 0.0012                        |               |
|       |         | KHB694050A00                 | KHB694050A00               | KHB694050A00                |  | DM EX series Stacker 60Hz/KA                         |                            |                             |                           | 0.0016                        |               |
|       |         | KH2312400                    | KH2312400                  | KH2312400                   |  | Productivity Module 60Hz / KA                        |                            |                             |                           | 0.0019                        |               |
|       |         | KH2331800                    | KH2331800                  | KH2331800                   |  | LicKey: R8.01 AP E125 to R8.01 AP E300               |                            |                             |                           | 0.0019                        |               |
|       |         | KHB694123A00                 | KHB694123A00               | KHB694123A00                |  | DM EX series Hole Puncher/KA                         |                            |                             |                           | 0.0019                        |               |
|       |         | KHB694053A00                 | KHB694053A00               | KHB694053A00                |  | DM EX ser. Booklet Maker 60Hz/KA                     |                            |                             |                           | 0.0022                        |               |
|       |         | KHB694058A00                 | KHB694058A00               | KHB694058A00                |  | DM EX series Perf Bndr-Binder/KA                     |                            |                             |                           | 0.0035                        |               |
|       |         | KH2312100                    | KH2312100                  | KH2312100                   |  | DM EX series Finisher 50/60Hz/KA                     |                            |                             |                           | 0.0016                        |               |
|       |         | KHB694376A00                 | KHB694376A00               | KHB694376A00                |  | DM EX Top Exit module 50-60Hz                        |                            |                             |                           | 0.0007                        |               |
|       |         | KHB694418A00                 | KHB694418A00               | KHB694418A00                |  | EX series finisher bypass                            |                            |                             |                           | 0.0001                        |               |
|       |         | KHB694402A00                 | KHB694402A00               | KHB694402A00                |  | DM EX series PSM 60Hz/KA                             |                            |                             |                           | 0.0009                        |               |
|       |         | KHB694400A00                 | KHB694400A00               | KHB694400A00                |  | DM EX Top Exit Module 50/60Hz/KA                     |                            |                             |                           | 0.0009                        |               |
|       |         | KHB694404A00                 | KHB694404A00               | KHB694404A00                |  | DM EX Paper Supply Module/IL                         |                            |                             |                           | 0.0009                        |               |
|       |         | KHB694398A00                 | KHB694398A00               | KHB694398A00                |  | DM EX series Inserter 60Hz/IL                        |                            |                             |                           | 0.0015                        |               |
|       |         | KHB694416A00                 | KHB694416A00               | KHB694416A00                |  | DM EX series Finisher 60Hz/IL                        |                            |                             |                           | 0.0016                        |               |
|       |         | KHB69408A00                  | KHB69408A00                | KHB69408A00                 |  | DM EXseries Extended PSM 60Hz/KA                     |                            |                             |                           | 0.0012                        |               |
|       |         | KHB69406A00                  | KHB69406A00                | KHB69406A00                 |  | DM EX series Extended PSM 60Hz WG                    |                            |                             |                           | 0.0012                        |               |
|       |         | KHB69410A00                  | KHB69410A00                | KHB69410A00                 |  | DM EX series Extended PSM 60Hz/IL                    |                            |                             |                           | 0.0012                        |               |
|       |         | KHB694396A00                 | KHB694396A00               | KHB694396A00                |  | DM EX series Inserter 60Hz/KA                        |                            |                             |                           | 0.0015                        |               |
|       |         | KHB694394A00                 | KHB694394A00               | KHB694394A00                |  | DM EX series Inserter 60Hz WG                        |                            |                             |                           | 0.0015                        |               |
|       |         | KHB694316M01                 | KHB694316M01               | KHB694316M01                |  | LIC. KEY R8.01 SP TO R8.01 AP, E110                  |                            |                             |                           | 0.0006                        |               |
|       |         |                              |                            |                             |  | <b>Hunkeler Finishing Products</b>                   |                            |                             |                           |                               |               |
|       |         | 1322-UW6                     |                            |                             |  | Standard Hunkeler - UW6                              |                            |                             |                           | 0.0028                        |               |
|       |         | 7119-00131-6-DS              |                            |                             |  | Standard Hunkeler - 6" Core Shaft                    |                            |                             |                           | 0.0003                        |               |
|       |         | 1322-VU6-800-DS              |                            |                             |  | Standard Hunkeler - VU6-800 Vacuum Unit 800 MM       |                            |                             |                           | 0.0002                        |               |
|       |         | TP-H-HUNK-WB6                |                            |                             |  | Standard hunkeler WB6 High Volume Web buffer         |                            |                             |                           | 0.0023                        |               |
|       |         | 1322-LC6                     |                            |                             |  | Standard Hunkeler - LC6 Loop Control                 |                            |                             |                           | 0.0008                        |               |

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

☒

| Group | Segment | Ricoh Product Code EDP   | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit                      | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|--------------------------|----------------------|-----------------------|---------------------------------------|--|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                          |                      |                       |                                       |  | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |
|       |         | TP-H-HUNK-WM6WEBMERGER   |                      |                       |                                       | Standard Hunkeler - WM6-S Web Merger Even                        |                       |                       |                     | 0.0032                  |            |
|       |         | 1322-C62                 |                      |                       |                                       | Standard Hunkeler - CS6-II Cutter                                |                       |                       |                     | 0.0107                  |            |
|       |         | 7184-00552-DS            |                      |                       |                                       | Standard Hunkeler - Longitudinal Cut - Slitter for CS6-I         |                       |                       |                     | 0.0002                  |            |
|       |         | 7184-00543-DS            |                      |                       |                                       | Standard Hunkeler - Edge Trim Left for CS6                       |                       |                       |                     | 0.0002                  |            |
|       |         | 7184-00556-DS            |                      |                       |                                       | Standard Hunkeler - Edge Trim Right for CS6-I                    |                       |                       |                     | 0.0002                  |            |
|       |         | 1322-SE6                 |                      |                       |                                       | Standard Hunkeler - Se6 2-UP Seperator & offset module           |                       |                       |                     | 0.0028                  |            |
|       |         | 1322-LS6                 |                      |                       |                                       | Standard Hunkeler - LS6 Stacker                                  |                       |                       |                     | 0.006                   |            |
|       |         | TP-H-HUNK-TB6            |                      |                       |                                       | Standard Hunkeler - TB6 2M - 2 Meter Delivery Table              |                       |                       |                     | 0.0007                  |            |
|       |         | TP-H-HUNK-HKU2020        |                      |                       |                                       | Standard Hunkeler - HKU2020 Trim Evacuation System               |                       |                       |                     | 0.004                   |            |
|       |         | 9705-90025-DS            |                      |                       |                                       | Standard Hunkeler - Cutter Assembly                              |                       |                       |                     | 0.0006                  |            |
|       |         | TP-HUNK-TUTUA-DS         |                      |                       |                                       | Standard Hunkeler - Tu/TU-A Turn Unit 90 Degrees with Air        |                       |                       |                     | 0.0007                  |            |
|       |         | TP-HUNK-UP750-DS         |                      |                       |                                       | Standard Hunkeler - Paper underpass 750MM                        |                       |                       |                     | 0.0002                  |            |
|       |         | 8110-00550-DS            |                      |                       |                                       | Standard Hunkeler - Module Cabling                               |                       |                       |                     | 0.0001                  |            |
|       |         | STANDARD-3P-FREIGHT      |                      |                       |                                       | Standard Hunkeler - Freight Costs                                |                       |                       |                     | 0.0002                  |            |
|       |         | STANDARD-3P-SVCS-INSTALL |                      |                       |                                       | Standard Hunkeler - Installation Charges                         |                       |                       |                     | 0.0012                  |            |
|       |         | 8110-00551-DS            |                      |                       |                                       | Standard Hunkeler - Printer Interface                            |                       |                       |                     | 0.0001                  |            |
|       |         |                          |                      |                       |                                       | <b>Hunkeler Finishing Products - Optional Dynamic Perforator</b> |                       |                       |                     |                         |            |
|       |         | 1322-LC6-S-DS            |                      |                       |                                       | Standard Hunkeler - LC6-S Stand Alone Loop Control               |                       |                       |                     | 0.0014                  |            |
|       |         | TP-H-HUNK-DP8I           |                      |                       |                                       | Standard Hunkeler - DP8-I Dynamic Perforator                     |                       |                       |                     | 0.0103                  |            |
|       |         | 7528-00277-DS            |                      |                       |                                       | Standard Hunkeler - DP8 Datamatrix Reader left & right           |                       |                       |                     | 0.0016                  |            |
|       |         | 1322-VU6                 |                      |                       |                                       | Standard Hunkeler - VU6-1600 Vacuum Box                          |                       |                       |                     | 0.0003                  |            |
|       |         | STANDARD-3P-SVCS-INSTALL |                      |                       |                                       | Standard Hunkeler - Installation Charge                          |                       |                       |                     | 0.0004                  |            |
|       |         | STANDARD-3P-FREIGHT      |                      |                       |                                       | Standard Hunkeler - Freight Charges                              |                       |                       |                     | 0.0001                  |            |

**Equipment Configuration Footnotes**

**B/W - A4**

**MP201SPF**

- (1) Mainframe includes Legal Size Platen, 250 Sheet Paper Tray, 100 Sheet Bypass Tray, 640MB Memory and 50 Sheet ARDF. The MP 201SPF comes standard with Copy, Scan, Print and Fax capabilities.
- (2) Up to two Optional PB1030 Paper banks can be installed, bringing the maximum paper capacity to 1,350 sheets.
- (3) Option is only available for use on the Standard Paper Tray.
- (4) This option is available for installation on the MP 201SPF models only and includes DOSS and HDD Encryption. The HDD is required to enable the following features: Paperless Fax, Local Fax Storage, Sample, Locked, Hold, Stored, Store and Print, Mail-to Print, S/MIME for Scan-to-Email and Advanced Security Features.
- (5) Recommended with no Optional Paper Banks or one Optional PB1030.
- (6) Recommended when two Optional PB1030's are installed.
- (7) IEEE1284 is a Micro Centronics 36 pin cable. Converter adapter is required to connect to a Centronics connector. The adapter is available through Service Parts (p/n B6795100).
- (8) Only one of the following three options can be installed. IEEE 1284 Interface Board Type A or IEEE 802.11 a/g Interface Unit type L or Gigabit Ethernet Board Type A. They cannot be installed together.
- (9) Option is available for installation on the MP 201SPF model. This option allows users the ability to Scan-to-Media (USB drive or SD Card).
- (10) Required for JAVA customization.

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

- (11) Telephone Handset. Available only for installation on MP 201F and MP 201SPF models.
- (12) Required for 3rd party solutions requiring 20-pin connections.
- (13) The ESP XG-PCS-15D power filter provides multi-stage power protection as well as line conditioning. Ricoh Advanced Technical Support (ATS) recommends the use of Power Protection products to minimize potential electrical interference with products.
- (14) Includes Standard Internet Fax (T.37), LAN Fax, IP-Fax (T.38) and Fax Forwarding to Email functions.
- (15) MP 201SPF now comes standard with true Adobe PostScript3
- (16) The ESP AC1 power filter provides multi-stage power protection for output devices. Ricoh Advanced Technical Support (ATS) recommends the use of Power Protection products to minimize potential electrical interference with products.
- (17) Only one Power Filter can be installed or is required.

**SP213NW / SP213SNw / SP213SFNw**

- 1) 23-PPM Black & White printer provided print only capability. Mainframe includes 150-sheet Paper Tray, 8MB RAM Standard /Maximum and wireless connectivity. Ships with a starter All-in-One print Cartridge, yielding 700 pages
- 2) 23-PPM Black & White multifunction Laser printer provides Print, Copy & Scan. Mainframe includes 150-sheet Paper Tray, 8MB RAM Standard /Maximum and wireless connectivity. Ships with a starter All-in-One print Cartridge, yielding 700 pages
- 3) 23-PPM Black & White Multifunction Laser Printer provides print, copy scan and fax capabilities. Mainframe includes 150-sheet Paper Tray, 16MB RAM Standard /Maximum and wireless connectivity. Ships with a starter All-in-One print Cartridge, yielding 700 pages

**MP 305SPF**

- (1) 30 ppm MFP Mainframe includes 10.1" Color Touch Smart Operation Panel, Standard 50-Sheet ARDF, Printing, Standard Postscript, B/W & Color Scanning, Fax, 2GB RAM, 320 GB HDD, embedded Java, 1 x 250 sheet Paper Tray for up to 8.5" x 11" inch paper, 10 Sheet Bypass Tray that supp
- (2) Optional paper feed unit PB1090 adds additional 500 sheets of 8.5" x 11" paper. The PB1090 does not support 8.5" x 14 or 11" x 17" inch paper
- (3) Optional cabinet for the MP 305SPF. Can be used with or without PB1090
- (4) 20-Pin Interface used to attach External Key Counter or Key Card Device.
- (5) This option enables direct printing of XPS format documents.
- (6) This function embeds invisible text on scanned images of PDF and enables users to search PDF files by arbitrary keywords. Searchable PDF files can be sent to email, folders and external media (SD/USB).
- (7) Unicode Font Package for SAP - 1 seat license
- (8) Enables users to send and receive faxes on a sub MFP via a main center MFP with fax option.
- (9) Used to log into MFP and authenticate users only. Does not support Java SDK applications
- (10) This is an ISO 15408 Certified version of DOSS that overwrites Copy, Print, Scanner, and Fax latent data. Mainframe is targeted to be ISO 15408 Certified in August 2016
- (11) The XG series of power filters are designed to provide a higher level of noise filtering and surge protection for devices that employ more sensitive and complex electronic components.
- (12) The AC1 power filter provides unique multistage power protection for devices that are less susceptible to some types of power anomalies.
- (13) Ricoh Advanced Technical Support (ATS) recommends the use of Power Protection products to minimize potential electrical interference with products. Only one power filter can be used at a time.
- (14) SD Card to provide additional expanded font support
- (15) Prevents unauthorized copying of confidential documents.

**SP311SFNw**

- 1) SP 311SFNw: 30-ppm Multifunction Laser Printer; 360MHz print controller; Ethernet 10/100-Base-TX Interface; 128MB memory; PCL6. Standard IEEE 802.11b/g/n Wireless LAN; USB 2.0. Scan -toEmail/Folder/FTP. 35-sheet Automatic Document Feeder. Standard Automatic Duplexing. 250-sheet tray + 50-sheet Bypass. Ships with a starter toner cartridge, yield approximately 1,000 pages. All other consumables ship at full yield.

**SP 3500SF/SP3510SF**

- 1) SP 3500SF and SP3510SF are User/Service Installable. 30 ppm B&W printer, Includes 250 x 1 Paper Tray, 50 Sheet Bypass Tray, 64MB RAM Memory for printer, USB2.0 Interface, Network Interface Board (10/100Base-TX Ethernet). Includes starter AIO print cartridge (yield: 1,500 pages). Note: Replacement cartridge yield: 2,500 or 6,400 page cartridge yield available.

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

### Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

- 2) SP3510SF has duplex printing/copying capability. Copying is from 1 sided documents to 2 sided. User/Service Installable. 250 Sheet optional paper tray. Only one additional tray can be installed. Letter or Legal size paper.
- 3) Paper Feed Unit TK1080 is User/Service Installable. 250 Sheet optional paper tray. Only one additional tray can be installed. Letter or Legal size paper.
- 4) External IEEE 802.11 a/g wireless adapter replaces Network board that comes with the printer; cannot use both.

#### **SP 3600SF/SP3610SF**

- 1) 31-PPM A4 Desktop MFP with Print, Copy, Color Scan and Fax capability. Main unit includes a 4-line LCD Panel, 250-sheet Paper Tray, 100 sheet Bypass Tray, 25-sheet ADF, 512 MB RAM and integrated Duplex. Adobe PostScript 3, Ethernet and USB 2.0 connectivity is provided standard. Ships
- 2) 31-PPM A4 Desktop MFP with Print, Copy, Color Scan and Fax capability. Main unit includes a 4-line LCD Panel, 250-sheet Paper Tray, 100 sheet Bypass Tray, 25-sheet SPDF, 512 MB RAM and integrated Duplex. Adobe PostScript 3, Ethernet and USB 2.0 connectivity is provided standard. Ship
- 3) A maximum of One (1) Optional Paper Feed Units may be added for a maximum paper capacity of 850 sheets including the standard Paper tray and Bypass Tray.
- 4) Supports paper sizes up to 8.5" x 14" and paper weights up to 43 lb Bond/90 lb Index.
- 5) 250-sheet Paper Feed Unit.
- 6) 500-sheet Paper Feed Unit
- 7) Raises the system to an optimal height for floor placement. This versatile cabinet is adjustable and supports all approved Main Unit/Paper Tray configurations. Provides added storage for paper and extra supplies.
- 8) This option allows you to connect the device to an IEEE 802.11 a/b/g/n wireless LAN.

#### **Aficio MP 301SPF**

- (1) Mainframe includes Legal Size Platen, 250 Sheet Paper Tray, 100 Sheet Bypass Tray, 1 GB RAM Memory and 50 Sheet ARDF. The MP 301SPF comes standard with Copy, Scan, Print, G3 Fax capabilities and true Adobe PostScript3. IMPORTANT - Standard Internet Fax (T.37), LAN Fax, IP-Fa
- (2) Up to two Optional PB1040 (416203) Paper Banks can be installed, bringing the maximum paper capacity to 1,350 sheets.
- (3) This option is available for installation on the MP 301SPF models and includes DOSS and HDD Encryption. The HDD is required to enable the following features: Paperless Fax, Local Fax Storage, Sample, Locked, and Hold print, print from USB and SD Stored, Store and Print, Mail-to Print, S/MIME for Scan-to-Email, Advanced Security Features and Document Server.
- (4) Recommended with MP 301SPF ONLY. No Optional Paper Banks should be installed. (Tall Cabinet)
- (5) Recommended when one or two Optional PB1040's (52331) are installed. (Short Cabinet)
- (6) IEEE1284 is a Micro Centronics 36 pin cable. Converter adapter is required to connect to a Centronics connector. The adapter is available through Service Parts (p/n B6795100).
- (7) Only one of the following four options can be installed. IEEE 1284 Interface Board Type A (411699) or IEEE 802.11 a/g Interface Unit Type J (414008), Gigabit Ethernet Board Type A (402547) or Bluetooth Interface Unit Type D (415818). These options cannot be installed together.
- (8) Required for JAVA customization and installation of software solutions.
- (9) Required to convert format and drag to desktop documents stored via Copy or Print mode
- (10) Enables users to connect to software solutions
- (11) Available for Customers who require NetWare printing
- (12) Unicode Font Package for SAP - 1/10/100 seat license
- (13) Telephone Handset.
- (14) Required for 3rd party solutions requiring 20-pin connections.
- (15) Prevents unauthorized reproduction of confidential documents
- (16) The ESP XG-PCS-15D power filter provides multi-stage power protection as well as line conditioning. Ricoh Advanced Technical Support (ATS) recommends the use of Power Protection products to minimize potential electrical interference with products.
- (17) Optional external USB keyboard - (no bracket is available for this option)
- (18) The ESP AC1 power filter provides multi-stage power protection for output devices. Ricoh Advanced Technical Support (ATS) recommends the use of Power Protection products to minimize potential electrical interference with products.
- (19) Only one Power Filter can be installed or is required.

#### **Aficio MP 401SPF**

- 1) 42-PPM A4 Desktop MFP with Print, Copy, Color Scan and Fax capability. Main unit includes A4 Sized Platen, 4.3 inch color touch panel, 500-sheet Paper Tray, 100 sheet Bypass Tray, 50-sheet ARDF, 1024MB RAM and integrated Duplex. Adobe PostScript 3, Gigabit Ethernet and USB 2.0 conne
- 2) A maximum of Two (2) Optional Paper Feed Units may be added for a maximum paper capacity of 1,600 sheets. Max paper capacity consists of the standard paper tray and bypass tray and two 500 sheet paper feed units.



# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

- 3) Supports paper sizes up to 8.5" x 14" and paper weights up to 43 lb Bond/90 lb Index.
- 4) 250-sheet Paper Feed Unit.
- 5) 500-sheet Paper Feed Unit
- 6) The Hard Disk Drive (HDD) transforms the MFP into an information portal. The HDD is required for Document Server, Locked/Hold/Store Print, Sort/Stack, Print from USB/SD Card, Store File, Scan to Folder/Memory, Mail to Print, Preview Before Transmission, Managing received fax documents u
- 7) Raises the system to an optimal height for floor placement. This versatile cabinet is adjustable and supports all approved Main Unit/Paper Tray configurations. Provides added storage for paper and extra supplies.
- 8) Provides the ability to browse the Internet and print the Web pages displayed on the control panel. Required for ICE. HDD and additional Memory must also be installed for the Browser option to work.
- 9) This options enables direct printing of XPS format documents.
- 10) Increases the memory to 1.5 GB and allows you to use the Browser and Extended Features.
- 11) One open interface board slot is available. Wireless LAN, Parallel Interface or File Format Converter may be installed.
- 12) Required for downloading documents stored to Document Server in copier or printer mode to your PC using Web Image Monitor.
- 13) The VM Card enables the installation of embedded software applications. HDD and additional Memory must also be installed.
- 14) For environments that require Parallel connectivity.
- 15) This option allows you to connect the device to an IEEE 802.11 a/b/g/n wireless LAN.
- 16) Allows you to use the searchable PDF function. (Hard Drive Required)
- 17) 20-Pin Interface used to attach external key counter or key card device.
- 18) If a document containing embedded text for unauthorized copy guard is copied, protected pages are grayed out in the copy.
- 19) The Ricoh Technical Solutions Center (TSC) recommends the use of Power Protection products to potential electrical interference with Ricoh products.
- (20) This is an ISO 15408 Certified version of DOSS that overwrites Copy, Print, Scanner, and Fax latent data. Mainframe is targeted to be ISO 15408 Common Criteria certified in May 2015. Optional hard drive must be installed for DOSS Type I to operate.

**Ricoh SP 5200S/SP 5210SF/SP 5210SR**

- 1) Print, copy, and scan. 47 PPM monochrome MFP with color scanning standard. Mainframe includes 550-sheet Paper Tray, 100-sheet Bypass Tray, standard duplex printing, Adobe PostScript, 1 GB RAM, HDD with DOSS and Encryption, Java and 50-sheet ARDF. Ships with Starter All-in-One Cal
- 2) Print, copy, scan and fax. 52 PPM monochrome MFP with color scanning standard. Mainframe includes 550-sheet Paper Tray, 100-sheet Bypass Tray, standard duplex printing, Adobe PostScript, 1 GB RAM, HDD with DOSS and Encryption, Java and 50-sheet ARDF. An inner 1-bin Tray increase
- 3) Print, copy, and scan. 52 PPM monochrome MFP with color scanning standard. Mainframe includes 550-sheet Paper Tray, 100-sheet Bypass Tray, standard duplex printing, Adobe PostScript, 1 GB RAM, HDD with DOSS and Encryption, Java and 50-sheet ARDF. An internal 50-sheet Staple Finis
- 4) 550-Sheet Capacity. Up to three (3) optional Paper Feed Units may be installed for a maximum paper capacity of 2,300 sheets.
- 5) TK1090L includes a Lock to secure sensitive or expensive paper.
- 6) TK1090T includes Teflon tape for improved feeding of label media.
- 7) Only 1 PFU TK1100 with Casters may be installed on a mainframe. PFU TK1100 is designed specifically for placement on the floor. When properly configured, PFU TK1100 must be the lowest PFU installed.
- 8) Installation of 3 PFUs requires the assistance of a technician.
- 9) Tall Cabinet is recommended for use with mainframe when no optional Paper Feed Units are installed.
- 10) Medium Cabinet is recommended for use when Mainframe is configured with 1 optional Paper Feed Unit.
- 11) Fax option may be installed on the SP 5200S and SP 5210SR only.
- 12) One open interface board slot is available. Gigabit Ethernet, Wireless LAN or File Format Converter may be installed.
- 13) Wireless LAN option supports IEEE 802.11a/g standard and is WPA compliant.
- 14) The printer's standard Ethernet and USB 2.0 ports are not available when the Gigabit Ethernet Board is installed. Instead, you can use the Ethernet and USB 2.0 ports mounted on the Gigabit Ethernet Board.
- 15) Expansion memory. Provides additional memory for facsimile functions.
- 16) Overwrites latent data stored on HDD so the data can not be re-created. Data overwrite is available as a standard feature. This Data overwrite option is offered for installations requiring Common Criteria certification. Certification is pending.
- 17) External @Remote appliance.
- 18) Used to display data from the server in HTML format on the machine's control panel. You can also use this function to send scanned files from the control panel.
- 19) Required for downloading documents stored to Document Server in copier or printer mode to your PC using Web Image Monitor.
- 20) For use in AS/400 environments.

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

☒

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

- 21) Required for 3rd party solutions requiring 20-pin connection.
- 22) Comes with 1yr HotSpot Subscription Service.
- 23) Includes: SD Card with Browser Software, POP Signage, Instructions and Labels. Does not include MFP or JAVA card.
- 24) Extends the HotSpot Mobile Printing Service subscription by 1 additional year.
- 25) Extends the HotSpot Mobile Printing Service subscription by 2 additional years.
- 26) Extends the HotSpot Mobile Printing Service subscription by 3 additional years.
- 27) Extends the HotSpot Mobile Printing Service subscription by 4 additional years.

**Ricoh MP 501SPF / MP 601SPF**

- 1) 52-PPM A4 B/W Laser Multifunction Printer. Main unit has a 10.1" Smart Operation Panel, 500-sheet Paper Tray, 100 sheet Bypass Tray, 50-sheet ARDF, integrated Duplex, 320GB HDD, 2 GB RAM, and Fax & Scanning capability. Adobe PostScript 3, Gigabit Ethernet and USB 2.0 connectivity is included.
- 2) 62-PPM A4 B/W Laser Multifunction Printer. Main unit has a 10.1" Smart Operation Panel, 500-sheet Paper Tray, 100 sheet Bypass Tray, 50-sheet ARDF, integrated Duplex, 320GB HDD, 2 GB RAM, and Fax & Scanning capability. Adobe PostScript 3, Gigabit Ethernet and USB 2.0 connectivity is included.
- 2) 500-sheet capacity. Supports paper sizes up to 8.5" x 14" and paper weights up to 59 lb. Bond/120 lb. Index. A maximum of 4 additional Paper Feed Units may be added to the mainframe for a maximum paper capacity of 2,600 sheets.
- 3) Caster Table is required when the three (3) or four (4) optional Paper Feed Units (Type PB1100) are installed.
- 4) Recommended for the base unit for a floor-standing configuration.
- 5) Recommended when one (1) or two (2) additional Paper Feed Units (Type PB 1100) are added for a floor-standing configuration.
- 6) One open interface board slot is available. Wireless LAN, Parallel Interface, USB Device Server, Extended USB, or the File Format Converter may be installed.
- 7) This option allows you to connect the device to an IEEE 802.11 a/b/g/n wireless LAN.
- 8) For environments that require Parallel connectivity.
- 9) This option provides an additional Network Port, which allows the MFP to reside on two networks simultaneously.
- 10) Provides an additional USB Type B port / connection for printing.
- 11) 20-Pin Interface used to attach External Key Counter or Key Card Device.
- 12) This option enables direct printing of XPS format documents.
- 13) For use in AS/400 environments. Hard Disk Drive required.
- 14) Required to convert file format and drag documents stored via Document Server to desktop.
- 15) This function embeds invisible text on scanned images of PDF and enables users to search PDF files by arbitrary keywords. Searchable PDF files can be sent to email, folders and external media (SD/USB).
- 16) Enables users to send and receive faxes from other devices on the same network (up to 6) via the Primary MFP which has the Fax Connection Unit installed.
- 17) Enables users to log into and authenticate to the MFP with a programmed access card.
- 18) For customers who require the CC certified Data Overwrite Security function.
- 19) The ESP XG-PCS-15D power filter provides multi-stage power protection as well as line conditioning. Ricoh Advanced Technical Support (ATS) recommends the use of Power Protection products to minimize potential electrical interference with products.
- 20) The ESP AC1 power filter provides multi-stage power protection for output devices. Ricoh Advanced Technical Support (ATS) recommends the use of Power Protection products to minimize potential electrical interference with products.

**B/W - MULTIFUNCTION**

**Ricoh MP 2501SP**

- (1) Includes standard 100-sheet ARDF, B&W printing, B&W and Color Scanning, 1024MB RAM, 2x250-sheet Paper Drawers, Duplex, 100-sheet Bypass Tray, Scan to USB, USB 2.0 Type A and B, Ethernet and Gigabit Ethernet (1000Base-T/100BaseTX/10 Base-T) . Note: Print from USB requires optional Hard Disk Drive Type M1 . Optional cabinet FAC59 is required to bring the unit up to optimal height.
- (2) Paper Feed Unit PB2000 is an Optional 500-sheet paper bank brings total paper capacity to 1,100 sheets. Short Cabinet Type E is required to bring the unit up to optimal height. Cannot be installed in conjunction with Paper Feed Unit PB2010.
- (3) Paper Feed Unit PB2010 is an Optional 2x500-sheet paper bank brings total paper capacity up to the maximum 1,600 sheets. Short Cabinet Type E is required to bring the unit up to optimal height. Cannot be installed in conjunction with Paper Feed Unit PB2000.

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

SUPPLEMENT #10

### Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

☒

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

- (4) 1 Bin Tray BN2010 provides additional output tray to separate copier, print, and fax output. Holds up to 100 sheets.
- (5) Standard DOSS and HDD Encryption are resident in the system's firmware. The optional HDD and a Service technician are required to activate the standard DOSS and HDD Encryption. The HDD is required to enable the following features: Sample Print, Locked Print, Hold Print, Stored Print, Store and Print, Mail to Print, Media Direct Print (Print from USB/SD), Scan to URL, Preview before Transmission, Paperless Fax, MFP Browser, Document Server, Customizable Home Screen, Auto Job Promotion, Scheduled Print in the Print Driver, Enhanced Batch Scan, Quota Setting/Account Limit, Remote Fax, Eco-Friendly Indicator Screen, S/MIME, Digitally Signed PDF.
- (6) FAC59 Tall Cabinet required for installation with MP 2501SP only. Cannot be installed in conjunction with Paper Feed Unit PB2000 or PB2010.
- (7) Short Cabinet Type E required only for installation with either Paper Feed Unit PB2000 or PB2010.
- (8) IEEE1284 is a Micro Centronics 36 pin cable. Converter adapter is required to connect to a Centronics connector. The adapter is available through Service Parts (p/n B6795100). This item cannot be installed with the IEEE 802.11a/g Wireless Interface Type J or File Format Converter Type E.
- (9) IEEE802.11a/b/g Wireless Interface Type J enables wireless connectivity. This item cannot be installed with the IEEE 1284 Interface Board Type A or File Format Converter Type E.
- (10) PostScript3 Unit Type M1 required for MacIntosh and Postscript printing environments.
- (11) VM Card Type U (416163), Hard Disk Drive Option Type M1 (007166MIU) and Memory Unit Type M1 (007167MIU) are required to activate the Software Development Kit (SDK).
- (12) File Format Converter Type E required to convert format and drag to desktop document stored via copy or print mode. This option cannot be installed with the IEEE 1284 Interface Board Type A or IEEE 802.11a/g Wireless Interface Type J.
- (13) Browser Unit Type M1 enables customer to connect to the internet for browsing. The Hard Disk Drive Option Type M1 (416462) must be installed to activate.
- (14) SD card for NetWare printing Type M1 is used by customers who print using Netware. This option is required for the following functions: Use of iPrint ports, SNMP via IPX and Scan to NCP (IPX, TCP/IP).
- (15) Fax Option Type M1: Installation required to enable fax services: 33.6Kbps, 2 Second Transmission Speed, Standard JBIG, Standard 320 Pages Memory. Includes standard Internet Fax (T.37), LAN Fax, IP-Fax (T.38) and Fax Forwarding to Email. Paperless Fax function requires the HDD option Type M1.
- (16) Fax Connection Unit Type M1 enables users to send and receive faxes from the sub machines via the Primary MFP. Communicates over the network sub machines via the Primary MFP. Communicates over the network with the unit that has the fax option. The Fax Connection Unit is required on both the primary MFP and sub machines in the network.
- (17) Optional Counter Interface Unit Type A: 20-Pin Interface used to attach External Key Counter or Key Card Device.
- (18) Copy Data Security Unit Type G prevents unauthorized copying of confidential documents.
- (19) ESP XG-PCS-15D: Ricoh Advanced Technical Support (ATS) recommends the use of Power Protection products to minimize potential electrical interference with products.
- (20) External USB Keyboard (No Bracket): USB Keyboard for optional data entry. FM8006 Bracket MP2501 is required.
- (21) FM8006 Keyboard Bracket Only: Keyboard bracket (mounts to front of device). Keyboard not included.

### Ricoh MP 2554 / MP 3054 / MP 3554 Series BW MFP

- (1) Mainframe includes 9" Color Operation Panel, Standard 100-Sheet ARDF, B/W PCL Printing, B/W & Color Scanning, 2 x 550 Sheet Paper Trays, 100-Sheet Bypass Tray, Duplex, 320GB HDD, 2GB RAM, Java VM, HDD Encryption, & included DOSS is now ISO 15408 Certified. Note: VM card is i
- (2) One of following must be installed on the mainframe: PB3150 (416545), PB3220 (417268), PB3230 (417270), or Cabinet Type F (100478FNG). Only one of these options can be installed on the device.
- (3) Paper Feed Unit PB3150 (416545) requires Caster Table Type M3 (416737). This paper feed unit lowers the total machine height, making it easy for all users to access the device (Section 508). The caster tray provides a platform with wheels to easily move the device.
- (4) Caster Table Type M3 (416737) cannot be installed with any of these Finisher or Paper Bank options: SR3140 (416539), SR3150 (416540), PB3220 (417268), or PB3230 (417270).
- (5) LCIT RT3030 (416548) cannot be installed with with PB3150 (416545), Caster Table Type M3 (416737) or Cabinet Type F (100478FNG). LCIT RT3030 requires either PB3220 (417268), or PB3230 (417270).
- (6) Only one of these options can be installed on the device.
- (7) Must Order Bridge Unit BU3070 (416551) with any external Finisher.
- (8) One of the following Paper Feed Units, or Cabinet, must be installed with any external Finisher: PB3220 (417268), PB3230 (417270), or Cabinet Type F (100478FNG).
- (9) Provides additional output tray above the standard Internal Tray or Optional Bridge Unit/Internal Shift Tray/Internal Finisher (Holds 125 Sheets).

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

- (10) Hole Punch Option for for Internal Finisher SR3130 (416543).
- (11) Hole Punch Option for SR3140 Finisher (416539) and SR3150 Finisher (416540).
- (12) 10.1" WSGVA resolution control panel provides intuitive touchscreen control similar to smart phones and tablets. It offers advanced Web browser functionality, drag-and-drop icons and swipe scrolling. Note: Standard control panel must be removed by Service Technician.
- (13) Only one of these additional connectivity options can be installed on the device.
- (14) Required for Macintosh and PostScript environments. Recommended for printing complex PDF files.
- (15) Used by customers who print using Netware. This option is required for the following functions: Use of iPrint ports, SNMP via IPX and Scan to NCP (IPX, TCP/IP).
- (16) Web based applications, such as ICE and HotSpot require Browser capability which is standard on devices configured with the Smart Operation Panel (416910). This option is required when ICE and/or HotSpot are configured with the Standard Operation Panel.
- (17) Required to convert format and drag to desktop document stored via Copy or Print mode.
- (18) Allows the creation of searchable PDFs when scanning. User can search the finished documents for specific words by using electronic search functions.
- (19) 20-Pin Interface used to attach External Key Counter or Key Card Device.
- (20) Used to mount external key counter to MFP.
- (21) Table shaped option to position counter device on. USB Connector.
- (22) Requires Browser Unit Type M12 (417080) to enable HotSpot printing. One year HotSpot subscription service included.
- (23) Intelligent Printer Data Stream (IPDS).
- (24) This option enables printing of XPS format documents.
- (25) This option can hold an additional IP address, which then enables our MFPs to connect to two different network environments.
- (26) Installation required to enable fax services: 33.6Kbps, approximately 2 Second Transmission Speed, Standard JBIG. Standard 320 Pages Memory. Includes standard Internet Fax (T.37), LAN Fax, IP-Fax (T.38), Fax Forwarding to Email & Paperless Fax function.
- (27) Requires Fax Option Type M12 (417100).
- (28) Enables users to send and receive faxes on a sub MFP via a main MFP. This option is required on both the Main MFP that has the Fax Option Type M12 (417100) installed and on the Sub MFP(s) needing remote fax.
- (29) Up to two additional lines can be installed. For a maximum total of 3 lines.
- (30) Increases fax memory to 2,240 pages and fax resolution to 400 x 400 dpi.
- (31) Ricoh Advanced Technical Support (ATS) recommends the use of Power Protection products to minimize potential electrical interference with products.
- (32) Prevents unauthorized copying of confidential documents that were created on other printers that have this option installed.
- (33) For use with 3rd Party card readers like the RFIdeas PCProx readers on our price list. The card reader and it's cable would not be visible when this option is used. If using another type card reader be sure reader dimensions do not exceed 63.5mm x 106mm x 22mm in size.
- (34) The Smart Card Reader Built-in Unit Type M12 (417129) and External Keyboard Bracket Type M3 (416909) cannot be installed on the same device.
- (35) This is an ISO 15408 Certified version of DOSS that overwrites Copy, Print, Scanner, and Fax latent data. Mainframe is now ISO 15408 Common Criteria certified, so this option is no longer required to provide an ISO 15408 Certified version of DOSS.
- (36) This bracket is required for the installation of External USB Keyboard (416909).
- (37) External Keyboard for inputting data with either SDK applications OR embedded applications.
- (38) Card Reader only - no cards are provided. Used with Common Access Card (CAC)/Personal Identity Verification (PIV) Authentication Solution.
- (39) RHD kit uses MFP's Internal Hard Drive and makes it External
  - 1. RHD kit uses MFP's Internal Hard Drive and makes it External
  - 2. Fax Option is NOT COMPATIBLE with RHD or ARHD
  - 3. ARHD includes an extra hard drive
- (40) Fax Option is NOT COMPATIBLE with RHD or ARHD
- (41) ARHD includes an extra hard drive

**Ricoh MP 4054 / MP 5054 / MP 6054 Series BW MFP**

- (1) Mainframe includes 9" Color Operation Panel, Standard 220-Sheet SPDF, B/W PCL Printing, B/W & Color Scanning, 2 x 550 Sheet Paper Trays, 100-Sheet Bypass Tray, Duplex, 320GB HDD, 2GB RAM, Java VM, HDD Encryption, & included DOSS is ISO 15408 Certified. Note: VM card is not p
- (2) One of following must be installed on the mainframe: PB3150 (416545), PB3220 (417268), PB3230 (417270), or Cabinet Type F (100478FNG). Only one of these options can be installed on the device.
- (3) Paper Feed Unit PB3150 (416545) requires Caster Table Type M3 (416737). This paper feed unit lowers the total machine height, making it easy for all users to access the device (Section 508). The caster tray provides a platform with wheels to easily move the device.
- (4) Caster Table Type M3 (416737) cannot be installed with any of these Finisher or Paper Bank options: SR3140 (416539), SR3150 (416540), SR3160 (416541), SR3170 (416542), PB3220 (417268), or PB3230 (417270).
- (5) LCIT RT3030 (416548) cannot be installed with with PB3150 (416545), Caster Table Type M3 (416737) or Cabinet Type F (100478FNG). LCIT RT3030 requires either PB3220 (417268), or PB3230 (417270).
- (6) Only one of these options can be installed on the device.



# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

☒

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

- (7) Must Order Bridge Unit BU3070 (416551) with any external Finisher.
- (8) One of the following Paper Feed Units, or Cabinet, must be installed with any external Finisher: PB3220 (417268), PB3230 (417270), or Cabinet Type F (100478FNG).
- (9) Provides additional output tray above the standard Internal Tray or Optional Bridge Unit/Internal Shift Tray/Internal Finisher (Holds 125 Sheets).
- (10) Hole Punch Option for for Internal Finisher SR3130 (416543).
- (11) Hole Punch Option for SR3140 Finisher (416539) and SR3150 Finisher (416540).
- (12) Hole Punch Option for SR3160 Finisher (416541) and SR3170 Finisher (416542).
- (13) Internal Finisher SR3130 (416543) is not compatible with MP6054.
- (14) 10.1" WSGVA resolution control panel provides intuitive touchscreen control similar to smart phones and tablets. It offers advanced Web browser functionality, drag-and-drop icons and swipe scrolling. Note: Standard control panel must be removed by Service Technician.
- (15) Only one of these additional connectivity options can be installed on the device.
- (16) Required for Macintosh and PostScript environments.
- (17) Used by customers who print using Netware. This option is required for the following functions: Use of iPrint ports, SNMP via IPX and Scan to NCP (IPX, TCP/IP).
- (18) Web based applications, such as ICE and HotSpot require Browser capability which is standard on devices configured with the Smart Operation Panel (416910). This option is required when ICE and/or HotSpot are configured with the Standard Operation Panel.
- (19) Required to convert format and drag to desktop document stored via Copy or Print mode.
- (20) Allows the creation of searchable PDFs when scanning. User can search the finished documents for specific words by using electronic search functions.
- (21) 20-Pin Interface used to attach External Key Counter or Key Card Device.
- (22) Used to mount external key counter to MFP.
- (23) Table shaped option to position counter device on. USB Connector.
- (24) Requires Browser Unit Type M12 (417080) to enable HotSpot printing. One year HotSpot subscription service included.
- (25) Intelligent Printer Data Stream (IPDS). NOTE:
- (26) This option enables printing of XPS format documents.
- (27) This option can hold an additional IP address, which then enables our MFPs to connect to two different network environments.
- (28) Installation required to enable fax services: 33.6Kbps, approximately 2 Second Transmission Speed, Standard JBIG. Standard 320 Pages Memory. Includes standard Internet Fax (T.37), LAN Fax, IP-Fax (T.38), Fax Forwarding to Email & Paperless Fax function.
- (29) Requires Fax Option Type M12 (417100).
- (30) Enables users to send and receive faxes on a sub MFP via a main MFP. This option is required on both the Main MFP that has the Fax Option Type M12 (417100) installed and on the Sub MFP(s) needing remote fax.
- (31) Up to two additional lines can be installed. For a maximum total of 3 lines.
- (32) Increases fax memory to 2,240 pages and fax resolution to 400 x 400 dpi.
- (33) Ricoh Advanced Technical Support (ATS) recommends the use of Power Protection products to minimize potential electrical interference with products.
- (34) Prevents unauthorized copying of confidential documents that were created on other printers that have this option installed.
- (35) For use with 3rd Party card readers like the RFIdeas PCProx readers on our price list. The card reader and it's cable would not be visible when this option is used. If using another type card reader be sure reader dimensions do not exceed 63.5mm x 106mm x 22mm in size.
- (36) The Smart Card Reader Built-in Unit Type M12 (417129) and External Keyboard Bracket Type M3 (416909) cannot be installed on the same device.
- (37) This is an ISO 15408 Certified version of DOSS that overwrites Copy, Print, Scanner, and Fax latent data. Mainframe is now ISO 15408 Common Criteria certified, so this option is no longer required to provide an ISO 15408 Certified version of DOSS.
- (38) This bracket is required for the installation of External USB Keyboard (416909).
- (39) External Keyboard for inputting data with either SDK applications OR embedded applications.
- (40) Card Reader only - no cards are provided. Used with Common Access Card (CAC)/Personal Identity Verification (PIV) Authentication Solution.
- (41) RHD kit uses MFP's Internal Hard Drive and makes it External
- (42) Fax Option is NOT COMPATIBLE with RHD or ARHD
- (43) ARHD includes an extra hard drive

- 1. RHD kit uses MFP's Internal Hard Drive and makes it External
- 2. Fax Option is NOT COMPATIBLE with RHD or ARHD
- 3. ARHD includes an extra hard drive

**MP 6002/7502/9002 Notes:**

- (1) System requires a finisher or the copy tray.

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

SUPPLEMENT #10

### Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

☒

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

- (2) Includes standard 150-sheet color single pass duplex document feeder, 1GB RAM, and 250 GB HDD, DOSS, HDD Encryption (for printing and scanning add Print Scan Kit Type 9002 ) - If required, Java VM Card Type U (416163) must be purchased separately with the Base model configuration
- (3) Includes standard 150-sheet color single pass duplex document feeder, 1.5GB RAM, 250GB HDD, DOSS and HDD Encryption. Java VM Card, Standard Print/Scan Unit (includes NIC (10BaseT/100BaseTX Ethernet) and USB 2.0 interfaces, Scan-to and Print-from USB/SD card and PDF Direct Pri
- (4) Requires Print/Scan Type 90002 (415919) for Copier Basic Configuration. Cannot be installed with the IEE1284 Interface Board Type A (411699), IEEE 802.11a/b/g Wireless Type J (414008).
- (5) 4,000 Sheet capacity LCIT (8 1/2" x 11").
- (6) 3,000-sheet finisher with 50-sheet staple capacity.
- (7) 2,000-sheet finisher with 50-sheet staple capacity and 15-sheet saddle-stitch capacity.
- (8) 3,000-sheet finisher with 100-sheet staple capacity.
- (9) Compatible with SR4060 (415901) and SR4070 (415902) Finishers. 2 & 3 hole punch (user-selectable).
- (10) Cannot hole punch and Z-fold at the same time.
- (11) Compatible with SR4080 (415900) Finisher only. 2 & 3 hole punch (user-selectable).
- (12) Compatible with all finishers.
- (13) Main unit cannot be configured with both the Interposer and the Mailbox.
- (14) Converts LCIT RT 4010 (415904) to 8 1/2" x 14" or 8 1/2" x 11" SEF (2,500 Sheets).
- (15) Required for tab copy/print. Tab Sheet Holder can be used in second or third tray (but not in both).
- (16) Converts the standard tandem tray (Tray 1) to hold 11" x 17", 8 1/2" x 14" or 8 1/2" x 11" paper with 1,000-sheet capacity).
- (17) Compatible with the SR4060 (415901) and SR4070 (415902) Finishers. Neatly arranges output.
- (18) Compatible with the SR4080 (415900) only. Neatly arranges output.
- (19) Required for retrieving files from Document Server that were stored via Copy or Print Function.
- (20) Each Z-folded sheet counts as 10 sheets.
- (21) Compatible with SR4070 (415902) and SR4080 (415900)Finishers. Not compatible with SR4060 (415904) Finisher or Copy Tray Type 9002 (416229).
- (22) Requires SR4080 (415900) Finisher. Output Jogger Unit Type 9002B (416231) is recommended.
- (24) Requires the BK5010e Booklet Maker.
- (25) Requires the TR5010e Trimmer.
- (26) GBC StreamPunch Pro requires the purchase of at least one die set.
- (27) Includes 512 MB RAM upgrade. Option for Copier Basic Configuration
- (28) Required for Post Script and Macintosh printing.
- (29) Documents are printed with the "Data Security for Copying" Unauthorized Copy Control
- (30) Compatible with SR4070 (415902) and SR4060 (415901) Finishers only.
- (31) Requires Print/Scan Type 90002 (415919) for Copier Basic Configuration. Cannot be installed with the File Format Converter (414007), IEEE 802.11a/b/g Wireless Type J (414008).
- (32) Requires Print/Scan Type 90002 (415919) for Copier Basic Configuration. Cannot be installed with the Bluetooth (415818), IEEE1284 (411699), File Format Converter Type E (414007) or Gigabit Ethernet Type B (414204)
- (33) Adds one additional fax line. Up to two lines may be added for a maximum of three lines.
- (34) Increases SAF memory to 28MB (approximately 2,240 pages) and enables 400dpi resolution.
- (35) Used to mount external key counter to MFP
- (36) Table shaped option used for placing a card reader or counter device on
- (37) Copy Connector Kit Type 3260 - connects two copiers (MP6002/MP 7502 or MP 9002) so a single document can be copied on both systems simultaneously.
- (38) Mandatory for installation of SDK applications. Standard on SP configurations, optional for Copier Basic.
- (39) Key counter interface used to attach external key counter or key card device.
- (40) Enables users to send and receive faxes from the sub machines (upto 6) via the Primary MFP. Communicates over the network with the unit that has the fax option. Copier Basic requires upgrade with the Print Scan Unit Type 9002 (415919) and Fax Connection Unit Type E (415929). SP configur
- (41) Ricoh Technology Solutions Support Center (TSSC) recommends the use of Power Protection products to minimize potential electrical interference with Ricoh products. (for use on the MP 6002/MP 6002SP/MP 7502/ MP 7502SP only)
- (42) Ricoh Technology Solutions Support Center (TSSC) recommends the use of Power Protection products to minimize potential electrical interference with Ricoh products. Power Manager includes display. (for use on the MP 6002/MP 6002SP/MP 7502/ MP 7502SP only)

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

### Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

☒

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

- (43) Ricoh Technology Solutions Support Center (TSSC) recommends the use of Power Protection products to minimize potential electrical interference with Ricoh products (MP9002 only - 220V). Power Manager includes display. (for use on the MP 9002/ MP 9002SP only)
- (44) Requires Keyboard 100266FNG ordered separately
- (45) Mounting Bracket Only
- (46) Includes 12 month replacement if defective
- (47) Fits Ricoh Models MP6002/7502/9002, MP6002SP/7502SP/9002SP
- (48) GBC Pro Die Sets (404415), (404416), and (404417) can only be used on the GBC StreamPunch Pro Product Code (404412).
- (49) Requires inclusion of BF5010e, TR5010e and Trim Waste Kit Type BF5010e.
- (51) Used for customers who require NetWare printing. Requires Printer/Scanner Unit Type 9002 (415919) for Copier Basic Models.
- (52) Enable users to connect to cloud solutions such as, Document Mall, HotSpot Printing. Requires Printer/Scanner Unit Type 9002(415919) for Copier Basic Models.
- (53) Requires Print/Scan Type 90002 (415919) for Copier Basic Configuration. Cannot be installed with the IEEE 802.11a/b/g Wireless Type J (414008).
- (54) Allows seated user to easily close ARDF.
- (55) RHD kit uses MFP's Internal Hard Drive and make it External
- (56) Fax Option is NOT COMPATIBLE with RHD or ARHD
- (57) ARHD includes an extra hard drive
- (58) Includes 1 Year HotSpot Subscription Service. SD Card with Browser Software, POP Signage, Instructions and Labels. MFP must have Print/Scan and JAVA installed. Does not include MFP or JAVA card. MFP Browser Type J - 416233 is also required to provide secure release.

### **MP 6503 / MP 7503 / MP 9003**

- (1) System configuration requires a finisher option or the copy tray.
- (2) 65/75/90 ppm BW MFP - Includes Standard 10.1" Smart Operation Panel, 220 Sheet SPDF, Print/Scan capabilities (NIC included), 1 x 1,550 Sheet Tandem Tray, 2 x 550 Sheet Paper Trays, 100 Sheet Bypass Tray, Auto Duplex, embedded Java, 2.0 GB RAM, 320 GB HDD, DOSS, HDD Encrypti
- (3) 500 Sheet Copy Exit Tray
- (4) 4,000 Sheet capacity LCIT (8 1/2" x 11").
- (5) Converts LCIT RT 4040 (417634) to 8 1/2" x 14" or 8 1/2" x 11" SEF (2,500 Sheets).
- (6) 3,000-sheet finisher with 65-sheet staple capacity.
- (7) 2,000-sheet booklet finisher with 65-sheet staple capacity and 20-sheet saddle-stitch capacity.
- (8) 3,000-sheet finisher with 100-sheet staple capacity.
- (9) Cannot hole punch and Z-fold at the same time.
- (10) 9 Bin 100 Sheet Mailbox
- (11) System cannot be configured with both the Interposer and the Mailbox.
- (12) Compatible only with SR4120 (417628) or SR4130 (417629) Finishers.
- (13) Compatible with only with SR4080 (415900) Finisher.
- (14) Neatly arranges output on Finisher Tray.
- (15) Compatible with SR4120 (417628), SR4130 (417629) and SR4080 (415900) Finishers.
- (16) Each Z-folded sheet counts as 10 sheets.
- (17) Required for tab copy/print. Tab Sheet Holder can be used in second or third tray (but not in both).
- (18) Converts the standard tandem tray (Tray 1) to hold 11" x 17", 8 1/2" x 14" or 8 1/2" x 11" paper with 1,000-sheet capacity.
- (19) Table shaped option used to place either card reader or counter device. USB Connector.
- (20) Key counter interface used to attach external key counter or key card device.
- (21) Required for Macintosh and PostScript printing environments. Recommended for printing more complex color and PDF files.
- (22) Allows device connection with legacy computer equipment
- (23) Allows MFP device to connect to the network over WiFi.

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

☒

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

- (24) This options enables direct printing of XPS format documents.
- (25) Intelligent Printer Data Stream (IPDS).
- (26) This option can hold an additional IP address, which then enables the device to connect to two different network environments.
- (27) TBA
- (28) Required for downloading documents stored to Document Server in copier or printer mode to your PC using Web Image Monitor.
- (29) Allows the creation of searchable PDFs when scanning. User can search the finished documents for specific words by using electronic search functions.
- (30) Only one of these additional connectivity options can be installed on the device.
- (31) Only one of these additional connectivity options can be installed on the device.
- (32) Only one of these additional connectivity options can be installed on the device.
- (33) Installation required to enable fax services: 33.6Kbps, approximately 2 Second Transmission Speed, Standard JBIG. Standard 320 Pages Memory. Includes standard Internet Fax (T.37), LAN Fax, IP-Fax (T.38), Fax Forwarding to Email & Paperless Fax function.
- (34) Adds one additional fax line. Up to two lines may be added for a maximum of three lines.
- (35) Expansion memory. Provides additional 64MB memory for facsimile functions.
- (36) Enables users to send and receive faxes from the sub machines (upto 6) via the Primary MFP. Communicates over the network with the unit that has the fax option. Requires the Fax Option Type M25 (417636) and Fax Connection Unit Type M25 (417645)
- (37) Ricoh Advanced Technical Support (ATS) recommends the use of Power Protection products to minimize potential electrical interference with products. For use on the MP 6503 (417609) and MP 7503 (417610) only.
- (38) Ricoh Advanced Technical Support (ATS) recommends the use of Power Protection products to minimize potential electrical interference with products. For use on the MP 9003 (417611) only.
- (39) This is an ISO 15408 Certified version of DOSS that overwrites Copy, Print, Scanner, and Fax latent data. Mainframe is targeted to be ISO 15408 Common in TBA
- (40) Connects two systems (MP6503/MP 7503 or MP 9003) so a single document can be copied on both systems simultaneously.
- (41) This bracket is required for the installation of External USB Keyboard (100266FNG)
- (42) Used to authenticate users for logging into the device only. Does not support Java SDK applications

**COLOR - A4**

**SP C250SF / 252SF**

- (1) Print, copy, scan and fax. 21 CPM/PPM for color and monochrome prints and copies. Mainframe includes 250-sheet Paper Tray, 1-sheet Bypass Tray, standard duplex printing, Standard / Maximum 256MB RAM, IEEE802.11b/g/n, 35-sheet ADF, PCL5c/6, PostScript3 emulation and Pictbridge su
- (2) Print, copy, scan and fax. 21 CPM/PPM for color and monochrome prints and copies. Mainframe includes 250-sheet Paper Tray, 1-sheet Bypass Tray, standard Duplex printing, Standard / Maximum 256MB RAM, IEEE802.11b/g/n, 35-sheet ADF, PCL5c/6, PostScript3 emulation and Pictbridge su
- (3) 500-sheet capacity. One optional Paper Feed Unit may be added to the mainframe.

**MPC401 / MPC401 SR**

- (1) Mainframe includes standard 50-sheet ARDF, 100-sheet Bypass Tray, 320GB HDD, 2.0GB RAM, 1 x 550 Sheet Paper Tray, 9" Color Control Panel, Java VM, PCL/PS3 B&W and Color Printing, PDF Direct Printing, Print From and Scan To USB/SD, Scan to Email/Folder, 10/100/1000Base-T/TX Et
- (2) Mainframe includes standard 250-Sheet Internal Finisher, 50 Sheet ARDF, 100-Sheet Bypass Tray, 320GB HDD, 2.0GB RAM, 1 x 550 Sheet Paper Tray, 9" Color Control Panel, Java VM, PCL/PS3 B&W and Color Printing, PDF Direct Printing, Print From and Scan To USB/SD, Scan to Email/Fold
- (3) FAC49 recommended when no optional paper feed units will be used.
- (4) FAC50 recommended with PB1000.
- (5) FAC51 recommended with PB1010.
- (6) No cabinet is required when one optional PB1000 and one optional PB1010 are installed.
- (7) 100 Sheet Capacity. Provides additional output tray to separate fax/print output from copy. Cannot be installed on SR model.
- (8) Installed on the right side of the device. Provides an additional 50-sheet output area.
- (9) 10.1" Wide Super VGA resolution control panel provides intuitive touchscreen control similar to smart phones and tablets. It offers advanced Web browser functionality, drag-and-drop icons and swipe scrolling. Note: Standard control panel must be removed by Service Technician.
- (10) Required for downloading documents stored on the Document Server.
- (11) 20-Pin Interface used to attach external key counter or key card device.
- (12) Enables wireless connectivity.
- (13) This function embeds invisible texts on scanned images of PDF and enables users to search PDF files by arbitrary keywords. Searchable PDF files can be sent to email, folders, or external media.



# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

### Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

☒

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |

(14) Used for Browser Features like ICE. Also required with HotSpot MFP Option Type S (415620) to enable secure release HotSpot printing. Not compatible with all Web Sites.

(15) This option enables direct printing of XPS format documents.

(16) Installation required to enable fax services: 33.6Kbps, approximately 2 Second Transmission Speed, Standard JBIG. Standard 320 Pages Memory. Includes standard Internet Fax (T.37), LAN Fax, IP-Fax (T.38), Fax Forwarding to Email & Paperless Fax function.

(17) Enables users to send and receive faxes on a Sub MFP via a Main MFP. This option is required on both the Main MFP that has the Fax Option Type M10 (416976) installed and on the Sub MFP(s) needing remote fax. Fax Option M10 is not required for the Sub MFP(s). Up to 6 Sub MFP units can

(18) Increases SAF fax memory to approximately 2,240 pages. Requires Fax Option Type M10.

(19) Prevents unauthorized copying of confidential documents that were created on other printers that have this option installed.

(21) Ricoh Advanced Technical Support (ATS) recommends the use of Power Protection products to minimize potential electrical interference with products.

(22) Requires Browser Unit Type M10 (416985) to enable HotSpot secure release capability. One year HotSpot subscription service included.

#### **MP C306SPE**

(1) 31 ppm BW/FC MFP Mainframe includes 10.1" Color Touch Smart Operation Panel, Standard 50-Sheet ARDF, Printing, B/W & Color Scanning, Fax, 2GB RAM, 320 GB HDD, 1 x 250sheet Paper Tray, 100 Sheet Bypass Tray, Auto Duplex.

(2) Optional cabinet utilized when configuring the MP C306/C406 with (2) Paper Feed Units PB1080 options

(3) Optional cabinet utilized when configuring the MPC306/C406 with (1) Paper Feed Unit PB1080 option

(4) Optional cabinet for the MP C306/C406 only with no paper feed options

(5) Optional 1 x 500-sheet paper feed tray - up to (2) PB1080 options can be configured with an MP C306/C406

(6) 100 Sheet Capacity. Provides additional output tray to separate fax/print output from copy.

(7) 20-Pin Interface used to attach External Key Counter or Key Card Device.

(8) Required to convert format and drag to desktop document stored via Copy or Print mode. **Can not be configured with IEEE1284 (411699)**

(9) Only one of these (4) options may be installed: IEEE1284 (411699), IEEE802.11 (416572), File Format Converter (414007), **USB Device Server (417084)**

(10) This option enables direct printing of XPS format documents.

(11) This function embeds invisible text on scanned images of PDF and enables users to search PDF files by arbitrary keywords. Searchable PDF files can be sent to email, folders and external media (SD/USB).

(12) This option can hold an additional IP address, which then enables device to connect to two different network environments.

(13) Unicode Font Package for SAP - 1 seat license

(14) Enables users to send and receive faxes on a sub MFP via a main center MFP with fax option.

(15) Used to log into MFP and authenticcate users only. **Does not support Java SDK applications**

(16) Prevents unauthorized copying of confidential documents.

(17) Allows users to connect a PictBridge compatible digital still camera directly to the printer without a PC, enabling direct, on the spot printing.

(18) This is an ISO 15408 Certified version of DOSS that overwrites Copy, Print, Scanner, and Fax latent data. Mainframe is targeted to be ISO 15408 Common in TBD

(19) Ricoh Advanced Technical Support (ATS) recommends the use of Power Protection products to minimize potential electrical interference with products.

(20) Optional external USB keyboard - (no bracket is available for this option)

(21) One year HotSpot subscription service included.

#### **MP C406SPE**

(1) 42 BW ppm / 36 FC ppm MFP Mainframe includes 10.1" Color Touch Smart Operation Panel, Standard 50-Sheet ARDF, Printing, Standard Postscript, B/W & Color Scanning, Fax, 2GB RAM, 320 GB HDD, embedded Java, 1 x 250 sheet Paper Tray, 100 Sheet Bypass Tray, Auto Duplex.

(2) Optional cabinet utilized when configuring the MP C306/C406 with (2) Paper Feed Units PB1080 options

(3) Optional cabinet utilized when configuring the MPC306/C406 with (1) Paper Feed Unit PB1080 option

(4) Optional cabinet for the MP C306/C406 only with no paper feed options

(5) Optional 1 x 500-sheet paper feed tray - up to (2) PB1080 options can be configured with an MP C306/C406

(6) 100 Sheet Capacity. Provides additional output tray to separate fax/print output from copy.

(7) 20-Pin Interface used to attach External Key Counter or Key Card Device.

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

☒

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

- (8) Required to convert format and drag to desktop document stored via Copy or Print mode.
- (9) Only one of these (4) options may be installed: IEEE1284 (411699), IEEE802.11 (416572), File Format Converter (414007), USB Device Server (417084)
- (10) This option enables direct printing of XPS format documents.
- (11) This function embeds invisible text on scanned images of PDF and enables users to search PDF files by arbitrary keywords. Searchable PDF files can be sent to email, folders and external media (SD/USB).
- (12) This option can hold an additional IP address, which then enables device to connect to two different network environments.
- (13) Unicode Font Package for SAP - 1 seat license
- (14) Enables users to send and receive faxes on a sub MFP via a main center MFP with fax option.
- (15) Used to log into MFP and authenticcate users only. Does not support Java SDK applications
- (16) Prevents unauthorized copying of confidential documents.
- (17) Allows users to connect a PictBridge compatible digital still camera directly to the printer without a PC, enabling direct, on the spot printing.
- (18) This is an ISO 15408 Certified version of DOSS that overwrites Copy, Print, Scanner, and Fax latent data. Mainframe is targeted to be ISO 15408 Common in (Target May 2016)
- (19) Ricoh Advanced Technical Support (ATS) recommends the use of Power Protection products to minimize potential electrical interference with products.
- (20) Optional external USB keyboard - (no bracket is available for this option)
- (21) One year HotSpot subscription service included.

**COLOR - MULTIFUNCTION**

**MPC 2003 / MPC 2503 (footnote updates in red)**

- (1) Mainframe includes standard 100 Sheet ARDF, 100-Sheet Bypass Tray, 275GB HDD, 1.5 GB RAM, Java incl. on HDD, 2 x 550 Sheet Paper Trays, PCL5c/PCL6 Printing & Scan to Email/Folder. ~~Also includes HDD Encryption Unit and Data Overwrite Security Unit (The standard DOSS included with~~
- (2) Mainframe requires installation of either the Cabinet Type F (100478FNG), the Paper Feed Unit PB3220 (417268) or the Paper Feed Unit PB3150 (416545) with the Caster Table Type M3 (416737). Only one of these options can be installed on the device.
- (3) Additional 1 x 550 sheet paper tray
- (4) The Caster Table Type M3 is a mandatory requirement for the Paper Feed unit Type PB3150 (416545).
- (5) Additional 2 x 550 sheet paper tray
- (6) 100 Sheet capacity. Provides additional output tray to separate fax/print output from copy.
- (7) 250 Sheet Capacity. Shift sorts documents up to 11" x 17". Cannot be installed with Internal Finisher SR3130 (416543)
- (8) 500 Sheet Finisher with 50-Sheet Stapling (LTR). Cannot be installed with the Internal Shift Tray SH3070 (416550)
- (9) 250 Sheet Stapleless Finisher with staple-less finishing up to 5-Sheets (20lb Bond)- cannot be installed with either the Internal Finisher SR3130 (416543) or the Internal Shift Tray SH3070 (416550)
- (10) 2 or 3 Hole Punch Option. Must install the Internal Finisher SR3130 (416543) with this option
- (11) Cabinet option for the MP C2003/MP C2503. Cannot be installed with the Paper Feed Unit PB3220 (417268) or the Paper Feed Unit Type PB3150 (416545)
- (12) Additional Memory for the MP C2003/MP C2503 - recommended in order to support 3rd party SDK applications. **Required to enable web browser functionality.**
- (13) 10.1" WSGVA resolution control panel provides intuitive touchscreen control similar to smart phones and tablets. It offers advanced Web browser functionality, drag-and-drop icons and swipe scrolling. Note: Standard control panel must be removed by Service Technician.
- (14) Allows customers to print crop marks for proofing SRA3/12.6" documents.
- (15) Table shaped option used to place either card reader or counter device. USB Connector.
- (16) 4 pin interface used to mount external key counter to MFP.
- (17) Required for printing from Mac OS. Recommended for printing more complex color and PDF files.
- (18) Allows users to connect a PictBridge-compatible digital camera directly to the MFP, enabling the printing of photos without a computer.
- (19) This function embeds invisible text on scanned images of PDF and enables users to search PDF files by arbitrary keywords. Searchable PDF files can be sent to email, folders and external media (SD/USB).
- (20) Used for Browser Features like ICE. Also required with HotSpot MFP Option Type S to enable HotSpot printing. Not compatible with all Web Sites. **Memory Unit Type M3 2GB (007208MIU) must also be installed.**
- (21) Only one of these additional connectivity options can be installed on the device.
- (22) 20-Pin Interface used to attach external key counter or key card device.
- (23) Required to convert file format and drag to desktop document stored via Document Server.

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

[Terms & Conditions to reference Ricoh Master Agreement.](#)

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |

- (24) Used by customers who print using Netware. This option is required for the following functions: Use of iPrint ports, SNMP via IPX and Scan to NCP (IPX, TCP/IP).
- (25) This bracket is required for the installation of External USB Keyboard (100266FNG)
- (26) Installation required to enable fax services: 33.6Kbps, approximately 2 Second Transmission Speed, Standard JBIG. Standard 320 Pages Memory. Includes standard Internet Fax (T.37), LAN Fax, IP-Fax (T.38), Fax Forwarding to Email & Paperless Fax function.
- (27) Increases fax memory to 2,240 pages and fax resolution to 400 x 400 dpi. Requires Fax Option Type M3 (416556).
- (28) Enables users to send and receive faxes on a sub MFP via a main MFP. This option is required on both the Main MFP that has the Fax Option Type M3 (416556) installed and on the Sub MFP(s) needing remote fax.
- (29) Up to two additional lines can be installed. For a maximum total of 3 lines. Requires Fax Option Type M3 (416556).
- (30) Intelligent Printer Data Stream (IPDS).
- (31) Ricoh Advanced Technical Support (ATS) recommends the use of Power Protection products to minimize potential electrical interference with products.
- (32) Prevents unauthorized copying of confidential documents that were created on other printers that have this option installed.
- (33) For use with Ricoh & 3rd party software solutions. The smart card reader and its cable will be covered inside the mainframe when this option is attached. Not all card readers may be supported. The Smart Card Reader Built-in Unit Type M2 (416729) and External Keyboard Bracket Type M3 (416729) are not supported.
- (34) This is an ISO 15408 Certified version of DOSS that overwrites Copy, Print, Scanner, and Fax latent data. ~~Mainframe is targeted to be ISO 15408 Common Criteria certified in Sept 2014 (Target)~~ Mainframe is now ISO 15408 Common Criteria certified, so this option is no longer required to provide.
- (35) Requires Browser Unit Type M9 (416963) and **Memory Unit Type M3 2GB (007208MIU)** to enable HotSpot printing. One year HotSpot subscription service included.
- (36) External Keyboard for inputting data with either SDK applications OR embedded applications.

**MP C3003 / MP C3503 (footnote updates in red)**

- (1) MP C3003 and MP C3503 are designed for a max monthly volume of 20K pages. (Letter paper, 20lb. Bond).
- (2) Mainframe includes 9" Color Touch Control Panel, 100-Sheet ARDF, Duplex, 2 x 550-Sheet Paper Trays, 100-Sheet Bypass Tray, Drums, Developer, Scan/Print Kit, USB Host Interface, Gigabit Ethernet, DOSS, PDF Direct Print, HDD Encryption, Java VM Card, Scan to/Print From USB/SD Card, 1.5GB RAM, & 250GB HDD. Envelope feeding via standard 2nd paper drawer & bypass tray. (The standard DOSS included with the mainframe is ISO 15408 certified).
- (3) One of following: PB3150 (416545), PB3160 (416544), PB3170 (417270) or Cabinet Type F (100478FNG) must be installed on the mainframe.
- (4) Paper Feed Unit PB3150 requires Caster Table Type M3. This paper feed unit lowers the total machine height, making it easy for all users to access the device (Section 508). The caster tray provides a platform with wheels to easily move the device.
- (5) LCIT RT3030 cannot be installed with PB3150, Caster Table Type M3 or Cabinet Type F.
- (6) Only one of these options can be installed on the device: Internal Shift Tray SH3070, Finisher SR3140, Booklet Finisher SR3150, Internal Finisher SR3130.
- (7) Must Order BU3070 Bridge Unit with any external Finisher.
- (8) Punch Unit PU3040NA is a Hole Punch Option for SR3130 Finisher.
- (9) 1 Bin Tray BN3110 provides additional output tray above the standard Internal Tray or Optional Bridge Unit/Internal Shift Tray/Internal Finisher (Holds 125 Sheets).
- (10) The Certified DataOverWrite Security System that ships standard with the mainframe does not overwrite the HDD for the Color Controller E-22C.
- (11) Punch Unit PU3050NA is a Hole Punch Option for SR3150 & SR3140 Finishers.
- (12) Key Counter Bracket Type M3 is a 4 Pin interface used to mount external key counter to MFP.
- (13) Optional Counter Interface Unit Type A is a 20-Pin Interface used to attach external key counter or key card device.
- (14) SD Card for NetWare Printing Type M3: Used by customers who print using Netware. This option is required for the following functions: Use of iPrint ports, SNMP via IPX and Scan to NCP (IPX, TCP/IP).
- (15) Card Reader Bracket Type 3352: Table shaped option used to place either card reader or counter device. USB Connector.
- (16) Imageable Area Extension Unit Type M3 allows customers to print crop marks for proofing SRA3/12.6" documents.
- (17) Fax Option Type M3 - Installation required to enable fax services: 33.6Kbps, approximately 2 Second Transmission Speed, Standard JBIG. Standard 320 Pages Memory. Includes standard Internet Fax (T.37), LAN Fax, IP-Fax (T.38), Fax Forwarding to Email & Paperless Fax function.
- (18) G3 Interface Unit Type M3: Up to two additional lines can be installed. For a maximum total of 3 lines.
- (19) G3 Interface Unit Type M3 and 32MB Memory Unit Type B require Fax Option Type M3.
- (20) 32MB Memory Unit Type B increases fax memory to 2,240 pages and fax resolution to 400 x 400 dpi.

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

☒

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

- (21) Only one of these additional connectivity options can be installed on the device: IEEE1284 Interface Board Type A, IEEE802.11a/g/n Interface Unit Type M2.
- (22) Camera Direct Print Card Type M3 allows users to connect a PictBridge-compatible digital camera directly to the MFP, enabling the printing of photos without a computer.
- (23) PostScript 3 Unit Type M3 is required for printing from Mac OS. Recommended for printing more complex color and PDF files.
- (24) OCR Unit Type M2: This function embeds invisible texts on scanned images of PDF and enables users to search PDF files by arbitrary keywords. Searchable PDF files can be sent to email, folders and external media (SD/USB).
- (25) File Format Converter Type E: Required to convert format and drag to desktop document stored via Copy or Print mode.
- (26) ESP XG-PCS-15D: Ricoh Advanced Technical Support (ATS) recommends the use of Power Protection products to minimize potential electrical interference with products.
- (27) Copy Data Security Unit Type G prevents unauthorized copying of confidential documents that were created on other printers that have this option installed.
- (28) Fax Connection Unit Type M3 enables users to send and receive faxes on a sub MFP via a main MFP. This option is required on both the Main MFP that has the Fax Option Type M3 installed and on the Sub MFP(s) needing remote fax.
- (29) Smart Card Reader Built-in Unit Type M2: For use with Ricoh & 3rd party software solutions. The smart card reader and its cable will be covered inside the mainframe when this option is attached. Not all card readers may be supported.
- (30) External USB Keyboard (No Bracket) is an External Keyboard for inputting data with either SDK applications OR embedded applications.
- (31) The Smart Card Reader Built-in Unit Type M2 and External Keyboard Bracket Type M3 cannot be installed on the same device.
- (32) External Keyboard Bracket Type M3 is required for the installation of External USB Keyboard (100266FNG)
- (33) Browser Unit Type M3: Used for Browser Features like ICE. Also required with HotSpot MFP Option Type S to enable HotSpot printing. Not compatible with all Web Sites.
- (34) Cannot install floor standing Finisher SR3150 or SR3140 with the PB3150 and Caster Table Type M3.
- (35) IPDS Unit Type M3: Intelligent Printer Data Stream (IPDS).
- (36) 10.1" Wide Super VGA resolution control panel provides intuitive touchscreen control similar to smart phones and tablets. It offers advanced Web browser functionality, drag-and-drop icons and swipe scrolling. Note: Standard control panel must be removed by Service Technician. swipe scrolling. Note: Standard control panel must be removed by Service Technician. The Smart Operation does not support SDK applications at this time. Target (36) 10.1" WSGVA resolution control panel provides intuitive touchscreen control similar to smart phones and tablets.
- (37) Memory Unit Type M3 is required when configuring the device with the Browser Unit Type M3 or SDK application.
- (38) HotSpot MFP Option Type S requires Browser Unit Type M3 to enable HotSpot printing. One year HotSpot subscription service included.
- (39) Printing with unauthorized copy control pattern or text with the Copy Data Security Unit Type G is not available when Color Controller E-22C are installed.
- (40) Color Controller E22-C: Optional Fiery Color Controller that can be configured with the std Print/Scan controller for embedded scan features and Fiery print.
- (41) Fiery Impose Type FS-100: Fiery option that helps to automate and streamline labor-intensive prepress tasks. Requires Color Controller E22-C (416731) & Color Controller Connection Board Type M3.
- (42) Fiery Compose FS-100: Fiery option that provides intuitive tools that make advanced document preparation simple and quick. Requires Color Controller E22-C & Color Controller Connection Board Type M3.
- (43) Hot Folders Type FS-100: Fiery option that enables the creation of special folders that can assign a group of print options. Requires Color Controller E22-C & Color Controller Connection Board Type M3.
- (44) Spot-On FS-100: Fiery option that enables you to reproduce custom or spot colors. Requires Color Controller E22-C & Color Controller Connection Board Type M3.
- (45) Auto Trap Type FS-100: Fiery option that provides a fast and simple way to ensure that your image output is optimized. Requires Color Controller E22-C & Color Controller Connection Board Type M3.
- (46) Fiery Color Profiler Suite V4.0: Contains Color Profiler v4 software and ES-2000 spectrophotometer: Includes 1 year of phone support. Requires Color Controller E22-C & Color Controller Connection Board Type M3.
- (47) Fiery CPSv4 Software only: For customers that have an ES-2000 Spectrophotometer and want Color Profiler v4 software: Includes 1 year of phone support
- (48) Fiery ES-2000 Spectrophotometer: Color measurement device for calibration and profiling. Enables fast, precise and flexible color management that produces the highest color quality. Requires Color Controller E-22C and Color Controller Connection Board Type M3.
- (49) EFI Productivity Pack: Fiery option aids in workflow productivity - helps meet tight turnaround times/produce top notch color documents while achieving process automation. Requires



# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

☒

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

Color Controller E22-C & Color Controller Connection Board Type M3.

(50) Color Controller Connection Board Type M3: Connection Kit is required to use the Color Controller E22-C with the MP C3003/MP C3503 Mainframes.

(51) The IEEE1284, IEEE802.11a/g/n Interface Unit Type M2, Camera Direct Print Card Type M3, PostScript 3 Unit Type M3 and IPDS Unit Type M3 cannot be configured with the Color Controller E22-C & Color Controller Connection Board Type M3.

(52) The HTML Direct Print feature is not available with Browser Unit Type M3 when Color Controller E-22C & Color Controller Connection Board Type M3 are installed.

(53) **RHD & AHRD Kit** - The RHD Kit uses the MFP's Internal Hard Drive and makes it External.

(54) **RHD & AHRD Kit** - The Fax Option Type M3 is not compatible with the RHD or ARHD.

(55) **AHRD Kit** - The ARHD includes an extra hard drive.

(56) **RHD & AHRD Kit** - The product is (OOD) Order On Demand, please allow 8 weeks for delivery from the date the order is placed.

**MP C3004 / MP C3504 (footnote updates in red)**

(1) Designed for a max monthly volume of 20K pages. (Letter paper, 20lb. Bond).

(2) Mainframe includes 10.1" Keyless Smart Operation Panel, 220-Sheet SPDF, Duplex, 2 x 550-Sheet Paper Trays, 100-Sheet Bypass Tray, Drums, Developer, Color Scanning and Printing, USB Host Interface, Gigabit Ethernet, DOSS, PDF Direct Print, HDD Encryption, Java VM, Scan to/Print From

(3) One of following must be installed on the mainframe: PB3150 (One-Tray Paper Bank, 550 Sheets, supports 5.5" x 8.5" to 12" x 18". 416545), PB3160 (2-Tray Paper Bank, 550 Sheets x 2, Supports 5.5" x 8.5" to 12" x 18". 416544), PB3230 (Tandem Large Capacity Tray, 1,000 Sheets x 2, Support:

(4) Requires Caster Table Type M3 (416737). This paper feed unit lowers the total machine height, making it easy for all users to access the device (Section 508). The caster tray provides a platform with wheels to easily move the device.

(5) Side Large Capacity Tray with 1,500 sheet capacity. Supports 8.5 x 11" paper size only. Cannot be installed with PB3150 (416545), Caster Table Type M3 (416737) or Cabinet Type F (100478FNG).

(6) Only one of these options can be installed on the device: Hybrid Finisher SR3210 (1,000 Sheet External Finisher. 50 -8.5"x11" Sheets Staple Capacity. Supports Paper Sizes up to 12"x18". 417483). Booklet Finisher SR3220 (1,000 Sheet Booklet Finisher. 50 -8.5"x11" Sheets Staple Capacity. Suppo

(7) Must Order BU3070 Bridge Unit 417587 with any external Finisher.

(8) Hole Punch Option installs inside SR3130 Internal Finisher 417589. Supports Paper Sizes 7.25" x 10.5" to 11" x 17".

(9) Provides additional output tray above the standard Internal Tray or Optional Bridge Unit/Internal Shift Tray/Internal Finisher (Holds 125 Sheets). Supports Paper Sizes Up To 5.5" x 8.5" to 12.6" x 17.7".

(10) The DataOverWrite Security System does not overwrite the HDD for the Color Controller E-23C (417486)

(11) Hole Punch Option for SR3220 (417484) & SR3210 (417483) Finishers. Supports Paper Sizes Up To 5.5" x 8.5" to 11" x 17".

(12) 4 Pin interface used to mount external key counter to MFP.

(13) 20-Pin Interface used to attach external key counter or key card device.

(14) Expands RAM from 2 to 4GB. Included with Fiery Controller E-23C.

(15) Table shaped option used to place either card reader or counter device. USB Connector.

(16) Allows customers to print crop marks for proofing SRA3/12.6" documents.

(17) Installation required to enable fax services: 33.6Kbps, approximately 2 Second Transmission Speed, Standard JBIG. Standard 320 Pages Memory. Includes standard Internet Fax (T.37), LAN Fax, IP-Fax (T.38), Fax Forwarding to Email & Paperless Fax function.

(18) Up to two additional lines can be installed. For a maximum total of 3 lines.

(19) Requires Fax Option Type M19 (417510)

(20) Increases fax memory to 4,800 pages and fax resolution to 400 x 400 dpi.

(21) Only one of these additional connectivity options can be installed on the device.

(22) Allows users to connect a PictBridge-compatible digital camera directly to the MFP, enabling the printing of photos without a computer.

(23) Required for printing from Mac OS. Recommended for printing more complex color and PDF files.

(24) This function embeds invisible texts on scanned images of PDF and enables users to search PDF files by arbitrary keywords. Searchable PDF files can be sent to email, folders and external media (SD/USB). Supports blank page removal when scanning.

(25) Required to convert format and drag to desktop document stored via Copy or Print mode.

(26) Ricoh Advanced Technical Support (ATS) recommends the use of Power Protection products to minimize potential electrical interference with products.

(27) Required for printing from USB Type B port.

(28) Enables users to send and receive faxes on a sub MFP via a main MFP. This option is required on both the Main MFP that has the Fax Option Type M19 (417510) installed and on the Sub MFP(s) needing remote fax.

(29) For use with Ricoh & 3rd party software solutions. The smart card reader and its cable will be covered inside the mainframe when this option is attached. Not all card readers may be supported.

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

☒

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

- (30) External Keyboard for inputting data with SDK or embedded applications.
- (31) The Smart Card Reader Built-in Unit Type M19 (417595) and External Keyboard Bracket Type M19 (417578) cannot be installed on the same device.
- (32) This bracket is required for the installation of External USB Keyboard (100266FNG)
- (33) Allows for direct printing of XPS-type file formats.
- (34) Cannot install floor standing Finisher SR3220 (417484) or SR3210 (417483) with the PB3150 (416545) and Caster Table Type M3 (416737).
- (35) An interface board for adding an extra Ethernet port. If you install the USB Device Server Option, you can connect two Ethernet cables simultaneously: one to the machine's Gigabit Ethernet port and one to the Gigabit Ethernet port of USB Device Server Option. An IP address can be assigned to e
- (36) This is an ISO 15408 Certified version of DOSS that overwrites Copy, Print, Scanner, and Fax latent data. The DataOverwriteSecurity System (DOSS) overwrites data that is temporarily stored on the hard drive of digital Multifunctional Products by writing over the latent image with random sequenc
- (37) Used to log in and authenticate users via NFC card. The card reader and its cable will be covered inside the mainframe when this option is attached.
- (38) Ricoh HotSpot allows users to easily print from any mobile platform connected to Wi-Fi or the Internet, directly to a HotSpot enabled device (MFP/Printer).
- ~~(39) Printing with unauthorized copy control pattern or text with the Copy Data Security Unit Type G (416391) is not available when Color Controller E-22C (416731) are installed.~~
- (39) Using Banner Paper Guide Tray Type M19 is recommended when printing on banner paper to avoid paper skew.
- (40) Optional Fiery Color Controller that can be configured with the std Print/Scan controller for embedded scan features and Fiery print. Comes with 4GB RAM memory upgrade and connector.
- (41) Fiery option that helps to automate and streamline labor-intensive prepress tasks. Requires Color Controller E23-C (417486).
- (42) Fiery option that provides intuitive tools that make advanced document preparation simple and quick. Requires Color Controller E23-C (417486).
- (43) Fiery option that enables the creation of special folders that can assign a group of print options. Requires Color Controller E23-C (417486).
- (44) Fiery option that enables you to reproduce custom or spot colors. Requires Color Controller E23-C (417486).
- (45) Fiery option that provides a fast and simple way to ensure that your image output is optimized. Requires Color Controller E23-C (417486).
- (46) Contains Color Profiler v4 software and ES-2000 spectrophotometer: Includes 1 year of phone support. Requires Color Controller E23-C (417486).
- ~~(47) For customers that have an ES-2000 Spectrophotometer and want Color Profiler v4 software: Includes 1 year of phone support~~
- (47) 250 Sheet Stapleless Internal Finisher with staple-less finishing up to 5-Sheets (20lb Bond)- cannot be installed with either the Internal Finisher SR3130 (417589), Internal Shift Tray SH3070 (416550), or any external finisher. Hole punching is not supported.
- (48) Color measurement device for calibration and profiling. Enables fast, precise and flexible color management that produces the highest color quality. Requires Color Controller E23-C (417486).
- (49) Fiery option aids in workflow productivity - helps meet tight turnaround times/produce top notch color documents while achieving process automation. Requires Color Controller E23-C (417486).
- (50) Connection Kit is required to use the Color Controller E-23C (417486) with the MP C3004/3504 Mainframes.
- (50) The IEEE1284 (417596), IEEE802.11a/g/n Interface Unit Type M2 (417493), Camera Direct Print Card Type M3 (417507), PostScript 3 Unit Type M3 (417504), Extended USB Board Type M19 (417566), USB Device Server Option Type M19 (417567) cannot be configured with the Color Controller

**MP C 4503 / MP C5503 / MP C6003 (footnote updates in red)**

- (1) MP C4503, MP C5503, and MP C6003 are designed for a max monthly volume of 50K pages (Letter paper, 20lb. Bond).
- (2) Mainframe includes 9" Color Touch Control Panel, 220-Sheet SPDF, Duplex, 2 x 550-Sheet Paper Trays, 100-Sheet Bypass Tray, Drums, Developer, Scan/Print Kit, USB Host Interface Gigabit Ethernet, DOSS, PDF Direct Print, HDD Encryption, Java VM Card, Scan to/Print From USB/SD Card, 2GB RAM, & 250GB HDD. Envelope feeding via standard 2nd paper drawer & bypass tray. (The standard DOSS included with the mainframe is ISO 15408 certified).
- (3) One of following: PB3150 (416545), PB3160 (416544), PB3170 (417270) or Cabinet Type F (100478FNG) must be installed on the mainframe.
- (4) Paper Feed Unit PB3150 requires Caster Table Type M3. This paper feed unit lowers the total machine height, making it easy for all users to access the device (Section 508). The caster table provides a platform with wheels to easily move the device.
- (5) LCIT RT3030 cannot be installed with PB3150, Caster Table Type M3 or Cabinet Type F.
- (6) Only one of these options can be installed on the device: Internal Shift Tray SH3070, Finisher SR3140, Booklet Finisher SR3150, Booklet Finisher SR3170, Finisher SR3160, Internal Finisher SR3130.
- (7) Must Order BU3070 Bridge Unit with any external Finisher.
- (8) Punch Unit PU3040NA is a Hole Punch Option for SR3130 Finisher.
- (9) 1 Bin Tray BN3110 provides additional output tray above the standard Internal Tray or Optional Bridge Unit/Internal Shift Tray/Internal Finisher (Holds 125 Sheets).
- (10) Must use "Scan to NCP" feature with standard Services-Led Scanner when the Fiery Controller & Color Controller Connection Board Type M4 are installed.

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

☒

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

- (11) Punch Unit PU3050NA is a Hole Punch Option for SR3150 & SR3140 Finishers.
- (12) Key Counter Bracket Type M3 is a 4 Pin interface used to mount external key counter to MFP.
- (13) Optional Counter Interface Unit Type A is a 20-Pin Interface used to attach external key counter or key card device.
- (14) Punch Unit PU3060NA is a Hole Punch Option for SR3160 & SR3170 Finishers.
- (15) Card Reader Bracket Type 3352 is a Table shaped option used to place either card reader or counter device. USB Connector.
- (16) Imageable Area Extension Unit Type M3 allows customers to print crop marks for proofing SRA3/12.6" documents.
- (17) Fax Option Type M4 - Installation required to enable fax services: 33.6Kbps, approximately 2 Second Transmission Speed, Standard JBIG. Standard 320 Pages Memory. Includes standard Internet Fax (T.37), LAN Fax, IP-Fax (T.38), Fax Forwarding to Email & Paperless Fax function.
- (18) G3 Interface Unit Type M4: Up to two additional lines can be installed. For a maximum total of 3 lines.
- (19) G3 Interface Unit Type M4 and 32MB Memory Unit Type B require Fax Option Type M4.
- (20) 32MB Memory Unit Type B increases fax memory to 2,240 pages and fax resolution to 400 x 400 dpi.
- (21) Only one of these additional connectivity options can be installed on the device: IEEE1284 Interface Board Type A, IEEE802.11a/g/n Interface Unit Type M2.
- (22) Camera Direct Print Card Type M4 allows users to connect a PictBridge-compatible digital camera directly to the MFP, enabling the printing of photos without a computer.
- (23) PostScript 3 Unit Type M4 required for printing from Mac OS. Recommended for printing more complex color and PDF files.
- (24) OCR Unit Type M2: This function embeds invisible texts on scanned images of PDF and enables users to search PDF files by arbitrary keywords. Searchable PDF files can be sent to email, folders and external media (SD/USB).
- (25) File Format Converter Type E is required to convert format and drag to desktop document stored via Copy or Print mode.
- (26) ESP XG-PCS-15D: Ricoh Advanced Technical Support (ATS) recommends the use of Power Protection products to minimize potential electrical interference with products.
- (27) Copy Data Security Unit Type G prevents unauthorized copying of confidential documents that were created on other printers that have this option installed.
- (28) Fax Connection Unit Type M4 enables users to send and receive faxes on a sub MFP via a main MFP. This option is required on both the Main MFP that has the Fax Option Type M4 installed and on the Sub MFP(s) needing remote fax.
- (29) Smart Card Reader Built-in Unit Type M2 is for use with Ricoh & 3rd party software solutions. The smart card reader and its cable will be covered inside the mainframe when this option is attached. Not all card readers may be supported.
- (30) External USB Keyboard (No Bracket) is an External Keyboard for inputting data with either SDK applications OR embedded applications.
- (31) The Smart Card Reader Built-in Unit Type M2 and External Keyboard Bracket Type M3 cannot be installed on the same device.
- (32) External Keyboard Bracket Type M3: This bracket is required for the installation of External USB Keyboard.
- (33) Browser Unit Type M4: Used for Browser Features like ICE. Also required with HotSpot MFP Option Type S to enable HotSpot printing. Not compatible with all Web Sites.
- (34) Cannot install floor standing Finisher SR3150, SR3170, SR3160 or SR3140 with the PB3150 and Caster Table Type M3.
- (35) IPDS Unit Type M4: Intelligent Printer Data Stream (IPDS). Target availability is November 2013.
- (36) 10.1" Wide Super VGA resolution control panel provides intuitive touchscreen control similar to smart phones and tablets. It offers advanced Web browser functionality, drag-and-drop icons and swipe scrolling. Note: Standard control panel must be removed by Service Technician. Note: Standard control panel must be removed by Service Technician. The Smart Operation does not support SDK applications at this time. Target (36) 10.1" WSGVA resolution control panel provides intuitive touchscreen control similar to smart phones and tablets.
- (37) Internal Finisher SR3130 and Punch Unit PU3040NA are not compatible with MP C6003.
- (38) HotSpot MFP Option Type S requires Browser Unit Type M4 to enable HotSpot printing. One year HotSpot subscription service included.
- (39) SD Card for NetWare Printing Type M4 is used by customers who print using Netware. This option is required for the following functions: Use of iPrint ports, SNMP via IPX and Scan to NCP (IPX, TCP/IP).
- (40) Color Controller E22-C: Optional Fiery Color Controller that can be configured with the std Print/Scan controller for embedded scan features and Fiery print.
- (41) Fiery Impose Type FS-100: Fiery option that helps to automate and streamline labor-intensive prepress tasks. Requires Color Controller E22-C & Color Controller Connection Board Type M4.
- (42) Fiery Compose FS-100: Fiery option that provides intuitive tools that make advanced document preparation simple and quick. Requires Color Controller E22-C & Color Controller



# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

☒

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

- Connection Board Type M4.
- (43) Hot Folders Type FS-100: Fiery option that enables the creation of special folders that can assign a group of print options. Requires Color Controller E22-C & Color Controller Connection Board Type M4.
- (44) Spot-On FS-100: Fiery option that enables you to reproduce custom or spot colors. Requires Color Controller E22-C & Color Controller Connection Board Type M4.
- (45) Auto Trap Type FS-100: Fiery option that provides a fast and simple way to ensure that your image output is optimized. Requires Color Controller E22-C & Color Controller Connection Board Type M4.
- (46) Fiery Color Profiler Suite V4.0: Contains Color Profiler v4 software and ES-2000 spectrophotometer: Includes 1 year of phone support. Requires Color Controller E22-C & Color Controller Connection Board Type M4 .
- (47) Fiery CPSv4 Software only: For customers that have an ES-2000 Spectrophotometer and want Color Profiler v4 software: Includes 1 year of phone support
- (48) Fiery ES-2000 Spectrophotometer: Color measurement device for calibration and profiling. Enables fast, precise and flexible color management that produces the highest color quality. Requires Color Controller E-22C and Color Controller Connection Board Type M4.
- (49) EFI Productivity Pack: Fiery option aids in workflow productivity - helps meet tight turnaround times/produce top notch color documents while achieving process automation. Requires Color Controller E22-C & Color Controller Connection Board Type M4.
- (50) Color Controller Connection Board Type M4: Connection Kit is required to use the Color Controller E22-C with the MP C4503/MP C5503/MP C6003 Mainframes.
- (51) The IEEE1284, IEEE802.11a/g/n Interface Unit Type M2, Camera Direct Print Card Type M4, PostScript 3 Unit Type M4 and IPDS Unit Type M4 cannot be configured with the Color Controller E-22C and Color Controller Connection Board Type M4.
- (52) The HTML Direct Print feature is not available with Browser Unit Type M3 when Color Controller E-22C & Color Controller Connection Board Type M3 are installed.
- (53) Printing with unauthorized copy control pattern or text with the Copy Data Security Unit Type G is not available when Color Controller E-22C is installed.
- (54) The Certified DataOverWrite Security System that ships standard with the mainframe does not overwrite the HDD for the Color Controller E-22C.
- (55) **RHD & AHRD Kit** - The RHD Kit uses the MFP's Internal Hard Drive and makes it External.
- (56) **RHD & AHRD Kit** - The Fax Option Type M3 is not compatible with the RHD or ARHD.
- (57) **AHRD Kit** - The ARHD includes an extra hard drive.
- (58) **RHD & AHRD Kit** - The product is (OOD) Order On Demand, please allow 8 weeks for delivery from the date the order is placed.

**MP C4504 / MP C6004**

- (1) Designed for a max monthly volume of 50K pages (Letter paper, 20lb. Bond).
- (2) Mainframe includes 10.1" Keyless Smart Operation Panel, 220-Sheet SPDF, Duplex, 2 x 550-Sheet Paper Trays, 100-Sheet Bypass Tray, Drums, Developer, Color Scanning and Printing, USB Host Interface, Gigabit Ethernet, DOSS, PDF Direct Print, HDD Encryption, Java VM, Scan to/Print From
- (3) One of following must be installed on the mainframe: PB3150 (One-Tray Paper Bank, 550 Sheets, supports 5.5" x 8.5" to 12" x 18". 416545), PB3160 (2-Tray Paper Bank, 550 Sheets x 2, Supports 5.5" x 8.5" to 12" x 18". 416544), PB3230 (Tandem Large Capacity Tray, 1,000 Sheets x 2, Support:
- (4) Requires Caster Table Type M3 (416737). This paper feed unit lowers the total machine height, making it easy for all users to access the device (Section 508). The caster tray provides a platform with wheels to easily move the device.
- (5) Side Large Capacity Tray with 1,500 sheet capacity. Supports 8.5 x 11" paper size only. Cannot be installed with PB3150 (416545), Caster Table Type M3 (416737) or Cabinet Type F (100478FNG).
- (6) Only one of these options can be installed on the device. Booklet Finisher SR3220 (1,000 Sheet External Finisher. 50 -8.5"x11" Sheet Staple Capacity. Supports Paper Sizes up to 12"x18". 417484). Finisher SR3240 (2,000 Sheet External Booklet Finisher. 50 -8.5"x11" Sheet Staple Capacity, 20 Sh
- (7) Must Order BU3070 Bridge Unit 417587 with any external Finisher.
- (8) Hole Punch Option installs inside SR3130 Internal Finisher 417589. Supports Paper Sizes 7.25" x 10.5" to 11" x 17".
- (9) Provides additional output tray above the standard Internal Tray or Optional Bridge Unit/Internal Shift Tray/Internal Finisher (Holds 125 Sheets). Supports Paper Sizes Up To 5.5" x 8.5" to 12.6" x 17.7".
- (10) The DataOverWrite Security System does not overwrite the HDD for the Color Controller E-23C (417486)
- (11) Hole Punch Option for SR3220 (417484) & SR3210 (417483) Finishers. Supports Paper Sizes Up To 5.5" x 8.5" to 11" x 17".
- (12) 4 Pin interface used to mount external key counter to MFP.
- (13) 20-Pin Interface used to attach external key counter or key card device.
- (14) Hole Punch Option for SR3230 (417487) & SR3240 (417488) Finishers. 2-/3-Hole Punch Unit. Supports Paper Sizes 5.5" x 8.5" to 11" x 17".
- (15) Table shaped option used to place either card reader or counter device. USB Connector.

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

### Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

☒

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

- (16) Allows customers to print crop marks for proofing SRA3/12.6" documents.
- (17) Installation required to enable fax services: 33.6Kbps, approximately 2 Second Transmission Speed, Standard JBIG. Standard 320 Pages Memory. Includes standard Internet Fax (T.37), LAN Fax, IP-Fax (T.38), Fax Forwarding to Email & Paperless Fax function.
- (18) Up to two additional lines can be installed. For a maximum total of 3 lines.
- (19) Requires Fax Option Type M20 (417531).
- (20) Increases fax memory to 4,800 pages and fax resolution to 400 x 400 dpi.
- (21) Only two of these additional connectivity options can be installed on the device.
- (22) Allows users to connect a PictBridge-compatible digital camera directly to the MFP, enabling the printing of photos without a computer.
- (23) Required for printing from Mac OS. Recommended for printing more complex color and PDF files.
- (24) This function embeds invisible texts on scanned images of PDF and enables users to search PDF files by arbitrary keywords. Searchable PDF files can be sent to email, folders and external media (SD/USB). Supports blank page removal when scanning.
- (25) Required to convert format and drag to desktop document stored via Copy or Print mode.
- (26) Ricoh Advanced Technical Support (ATS) recommends the use of Power Protection products to minimize potential electrical interference with products.
- (27) Required for printing from USB Type B port.
- (28) Enables users to send and receive faxes on a sub MFP via a main MFP. This option is required on both the Main MFP that has the Fax Option Type M20 (417510) installed and on the Sub MFP(s) needing remote fax.
- (29) Used to log in and authenticate users via NFC card. The card reader and its cable will be covered inside the mainframe when this option is attached.
- (30) External Keyboard for inputting data with SDK or embedded applications.
- (31) The Smart Card Reader Built-in Unit Type M19 (417595) and External Keyboard Bracket Type M19 (417578) cannot be installed on the same device.
- (32) This bracket is required for the installation of External USB Keyboard (100266FNG)
- (33) Allows for direct printing of XPS-type file formats.
- (34) Cannot install floor standing Finishers SR3220 (417484), SR3210 (417483), SR3230 (417487), SR3240 (417488) with the PB3150 (416545) and Caster Table Type M3 (416737).
- (35) Intelligent Printer Data Stream (IPDS). Target availability is November 2013.
- (36) An interface board for adding an extra Ethernet port. If you install the USB Device Server Option, you can connect two Ethernet cables simultaneously: one to the machine's Gigabit Ethernet port and one to the Gigabit Ethernet port of USB Device Server Option. An IP address can be assigned to
- (37) This is an ISO 15408 Certified version of DOSS that overwrites Copy, Print, Scanner, and Fax latent data. The DataOverwriteSecurity System (DOSS) overwrites data that is temporarily stored on the hard drive of digital Multifunctional Products by writing over the latent image with random sequenc
- (38) Not compatible with MP C6004.
- (39) Ricoh HotSpot allows users to easily print from any mobile platform connected to Wi-Fi or the Internet, directly to a HotSpot enabled device (MFP/Printer).
- (40) Using Banner Paper Guide Tray Type M19 is recommended when printing on banner paper to avoid paper skew.
- (41) Optional Fiery Color Controller that can be configured with the std Print/Scan controller for embedded scan features and Fiery print. Comes with 4GB RAM memory upgrade and connector.
- (42) Fiery option that helps to automate and streamline labor-intensive prepress tasks. Requires Color Controller E23-C (417486).
- (43) Fiery option that provides intuitive tools that make advanced document preparation simple and quick. Requires Color Controller E23-C (417486).
- (44) Fiery option that enables the creation of special folders that can assign a group of print options. Requires Color Controller E23-C (417486).
- (45) Fiery option that enables you to reproduce custom or spot colors. Requires Color Controller E23-C (417486).
- (46) Fiery option that provides a fast and simple way to ensure that your image output is optimized. Requires Color Controller E23-C (417486).
- (47) Contains Color Profiler v4 software and ES-2000 spectrophotometer: Includes 1 year of phone support. Requires Color Controller E23-C (417486).
- (48) For customers that have an ES-2000 Spectrophotometer and want Color Profiler v4 software: Includes 1 year of phone support
- (49) Expands RAM from 2 to 4GB. Included with Fiery Controller E-23C.
- (50) Color measurement device for calibration and profiling. Enables fast, precise and flexible color management that produces the highest color quality. Requires Color Controller E23-C (417486).
- (51) Fiery option aids in workflow productivity - helps meet tight turnaround times/produce top notch color documents while achieving process automation. Requires Color Controller E23-C (417486).
- (52) The IEEE1284 (417596), IEEE802.11a/g/n Interface Unit Type M2 (417493), Camera Direct Print Card Type M3 (417507), PostScript 3 Unit Type M3 (417504), Extended USB Board Type M19 (417566), USB Device Server Option Type M19 (417567) cannot be configured with the Color Controller

### MP C6502SP / MP C8002SP Series

- (1) Mainframes include 9" Color Touch Control Panel, 220-Sheet ARDF, Duplex, Tandem Tray 1 is 2 x 1,250-sheets, Tray 2 is 1 x 550-sheets, Tray 3 is 1 x 550-sheets, 100-sheet Bypass

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

SUPPLEMENT #10

### Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

☒

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

- Tray, Drums, Developer, Scan/Print Kit, USB Host Interface, DOSS, PDF Direct Print, HDD Encryption, Java VM Card, Scan to/Print-from USB/SD Card, 2.5GB RAM, & 640GB HDD.
- (2) One of following finishing accessories need to be added to the mainframes: the Finisher SR4090; the Finisher SR4110; the Booklet Finisher SR4100 or the Copy Tray Type M2.
  - (3) Finisher SR4090: 3000-sheet output / 65-sheet stapler finisher option-cannot be installed with the Booklet Finisher SR4100, the Finisher SR4110 or the Copy Tray Type M2 .
  - (4) Booklet Finisher SR4100: Saddle stitch booklet finisher option - cannot be installed with the Finisher SR4090, the Finisher SR4110 or the Copy Tray Type M2.
  - (5) Output Jogger Unit Type M2: Option that straightens output delivered to the either the Finisher SR4090 or the Booklet Finisher SR4100.
  - (6) Punch Unit PU3060 NA: Optional 2/3 hole punch unit - can be configured with either the Finisher SR4090 or the Booklet Finisher SR4100.
  - (8) Mail Box CS4010: Optional 9-Bin Mailbox Unit - must be installed with either Booklet Finisher SR4100 (416645) or Finisher SR4090 (416644)
  - (9) Copy Tray Type M2: Output tray only - only used when configuring the mainframe without a finisher - cannot be installed with either the Finisher SR4090, the Booklet Finisher SR4100 or the Finisher SR4110.
  - (10) LCIT RT4030: Large Capacity Tray opt. (2,200-sheets) that supports running paper in sizes from 5.5" x 8.5" to 13" x 19.2" (DLT LCT) - cannot be installed with A4/RT4020 LCT.
  - (11) LCIT RT4020: Large Capacity A4 Tray opt. (4,400-sheets) that supports running 8.5" to 11"paper (LTR LCT) - cannot be installed with A3/RT4030 LCT.
  - (12) 8 1/2" x 14" Paper Size Tray Type M2: Adds ability to run 8.5" x 14" from the RT4020 LCT - can only be configured with LCIT RT4020.
  - (13) Cover Interposer Tray CI4010: Single interposer tray - must be installed with either the Finisher SR4100 or the Finisher SR4090.
  - (14) Cover Interposer Tray CI4020: Dual interposer tray - must be installed with the Finisher SR4110.
  - (15) A3/11"x17" Tray Unit Type M2: Converts Tray 1 (Tandem Tray) to a single 11" x 17" tray.
  - (16) Required for Tab Copy/Print - can be used in either Tray 2 or Tray 3 (but not both).
  - (17) PU5000 Punch Unit NA 2/3 Hole: Optional 2/3 hole punch unit - can only be configured with the Finisher SR4110.
  - (18) Multi-fold option-must be configured with one of the (3) new finishing options; the Finisher SR4090; the Booklet Finisher SR4100 and the Finisher SR4110.
  - (19) Smart Card Reader Built-in Unit Type M2: For use with Ricoh & 3rd party software solutions. The smart card reader and its cable will be covered inside the mainframe when this option is attached. Not all card readers may be supported.
  - (20) PostScript3 Unit Type M2: True Adobe PostScript - required for printing from Mac OS - recommended for printing more complex color and PDF files.
  - (21) IPDS Unit Type M2: Intelligent Printer Data Stream (IPDS) option.
  - (22) OCR Unit Type M2: This function embeds invisible texts on scanned images of PDF and enables users to search PDF files by arbitrary keywords. Searchable PDF files can be sent to email, folders and external media (SD/USB).
  - (23) Only one of these additional connectivity options can be installed on the device: IEEE1284 Interface Board Type A or IEEE 802.11a/g/n Interface Unit Type M2.
  - (24) SD Card for NetWare Printing Type M2: Used by customers who print using Netware. This option is required for the following functions: Use of iPrint ports, SNMP via IPX and Scan to NCP (IPX, TCP/IP).
  - (25) Browser Unit Type M2: Used for Browser features like Integrated Cloud Environment (ICE). Also required with HotSpot MFP Option Type S to enable HotSpot printing. Not compatible with all websites.
  - (26) Optional Counter Interface Unit Type A: Optional 20-Pin Interface used to attach external key counter or key card device.
  - (27) Embedded HotSpot Type S: Requires Browser Unit Type M2 to enable HotSpot printing. One year HotSpot subscription service included.-
  - (28) File Format Converter Type E: Required to convert format and drag to desktop document stored via Copy or Print mode.
  - (29) Unicode Font Package for SAP - 1/10/100 seat license: Unicode Font Package for SAP 1 Device License; Unicode Font Package for SAP 10 Device License; Unicode Font Package for SAP 100 Device License.
  - (31) EFI Seequence Impose: Fiery option that helps to automate and streamline labor-intensive prepress tasks - requires Fiery E-22B Color Controller.
  - (32) Fiery Compose: Fiery option that provides intuitive tools that make advanced document preparation simple and quick - requires Fiery E-22B Color Controller.
  - (33) EFI Hot Folders: Fiery option that enables the creation of special folders that can assign a group of print options- requires Fiery E-22B Color Controller.
  - (34) Spot-On: Fiery option that enables you to reproduce custom or spot colors - requires Fiery E-22B Color Controller.
  - (35) Auto Trapping: Fiery option that provides a fast and simple way to ensure that your image output is always the best that it can be- requires the Fiery E-22B Color Controller.
  - (36) Fiery CPS v4: Contains Color Profiler v4 software and ES-2000 spectrophotometer: Includes 1 year of phone support- requires the Fiery E-22B Color Controller.

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

### Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

☒

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

- (37) Fiery CPSv4 Software only: For customers that have an ES2000 Spectrophotometer and want Color Profiler v4 software: Includes 1 year of phone support.
- (38) Fiery ES-2000 Spectrophotometer: For customers that only want calibration capability, just the Spectrophotometer.
- (39) EFI Productivity Pack for Fiery E22b E22c: Fiery option aids in workflow productivity - helps meet tight turnaround times/produce top notch color documents while achieving process automation- requires the Fiery E-22B Color Controller .
- (40) Fax Option Type M2: Installation required to enable fax services: 33.6Kbps, approximately 2 Second Transmission Speed, Standard JBIG. Standard 320 Pages Memory. Includes standard Internet Fax (T.37), LAN Fax, IP-Fax (T.38), Fax Forwarding to Email & Paperless Fax function.
- (41) Fax Connection Unit Type M2: Requires Fax Option Type M2, enables users to send and receive faxes on a sub MFP via a main MFP. This option is required on both the Main MFP
- (42) G3 Interface Unit Type M2: Up to two additional lines can be installed. For a maximum total of 3 lines. Requires Fax Option Type M2 .
- (43) 32MB Memory Unit Type B: Increases fax memory to 2,240 pages and fax resolution to 400 x 400 dpi. Requires Fax Option Type M2.
- (44) Copy Data Security Unit Type G: Prevents unauthorized copying of confidential documents that were created on other printers that have this option installed.
- (45) Certified DataOverwrite Security System Type H: This is an ISO 15408 Certified version of DOSS that overwrites Copy, Print, Scanner, and Fax latent data - mainframe is now ISO 15408 Common Criteria certified. This option is no longer required to provide an ISO 15408 Certified version of DOS
- (46) ESP XG-PCS-20D: Optional Power Filter for the MP C6502SP - Ricoh Advanced Technical Support (ATS) recommends the use of Power Protection products to minimize potential electrical interference with products.
- (47) 20 amp power filter: Optional Power Filter for the MP C8002SP - Ricoh Advanced Technical Support (ATS) recommends the use of Power Protection products to minimize potential electrical interference with products.
- (48) GBC StreamPunch Pro: Customer replaceable punch option (note: option color may not match m/f MFP ) - requires Finisher SR4110 - also requires at least (1) die set option.
- (49) Standard use die set options for the GBC StreamPunch Pro - only (1) can be installed inside the GBC StreamPunch Pro at a time: GBC Die Set 21 Hole (Twin Loop Wire 2:1); GBC Die Set 32 Hole (Twin Loop Wire 3:1); or GBC Die Set 44 Hole (Color Coil).
- (50) Production use die set option for the GBC StreamPunch Pro - only (1) can be installed inside the GBC StreamPunch Pro at a time: GBC Pro 44 Hole HD Die Set or GBC 32 Hole Pro Click Die Set.
- (51) Booklet Maker BK5010e: Online/offline production bookletmaker option - requires Finisher SR4110.
- (52) Additional accessory options for the BK5010e Production Bookletmaker - all options require the BK5010e Production Bookletmaker: Trimmer TR5010e, Book Folder BF5010e, CF5010 Cover Feeder.
- (53) BK5010 Rail Unit: Rail unit that helps dock/undock the BK5010e Production Bookletmaker from the SR4110 Finisher - requires the BK5010e Production Bookletmaker.
- (54) Cooling Fan Type M2 (available late 2013): Option for the Finisher SR4090 and the Finisher SR4100 - requires Output Jogger Unit Type M2 - for customers that print coated/thick paper with high color coverages

### PRODUCTION PRINTING

#### Pro 8100EXe / 8100Se / 8110Se / 8120Se

- (1) Printer/Scanner Unit Type S1 (404555) required for printing and scan features.
- (2) Requires the addition of an SR5050 (404548) or SR5060 (404550) Finisher.
- (3) Large Capacity Tray holds 5000 20lb. Bond paper Maximum Letter size. Only 1 LCIT can be added to mainframe
- (4) Large Capacity Tray holds 5000 20lb. Bond paper Maximum Ledger size. Only 1 LCIT can be added to mainframe.
- (5) Internal option to be installed in mainframe.
- (6) Provides 2 or 3 hole Punch Option for SR5060 and SR5050
- (7) Can only be installed in the SR5060.
- (8) For stacking up to 5k sheets of paper. Up to 2 can be configured per engine. Config can end in a stacker
- (9) Extra 5k sheet cart for SK5030 stacker
- (10) To convert drawer 1 to an 11x17 drawer. Reduces capacity by half
- (11) Needed to configure the BY5010 with the RT5100 vacuum feed LCIT



# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

SUPPLEMENT #10

### Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

☒

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |

- (12) Bridge unit used to connect up to 2 Vacuum feed LCIT RT5100. One unit goes between each RT5100
- (13) 4,400 sheet vacuum feed LCIT, can configure up to 2 units, but must include a Bridge Unit (BU5010) between each LCIT
- (14) Compatible with LCIT RT5080 when used with Bridge Unit (BU5010).
- (15) Can only be installed with the Perfect Binder GB5010 (404542)
- (16) RB5020 and GB5010 can not be installed on the same mainframe.
- (17) Option for the Pro 8100EX (404524) only provides Print and Scan capability.
- (18) Postscript option for all Pro 8100s, Pro 8110s, Pro 8120s. Provides Postscript option for Pro 8100EX with Printer/Scanner Unit Type S1 (404555) installed.
- (19) Can be installed on Pro 8100s, Pro 8110s, and Pro 8120s with no additional option. For installation on the Pro 8100EX, the Printer Scanner unit Type S1 (404555) is required.
- (20) requires at least 1 GBC StreamPunch Ultra die set
- (21) only compatible with GBC StreamPunch Ultra die sets
- (22) only compatible with GBC StreamPunch Ultra
- (23) EFI Fiery Print Controller EB-32 for the Pro 8100 series Production Print MFP. No additional options require when connecting to the Pro 8100s, Pro 8110s and Pro 8120s. Print/Scan option EDP: 404555 is require only when configured with a Pro 8100EX (404524).
- (24) Option for viewing print jobs before printing. Also provides controls to BW tone curve and copy tone curves to apply to other EB-32 Fierys.
- (25) This option is for customers that want calibration capability, Only Spectrophotometer is included. This is the same option sold for use with color Fierys.
- (26) FACL Enable license key. Enable Keyboard, Mouse and Monitor to be connected to EB-32. Keyboard, Mouse and Monitor are not included.
- (27) 35 page production booklet maker. Simple book fold only. Must be configured with the SR5050 finisher
- (28) 50 page production booklet maker. Simple book fold only. Must be configured with the SR5050 finisher
- (29) for a field upgrade from a PBM350 to a PBM500
- (30) not compatible with SR5060 booklet maker or TR5040 trimmer
- (31) must include rail unit for configuration
- (32) must be included in Plockmatic PBM350 and PBM500 configurations
- (33) cover inserter is used to feed up to 300gsm covers
- (34) Plockmatic PBM Trim Module for face trim of booklets only
- (35) Plockmatic PBM Book Fold Module for square edge book folding
- (36)Plockmatic PBM Rotate Crease Trim Module for full bleed booklets. Need Plockmatic PBM Trim Module face trim to complete full bleed trim
- (37) Plockmatic BTS4000-1 Belt Stacker Module is an optional accessory to increase output capacity for uninterrupted runs
- (38) ThePlockmatic PBM Rotate Crease Trim Module does not support Off-line work

### Pro 8110e / 8210e

- (1) Requires the addition of an SR5050 (404548) or SR5060 (404550) Finisher or a Stacker unit SK5030 (404656).
- (2) Large Capacity Tray holds 5000 20lb. Bond paper Maximum Letter size. Only 1 LCIT can be added to mainframe
- (3) Large Capacity Tray holds 5000 20lb. Bond paper Maximum Ledger size. Only 1 LCIT can be added to mainframe.
- (4) Internal option to be installed in mainframe. Reccomended when configuring system with Stacker SK5030
- (5) Provides 2 or 3 hole Punch Option for SR5060 and SR5050
- (6) Can only be installed in the SR5060.
- (7) for stacking up to 5k sheets of paper. Up to 2 can be configured per engine. Config can end in a stacker
- (8) Extra 5k sheet cart for SK5030 stacker
- (9) To convert drawer 1 to an 11x17 drawer. Reduces capacity by half
- (10) Needed to configure the BY5010 with the RT5100 vacuum feed LCIT
- (11) Bridge unit used to connect up to 3 Vacuum feed LCIT RT5100. One unit goes between each RT5100

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

SUPPLEMENT #10

### Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

☒

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |

- (12) 4,400 sheet vacuum feed LCIT, can configure up to 2 units, but must include a Bridge Unit (BU5010) between each LCIT
- (13) Compatible with LCIT RT5080 when used with Bridge Unit (BU5010).
- (14) Can only be installed with the Perfect Binder GB5010 (404542)
- (15) RB5020 and GB5010 can not be installed on the same mainframe.
- (16) Postscript option for all Pro 8100s, Pro 8110s, Pro 8120s. Provides Postscript option for Pro 8100EX with Printer/Scanner Unit Type S1 (404555) installed.
- (17) Genuine IPDS for the Pro 8110 and Pro 8120 printer only.
- (18) Requires the purchase of at least one GBC die set
- (19) For use in the GBC StreamPunch Pro EX only
- (20) 35 page production booklet maker. Simple book fold only. Must be configured with the SR5050 finisher or an SK5030 stacker
- (21) 50 page production booklet maker. Simple book fold only. Must be configured with the SR5050 finisher or an SK5030 stacker
- (22) For a field upgrade from a PBM350 to a PBM500
- (23) Not compatible with SR5060 booklet maker or TR5040 trimmer
- (24) Must include rail unit for configuration
- (25) Must be included in Plockmatic PBM350 and PBM500 configurations
- (26) Cover inserter is used to feed up to 300gsm covers
- (27) Plockmatic PBM Trim Module for face trim of booklets only
- (28) Plockmatic PBM Book Fold Module for square edge book folding
- (29) Plockmatic PBM Rotate Crease Trim Module for full bleed booklets. Need Plockmatic PBM Trim Module face trim to complete full bleed trim
- (30) Plockmatic BTS4000-1 Belt Stacker Module is an optional accessory to increase output capacity for uninterrupted runs
- (31) The Plockmatic PBM Rotate Crease Trim Module does not support Off-line work
- (32) EFI Fiery Print Controller EB-32 for the Pro 8100s MFP series and the PRo 8110/8120 Printer series.
- (33) Option for viewing print jobs before printing. Also provides controls to BW tone curve and copy tone curves to apply to other EB-32 Fierys.
- (34) This option is for customers that want calibration capability, Only Spectrophotometer is included. This is the same option sold for use with color Fierys.
- (35) FACL Enable license key. Enable Keyboard, Mouse and Monitor to be connected to EB-32. Keyboard, Mouse and Monitor are not included.
- (39) MICR Conversion And Certification, Pro 8110E
- (40) MICR Conversion And Certification, Pro 8120E
- (42) MICR Support, Annual, Pro 8110e, 2nd level, 7x24
- (43) MICR Support, Annual, Pro 8120e, 2nd level, 7x24

### Pro C5100S / C5110S

- (1) requires either an SR4110, SR4100, SR4090 or copy tray M2
- (2) requires either a Fiery E22b or E42b
- (3) Base configuration contains 3,800 sheets of paper capacity
- (4) 4,400 sheet A4 LCT, only 1 LCT can be configured
- (5) 2,200 sheet A3+ LCT, only 1 LCT can be configured
- (6) 1-source interposer available for SR4090 or SR4100 only
- (7) 2-source interposer available for SR4110 only
- (8) Converts Tray 1 from tandem letter tray to support 11 x 17. Reduces tray capacity in half.
- (9) Recommended to configure Tab option in Tray 2 or 3
- (10) Recommended with medias prone to curl or in high humidity environments

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

### Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

☒

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |

- (11) Recommended for printing on coated stocks, or with high toner coverage
- (12) Available for SR4090 and SR4100 only
- (13) Available for SR4110 only
- (14) Nedded to retrieve files scanned to the document server
- (15) Available for SR4090 and SR4100
- (16) TCRU B contains entire fusing section
- (17) Cannot be configured with any other finisher
- (18) Must be configured with either SR4100, SR4110 or SR4090
- (19) Punches only LEF letter-sized paper
- (20) Requires the purchase of at least one GBC die set
- (21) Can only be installed with the SR4110 finisher
- (22) Standard Die Sets will work with both the StreamPunch III and the StreamPunch Pro
- (23) Blank
- (24) Blank
- (25) Blank
- (26) Requires BK501e and TR5010 Trimmer
- (27) Does not support GA Package, only Productivity Pack, all other features are optional, no FACI
- (28) Fiery E-42b includes Graphic Arts Package Basic, spot-on, hot folders, auto trap and is FACI enabled
- (29) Contains Color Profiler v4 software and ES-2000 spectrophotometer: Includes 1 year of phone support
- (30) For customers that have an ES2000 Spectrophotometer and want Color Profiler v4 software: Includes 1 year of phone support
- (31) CPS v.4 includes 1 year phone support, this item is for additional 1 year phone support increments
- (32) For customers that only want calibration capability, just the Spectrophotometer
- (33) Available on both the E-22b and E-42b
- (34) Only available on the E-42b
- (35) Include TotalFlow MakeReady and PrintManager, and one year unlimited phone support at no charge by adding (404475), (404476), (006987MIU).
- (36) TotalFlow MakeReady Bundle (404475), and PrintManager Bundle (404476) is applicable to new system orders only when ordering (404360), (404367).
- (37) Must include 12 month phone support (006987MIU) at no charge when ordering (404475), (404476), or (404473), (404474)
- (38) Extended support options for TotalFlow MakeReady and PrintManager (package or bundle)
- (39) For current Ricoh Print Production customers that want to add TotalFlow MakeReady and TotalFlow PrintManager.
- (40) Requires Windows XP, Vista, 7, (for MakeReady) or Server 2003/2008 (for PrintManager) based computer with at least 2GB RAM and 500MB HDD and internet access.
- (41) Only available on the E22b
- (42) EFI option for the Fiery E22B only
- (43) EFI option for the E42B only. Includes ES-2000 Spectrophotometer and Fiery Impose
- (44) EFI option for the Fiery E42B only. Includes CPS 4.0 w/ 1 year support, Graphic Arts Premium Edition Upgrade, Fiery Impose and Fiery Compose
- (45) cooling option to prevent paper bricking for the SR4100 and SR4090 only
- (46) not compatible with SR4110
- (47) Fiery option for FS100 operating system only
- (48) TCRU A (404588) and TCRU B (404589) required with all mainframes

**Pro C7100 / C7110 / C7100S / C7110S / C7100X / C7110X / C7100SX / C7110SX**



# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

### Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

☒

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

- C7100 - Order On Demand (60-90 Day Lead Time)
- C7100X - Order On Demand (60-90 Day Lead Time)
- C7100SX - Order On Demand (60-90 Day Lead Time)
- C7110SX - Order On Demand (60-90 Day Lead Time)
- CPC Service Plans Do NOT Include Clear or White toner (Must be Ordered Separately)
- (1) requires either an SR5050, SR5060, or a Stacker unit SK5030
- (2) requires either a Fiery E-43A or E-83A
- (3) requires EFI 5th Station Hardware Upgrade Kit 404748
- (4) requires white and/or clear developer type S3 for service installation. for both colors, 5th Station Replacement Kit Type S3 must also be added
- (5) requires TCRU Type A, B and C
- (6) 4,400 sheet A4 LCT, only 1 LCT can be configured per mainframe
- (7) not compatible with Vacuum Feed LCIT RT5100, Bridge Unit (BU5010), Multi Bypass Attachment Kit for RT5100, or Vacuum Feed banner Sheet Tray
- (8) 4,400 sheet vacuum feed LCIT, can configure up to 3 units, but must include a Bridge Unit (BU5010) between each LCIT
- (9) not compatible with LCIT RT5090
- (10) bridge unit used to connect up to 3 Vacuum feed LCIT RT5100. One unit goes between each RT5100
- (11) Vacuum feed oversize sheet tray for use with the RT5100. Can run up to 27" 300gsm coated stock
- (12) only 1 unit per configuration
- (13) not compatible with multi bypass BY5010 or multi bypass oversize sheet tray type S3
- (14) Recommended for printing on coated stocks, or with high toner coverage to avoid bricking of paper
- (15) for stacking up to 5k sheets of paper. Up to 2 can be configured per engine. Config can end in a stacker
- (16) Recommended with medias ne to curl or in high humidity environments
- (17) TCRU A contains customer replaceable parts for IQ and reliability. Mandatory for all mainframes
- (18) TCRU B contains an entire fusing unit Mandatory for all mainframes
- (19) TCRU C contains components to maintain the 5th color. Mandatory on a 5 color units
- (20) bypass tray for up to 13x49" media. 220gsm max, non coated for RT5090 LCIT. To extend plastic tray for oversize media, you must add Multi Bypass Banner Sheet Tray Type S3
- (21) to configure BY5010 with RT5100 vacuum lct, Multi Bypass Attachment Kit for Vacuum Feed LCIT Type S3 must be added. To extend plastic tray for oversize media, you must add Multi Bypass Banner Sheet Tray Type S3
- (22) not compatible with Vacuum Feed Oversize Sheet Tray Type S3 in a single configuration. Only one oversize option per configuration
- (23) needed to configure the BY5010 with the RT5100 vacuum feed LCIT
- (24) plastic extender for BY5010 to accommodate oversize prints
- (25) must be ordered to enable the switch between clear and white toner for customers who order both
- (26) must be ordered for initial installation of 5th color. Either white and/or clear is needed. If both colors are needed, you must include 5th Station Replacement Kit Type S3
- (27) To convert drawer 1 to an 11x17 drawer. Reduces capacity by half
- (28) Extra 5k sheet cart for SK5030 stacker
- (29) 3 hole punch nit for SR5050 and SR5060 finishers
- (30) to assist in the running of tabs from the paper drawers
- (31) Single source cover interposer
- (32) six position multi fold unit
- (33) cannot be configured with Stacker SK5030 or RingBinder RB5020
- (34) must be configured with Transit Pass Unit for Perfect Binder Type S1 and Cover Interposer Tray for Perfect Binder Type S1
- (35) must have Glue Supply Type A for setup and operation

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

SUPPLEMENT #10

### Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

☒

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |

- (36) must be configured with perfect binder GB5010
- (37) Cannot be configured with Perfect binder GB5010
- (38) 100 sheet staple finisher
- (39) Ricoh 20 sheet saddle stitch booklet maker
- (40) Cannot be configured with Plockmatic PBM350 or PBM500 configuration
- (41) booklet Face trim unit for SR5060 only
- (42) requires at least 1 GBC streampunch ultra die set
- (43) only compatible with GBC streampunch ultra die sets
- (44) only compatible with GBC StreamPunch Ultra
- (45) 35 page duction booklet maker. Simple book fold only. Must be configured with the SR5050 finisher or an SK5030 stacker
- (46) 50 page duction booklet maker. Simple book fold only. Must be configured with the SR5050 finisher or an SK5030 stacker
- (47) for a field upgrade from a PBM350 to a PBM500
- (48) not compatible with SR5060 booklet maker or TR5040 trimmer
- (49) must include rail unit for configuration
- (50) must be included in Plockmatic PBM350 and PBM500 configurations
- (51) cover inserter is used to feed up to 300gsm covers
- (52) Plockmatic PBM Trim Module for face trim of booklets only
- (53) Plockmatic PBM Book Fold Module for square edge book folding
- (54) Plockmatic PBM Rotate Crease Trim Module for full bleed booklets. Need Plockmatic PBM Trim Module face trim to complete full bleed trim
- (55) Plockmatic BTS4000-1 Belt Stacker Module is an optional accessory to increase output capacity for uninterrupted runs
- (56) ThePlockmatic PBM Rotate Crease Trim Module does not support Off-line work
- (57) Fiery E-43A FS150 80 controller for C7100 series
- (58) Fiery E83-A FS150 QX controller for C7100 Series
- (59) Must install to enable 5th station printing on the E43-A or E-83A
- (60) software upgrade for E43A only
- (61) Software for Fiery E43A and E-83A
- (62) Contains Color filer v4 software and ES-2000 spectrophotometer: Includes 1 year of phone support
- (63) Contains Color filer v4 software only: Includes 1 year of phone support
- (64) For customers that only want calibration capability, just the Spectrophotometer
- (65) Stand, keyboard, monitor and mouse for Fiery E-43A
- (66) Stand, keyboard, monitor and mouse for Fiery E-83A
- (67) removable HD for Fiery E-43A
- (68) removable HD for Fiery E-43A
- (69) ram upgrade for Fiery E43-A
- (70) additional 1 year support for Color filer V4 software
- (71) Include TotalFlow MakeReady and PrintManager, and one year unlimited phone support at no charge by adding (404475),
- (72) TotalFlow MakeReady Bundle (404475), and PrintManager Bundle (404476) is applicable to new system orders only when ordering (404360), (404367).
- (73) Must include 12 month phone support (006987MIU) at no charge when ordering (404475), (404476), or (404473), (404474)
- (74) Extended support options for TotalFlow MakeReady and PrintManager (package or bundle)
- (75) For current Ricoh Print duction customers that want to add TotalFlow MakeReady and TotalFlow PrintManager.

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

### Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

☒

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

(76) Requires Windows XP, Vista, 7, (for MakeReady) or Server 2003/2008 (for PrintManager) based computer with at least 2GB RAM and 500MB HDD and internet access.

(77) option for FS150 EFI controllers, contains EFI Impose type FS150 and the ES-2000 Spectrophotometer

(78) option for FS150 EFI controllers Contains Impose and Compose Type FS150, CPS 4.X, and the GAPPE for FS150

(79) NOT compatible with: 5th Station Replacement Kit Type S3 (404699) Developer clear (828362) Developer white (828363) EFI 5th Station Hardware Upgrade Kit (404748) or TCRU C (404698)

(80) requires TCRU Type A, B

### Pro C9100 / C9110

(1) requires either an SR5050, SR5060, or a Stacker unit SK5030

(2) requires either a Fiery E-43 or E-83

(3) If ordering C9110 Entrance Unit 404726 you must order C9110 Exit Unit 404727

(4) If ordering C9100 Entrance Unit 404614 you must order C9100 Exit Unit 404615

(5) 30 Amp power filter for C9100 Series. 2 Must be ordered, 1 for entrance unit, 1 for exit unit

(6) requires TCRU Type A, B, C

(7) 4,400 sheet vacuum feed LCIT, can configure up to 3 units, but must include a Bridge Unit (BU5010) between each LCIT

(8) bridge unit used to connect up to 3 Vacuum feed LCIT RT5100. One unit goes between each RT5100

(9) Vacuum feed oversize sheet tray for use with the RT5100. Can run up to 27" 300gsm coated stock

(10) only 1 unit per configuration

(11) not compatible with multi bypass BY5010 or multi bypass oversize sheet tray type S3

(12) Recommended for printing on coated stocks, or with high toner coverage to avoid bricking of paper

(13) for stacking up to 5k sheets of paper. Up to 2 can be configured per engine. Config can end in a stacker

(14) TCRU A contains customer replaceable parts for IQ and reliability. Mandatory for all mainframes

(15) TCRU B contains an entire fusing unit Mandatory for all mainframes

(16) bypass tray for up to 13x49" media. 220gsm max, To extend plastic tray for oversize media, you must add Multi Bypass Banner Sheet Tray Type S3

(17) to configure BY5010 with RT5100 vacuum lct, Multi Bypass Attachment Kit for Vacuum Feed LCIT Type S3 must be added. To extend plastic tray for oversize media, you must add Multi Bypass Banner Sheet Tray Type S3

(18) not compatible with Vacuum Feed Oversize Sheet Tray Type S3 in a single configuration. Only one oversize option per configuration

(19) needed to configure the BY5010 with the RT5100 vacuum feed LCIT

(20) plastic extender for BY5010 to accommodate oversize prints

(21) Extra 5k sheet cart for SK5030 stacker

(22) 3 hole punch nit for SR5050 and SR5060 finishers

(23) to assist in the running of tabs from the paper drawers

(24) Single source cover interposer

(25) six position multi fold unit

(26) cannot be configured with Stacker SK5030 or RingBinder RB5020

(27) must be configured with Transit Pass Unit for Perfect Binder Type S1 and Cover Interposer Tray for Perfect Binder Type S1

(28) must have Glue Supply Type A for setup and operation

(29) must be configured with perfect binder GB5010

(30) Cannot be configured with Perfect binder GB5010

(31) 100 sheet staple finisher

(32) Ricoh 20 sheet saddle stich booklet maker

(33) Cannot be configured with Plockmatic PBM350 or PBM500 configuration

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

### Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

☒

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

- (34) booklet Face trim unit for SR5060 only
- (35) requires at least 1 GBC streampunch ultra die set
- (36) only compatible with GBC streampunch ultra die sets
- (37) only compatible with GBC StreamPunch Ultra
- (38) 35 page production booklet maker. Simple book fold only. Must be configured with the SR5050 finisher or an SK5030 stacker
- (39) 50 page production booklet maker. Simple book fold only. Must be configured with the SR5050 finisher or an SK5030 stacker
- (40) for a field upgrade from a PBM350 to a PBM500
- (41) not compatible with SR5060 booklet maker or TR5040 trimmer
- (42) must include rail unit for configuration
- (43) must be included in Plockmatic PBM350 and PBM500 configurations
- (44) cover inserter is used to feed up to 300gsm covers
- (45) Plockmatic PBM Trim Module for face trim of booklets only
- (46) Plockmatic PBM Book Fold Module for square edge book folding
- (47)Plockmatic PBM Rotate Crease Trim Module for full bleed booklets. Need Plockmatic PBM Trim Module face trim to complete full bleed trim
- (48) Plockmatic BTS4000-1 Belt Stacker Module is an optional accessory to increase output capacity for uninterrupted runs
- (49) ThePlockmatic PBM Rotate Crease Trim Module does not support Off-line work
- (50) Fiery E-43A FS150 Pro 80 controller for Pro C7100 series
- (51) Fiery E83-A FS150 QX controller for Pro C7100 Series
- (52) software upgrade for E43A only
- (53) Software for Fiery E43A and E-83A
- (54) Contains Color Profiler v4 software and ES-2000 spectrophotometer: Includes 1 year of phone support
- (55) Contains Color Profiler v4 software only: Includes 1 year of phone support
- (56) For customers that only want calibration capability, just the Spectrophotometer
- (57) Stand, keyboard, monitor and mouse for Fiery E-43A
- (58) Stand, keyboard, monitor and mouse for Fiery E-83A
- (59) removable HD for Fiery E-43
- (60) removable HD for Fiery E-83
- (61) ram upgrade for Fiery E43
- (62) SW upgrade bundle for E43 includes ES-2000 Spectrphotometer and Impose FS150
- (63) SW upgrade bundle for E43 includes GAPPE, CPS4.X, ES-2000 Spectrphotometer, Impose FS150, Compose FS150

### MONOCHROME LASER PRINTERS

#### SP 311DNw

1) SP 311DNw: 30-ppm Laser Printer; 360MHz print controller; Ethernet 10/100-Base-TX Interface; 128MB memory; PCL6. Standard IEEE 802.11b/g/n Wireless LAN; USB 2.0. 250-sheet tray + 50-sheet Bypass. Standard Automatic Duplexing. Ships with a starter toner cartridge, yield approximately 1,000 pages. All other consumables ship at full yield.

#### SP 3600DN

- 1) 31-PPM Desktop Printer. Main unit includes a 4-line LCD Panel, 250-sheet Paper Tray, 100 sheet Bypass Tray, 256MB RAM and integrated Duplex. Adobe PostScript 3, Ethernet and USB 2.0 connectivity is provided standard. Ships with Starter Toner that yields 1,500 prints (ISO/IEC 19752)
- 2) A maximum of One (1) Optional Paper Feed Units may be added for a maximum paper capacity of 850 sheets including the standard Paper tray and Bypass Tray.
- 3) Supports paper sizes up to 8.5" x 14" and paper weights up to 43 lb Bond/90 lb Index.

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

☒

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

- 4) 250-sheet Paper Feed Unit.
- 5) 500-sheet Paper Feed Unit
- 6) Raises the system to an optimal height for floor placement. This versatile cabinet is adjustable and supports all approved Main Unit/Paper Tray configurations. Provides added storage for paper and extra supplies.

**SP 3500N/SP3510DN**

- 1) SP 3500N and SP3510DN are User/Service Installable. 30 ppm B&W printer, Includes 250 x 1 Paper Tray, 50 Sheet Bypass Tray, 64MB RAM Memory for printer, USB2.0 Interface, Network Interface Board (10/100Base-TX Ethernet). Includes starter AIO print cartridge (yield: 1,500 pages). Note: Replacement cartridge yield: 2,500 or 6,400 page cartridge yield available. 2) SP3510DN has duplex printing/copying capability. Copying is from 1 sided documents to 2 sided. User/Service Installable. 250 Sheet optional paper tray. Only one additional tray can be installed. Letter or Legal size paper.
- 2) SP3510DN has duplex printing/copying capability. Copying is from 1 sided documents to 2 sided.
- 3) Paper Feed Unit TK1080 is User/Service Installable. 250 Sheet optional paper tray. Only one additional tray can be installed. Letter or Legal size paper.

**SP4510DN / SP4520DN**

- 1a) 42-PPM A4 Desktop Printer. Main unit includes a 4-line LCD Panel, 500-sheet Paper Tray, 100 sheet Bypass Tray, 512MB RAM and integrated Duplex. Adobe PostScript 3, Gigabit Ethernet and USB 2.0 connectivity is provided standard. Ships with Starter Toner that yields 6,000 prints (ISO/IEC 1
- 1b) 42-PPM A4 Desktop Printer. Main unit includes a 4.3" Color Touch Panel, USB and SD Card Ports, 500-sheet Paper Tray, 100 sheet Bypass Tray, 512MB RAM and integrated Duplex. Adobe PostScript 3, Gigabit Ethernet and USB 2.0 connectivity is provided standard. Ships with Starter Toner th
- 2) A maximum of Two (2) Optional Paper Feed Units may be added for a maximum paper capacity of 1,600 sheets including the standard Paper tray and Bypass Tray.
- 3) Supports paper sizes up to 8.5" x 14" and paper weights up to 43 lb Bond/90 lb Index.
- 4) 250-sheet Paper Feed Unit.
- 5) 500-sheet Paper Feed Unit
- 6) Raises the system to an optimal height for floor placement. This versatile cabinet is adjustable and supports all approved Main Unit/Paper Tray configurations. Provides added storage for paper and extra supplies.
- 7) One open interface board slot is available. Wireless LAN or Parallel Interface may be installed.
- 8) For environments that require Parallel connectivity.
- 9) This option allows you to connect the device to an IEEE 802.11 a/b/g/n wireless LAN.
- 10) The Hard Disk Drive (HDD) transforms the Printer into an information portal. The HDD is required for Locked/Hold/Sorted Print, Sort/Stack, Print from USB/SD Card (SP 4520DN only). Data Overwrite and HDD Encryption are available when the HDD is installed.
- 11) Increases the memory to 1.5 GB and allows you to use the Browser option and Extended Features.
- 12) This options enables direct printing of XPS format documents.
- 13) For use in AS/400 environments. Additional Memory and Hard Disk Drive required.
- 14) Provides the ability to browse the Internet and print the Web pages displayed on the control panel. Required for ICE. HDD and additional Memory must also be installed for the Browser option to work.
- 15) The VM Card enables the installation of embedded software applications. HDD and additional Memroy must also be installed.

**Ricoh SP 5200DN/SP 5210DN**

- 1) 47-PPM Black & White printer. Mainframe includes 550-sheet Paper Tray, 100 sheet Bypass Tray, 256MB RAM and integrated Duplex. Ships with a Starter AIO Print Cartridge that yields 6K prints.
- 2) 52-PPM Black & White printer. Mainframe includes 550-sheet Paper Tray, 100 sheet Bypass Tray, 768MB RAM, 80GB Hard Disk Drive with Data Overwrite and Encryption and integrated Duplex. Ships with a Starter AIO Print Cartridge that yields 6K prints.
- 3) 550-sheet Capacity. Up to 4 Optional Paper Feed Units may be installed for a maximum paper capacity of 2,850 sheets.
- 4) No more than 3 optional Paper Feed Unit TK1120/TK1120L/TK1120T may be installed at one time.
- 5) The assistance of a technician is required when installing all 4 optional Paper Feed Units.
- 6) TK1120L includes a Lock for securing sensitive or expensive paper.
- 7) TK1120T includes Teflon tape for improved feeding of label media.
- 8) TK1130 with Casters must be installed anytime the device will be placed directly on the floor.
- 9) This option is for the SP 5200DN only.



# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

☒

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

- 10) Hard Disk Drive includes DOSS and Data Encryption.
- 11) One available slot. Max capacity is 768MB.
- 12) One optional Interface port is available.
- 13) Required to run Java based applications
- 14) For use in AS/400 environments.
- 15) Tall Cabinet is recommended for use with standard mainframe when no optional Paper Feed Units are installed.
- 16) Medium Cabinet is recommended for use when Mainframe is configured with 1 or 2 optional Paper Feed Units.

**Ricoh SP 5300DN/SP 5310DN**

- 1) 52-PPM A4 B/W Laser Printer. Main unit has a 4-line LCD Panel, 500-sheet Paper Tray, 100 sheet Bypass Tray, integrated Duplex and 2 GB RAM. Adobe PostScript 3, Gigabit Ethernet and USB 2.0 connectivity is provided standard. Ships with Starter Toner that yields 10,000 prints (ISO 19752).
- 17) 62-PPM A4 B/W Laser Printer. Main unit has a 4-line LCD Panel, 500-sheet Paper Tray, 100 sheet Bypass Tray, integrated Duplex and 2 GB RAM. Adobe PostScript 3, Gigabit Ethernet and USB 2.0 connectivity is provided standard. Ships with Starter Toner that yields 10,000 prints (ISO 19752).
- 2) 500-sheet capacity. Supports paper sizes up to 8.5" x 14" and paper weights up to 59 lb. Bond/120 lb. Index. A maximum of 4 additional Paper Feed Units may be added to the mainframe for a maximum paper capacity of 2,600 sheets.
- 3) Caster Table is required when the maximum of four (4) optional Paper Feed Units (Type PB1100) are installed for a floor standing configuration.
- 4) Recommended when two (2) additional Paper Feed Units (Type PB1100) are added for a floor-standing configuration.
- 5) Recommended when three (3) additional Paper Feed Units (Type PB 1100) are added for a floor-standing configuration.
- 6) One open interface board slot is available. Wireless LAN, Parallel Interface, USB Device Server, or Extended USB may be installed.
- 7) This option allows you to connect the device to an IEEE 802.11 a/b/g/n wireless LAN.
- 8) For environments that require Parallel connectivity.
- 9) This option provides an additional Network Port, which allows the printer to reside on two networks simultaneously.
- 10) Provides an additional USB Type B port / connection for printing.
- 11) The Hard Disk Drive (HDD) transforms the Printer into an information portal. The HDD is required for Locked/Hold/Stored Print. Data Overwrite and HDD Encryption are available when the HDD is installed.
- 12) This option enables direct printing of XPS format documents.
- 13) For use in AS/400 environments. Hard Disk Drive required.
- 14) The VM Card enables the installation of embedded software applications. Hard Disk Drive required.
- 15) The ESP XG-PCS-15D power filter provides multi-stage power protection as well as line conditioning. Ricoh Advanced Technical Support (ATS) recommends the use of Power Protection products to minimize potential electrical interference with products.
- 16) The ESP AC1 power filter provides multi-stage power protection for output devices. Ricoh Advanced Technical Support (ATS) recommends the use of Power Protection products to minimize potential electrical interference with products.

**Ricoh SP 6430DN**

- 1) 38 PPM black & white printer with automatic duplex capability. Mainframe includes 500-sheet Paper Tray, 100 sheet Bypass Tray, and 512MB RAM.
- 2) 500 sheet capacity. Up to 3 TK2010 Paper Feed Units can be installed for a maximum paper capacity of 2100 sheets including the standard Paper Tray and Bypass Tray.
- 3) Raises the system to an optimal height for floor placement. This versatile cabinet is adjustable and supports all approved main unit / paper tray configurations. Provides storage for paper and replacement supplies.
- 4) One Memory slot is available. Replace the standard 512MB DIMM with the 1GB Memory DIMM to enable extended features (ie; "Rotate Printing").
- 5) The Hard Disk Drive (HDD) transforms the printer into an information hub. The HDD is required for Locked/Hold/Stored Print. Data Overwrite and HDD Encryption are available when the HDD is installed.
- 6) One open interface board slot is available. Parallel Interface, Wireless LAN, or USB Device Server may be installed. Only one of these additional connectivity options can be installed on the printer.
- 7) For environments that require parallel connectivity.
- 8) This option allows you to connect the device to an IEEE 802.11 a/b/g/n wireless LAN.
- 9) The VM Card enables the installation of embedded Java based software applications. The HDD and 1GB memory must be installed.
- 10) This option enables direct printing of XPS format documents.
- 11) This option can hold an additional IP address which allows the printer to reside on two networks simultaneously.

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

☒

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

**Aficio SP 8300DN**

- (1) SP 8300DN is a 50-PPM Black & White Laser Printer. User/Service Installable. Requires two people to lift printer. Includes 4.3" color touch screen display with integrated USB 2.0 Type A host port and SD Card slot, 2 x 550-sheet paper trays, 100-sheet bypass tray, automatic duplexing, 500-sheet output tray, 512 MB RAM memory, 10/100BaseTX Ethernet, High Speed USB 2.0, 2 USB Host I/Fs. Also, includes full 36,000 yield toner cartridge.
- (2) Paper Feed Unit PB3130 is User/Service Installable. Requires two people to lift printer and sit on the printer PFU. Two trays @550-sheet each. Holds up to 11"x17" paper. Cannot be installed with 2,000-sheet Large Capacity Tray. Cannot be installed with 2,000-sheet Large Capacity Tray. Cannot be used with FAC 56 cabinet.
- (3) LCIT PB3140 is User/Service Installable. Requires two people to lift printer and sit on the 2,000-sheet Large Capacity Tray. Contains two side-by-side 1,000-sheet trays, each fixed for letter size. Can be installed with 1,200-sheet Large Capacity Tray. Cannot be installed with 550 x 2 PFU or FAC 56 cabinet.
- (4) LCIT RT3020 is installed on right-side of the Printer; requires configuration with 2,000-sheet LCT or 550x2 Paper Feed Unit.
- (5) Finisher SR3090 requires configuration with Bridge Unit (BU3060) and Two Tray Paper Feed Unit (PB3130), Large Capacity Tray (PB3140), or Large Cabinet Stand FAC 56.
- (6) Finisher SR3120 is User/Service installable. May requires two people to lift finisher. Require configuration with Bridge Unit (BU3060) and two-tray Paper Feed Unit (PB3130), Large Capacity Tray (PB3140), or Large Cabinet Stand FC56.
- (7) The Bridge Unit (BU3060) is a required accessory when the main unit is to be configured with either Finisher. The Bridge Unit transports pages from the printer's standard exit area into a Finisher for online stapling, punching, and/or folding.
- (8) The Hole Punch Unit Type PU3030NA is optional for the 3,000 Sheet Finisher Type SR3120 only and installs inside the finisher.
- (9) The Output Jogger Unit Type 9002A is optional for the 3,000-sheet Finisher only. It taps sheets in the Shift Tray into aligned sets for stacking or off-line binding.
- (10) FAC56 Cabinet installs beneath main unit. FAC 56 Cabinet Stand FAC 56 must be selected when the printer main unit is to be configured with a Finisher, but not a paper supply option.
- (11) 512MB Memory L is Service Installable. Expand RAM to 1.0GB Memory.
- (12) Hard Disk Drive Type 8300 is Service Installable. 120GB Provides for retention of documents in the Printer. Documents can be printed on Demand without sending original to the PC. HDD is required for USB / SD Card printing.
- (13) IEEE802.11a/g Interface Unit Type L is Service Installable. For Wireless LAN Connection. Cannot be installed with Gigabit Ethernet Board or the IEEE 1284 interface board at the same time.
- (14) Gigabit Ethernet Board Type C is Service Installable. Cannot be installed with the IEEE 1284 interface Board at the same time.
- (15) IEEE1284 Interface Board Type A is Service Installable. For use when a Parallel connection is required. Cannot be installed with the Gigabit Ethernet Board or the IEEE 8.2.11 a/b interface unit at the same time. (16) VM Card Type U allows for running of JAVA based applications. Cannot be installed with the Data Overwrite Security Unit.
- (17) IPDS Unit Type 8300 is for use in AS/400 environments.

**Aficio SP 9100DN**

- (1) Copy tray Type 2075 is required if no other output option (finisher) is selected.
- (2) Output Jogger Unit Type 1075 is compatible with the SR842 only.
- (3) Cover Interposer Tray Type 3260 supports either the SR842 OR SR400 finishers.
- (4) Output Jogger Unit Type 3260 is compatible with the SR4000 only.
- (5) LCT RT43 requires LCT Connection Unit Type A for installation.
- (6) 2/3-Hole Punch Kit Type 1075 is compatible with the SR842 only.
- (7) Punch Unit Type 3260 is compatible with the SR4000 only.
- (8) Only one of the following Interface options can be installed: IEEE 802.11b Interface Unit Type I; USB Host Interface; IEEE1284 Interface Board Type A.
- (9) USB Host Interface is only usable by a Ricoh Developer Program member for external device development.
- (10) VM Card Type D is used for adding Java applications integrated into the device by Ricoh Developer Program members.



# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

☒

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |

**COLOR LASER PRINTERS**

**SP C250DN / SP C252DN**

- (1) 21 PPM for color and monochrome prints. Mainframe includes 250-sheet Paper Tray, 1-sheet Bypass Tray, 128MB RAM, IEEE802.11b/g/n, standard Duplex printing and PictBridge. Ships with All-in-One Toner Cartridges that yield 1,000 prints.
- (2) 21 PPM for color and monochrome prints. Mainframe includes 250-sheet Paper Tray, 1-sheet Bypass Tray, 128MB RAM, IEEE802.11b/g/n, standard Duplex printing and PictBridge. Ships with All-in-One Toner Cartridges that yield 1,000 prints.
- (3) 500-sheet capacity. One optional Paper Feed Unit may be added to the mainframe.

**SP C320DN**

- 1) The Ricoh Aficio SP C320DN 26-ppm Color and Black & White Printer ships with standard 384 MB memory; Integrated duplex; 500-Sheet Paper Tray; 100-sheet Bypass Tray
- 2) 500 sheet capacity. Only one tray may be added.
- 3) Optional 256 MB memory module can be added. Only one slot is available. Optional Memory or HDD is required for Collation.
- 4) Optional 512 MB memory module can be added. Only one slot is available. Optional Memory or HDD is required for Collation.
- 5) Option for Parallel connections. Only one optional interface may be installed.
- 6) Wireless LAN option. Supports IEEE 802.11a/g standard. Wireless LAN is WPA compliant. Only one optional interface may be installed.
- 7) Optional Gigabit Ethernet Interface. The printer's standard Ethernet and USB 2.0 ports are not available when the Gigabit Ethernet Board is installed. Instead, you can use the Ethernet and USB 2.0 ports mounted on the Gigabit Ethernet Board.
- 8) Required to run Java based applications. Memory Unit Type I (512 MB) is required.
- 9) For use in environments running Novell Netware.
- 10) 80GB Hard Disk Drive. Data Overwrite and HDD Encryption are available when the HDD is installed. HDD is required for Job Spooling, Sample/Locked/Hold/Stored Print. HDD or Optional Memory is required for Collation.
- 11) Maintenance Kit consists of the Fusing Unit and Transfer Roller.

**Ricoh SPC430DN/SPC431DN/SPC431DN-JS**

- 1) 37-PPM for color and monochrome prints. Mainframe includes 550-sheet Paper Tray, 100 sheet Bypass Tray, 384MB RAM and integrated Duplex. Ships with Starter Toner that yields 3K prints @5% coverage.
- 2) 42-PPM for color and monochrome prints. Mainframe includes 550-sheet Paper Tray, 100 sheet Bypass Tray, integrated Duplex, 768MB RAM and 80GB Hard Disk Drive standard. Ships with Starter Toner that yields 3K prints @5% coverage.
- HC) Mobile printing solution. Includes One-Year subscription to the PrinterOn Mobile Printing Service. 42-PPM for color and monochrome prints. Mainframe includes 550-sheet Paper Tray, 100 sheet Bypass Tray, 768MB RAM, 80GB Hard Disk Drive and integrated Duplex. Ships with Starter Toner t
- 3) 550-sheet capacity. Up to 3 Paper Feed Units may be added to mainframe. The Caster Table Type C is recommended with adding 2 or more Paper Feed units.
- 4) Specialty Paper Feed Unit with Teflon tape. 550-sheet capacity. Up to 3 Paper Feed Units may be added to mainframe. The Caster Table Type C is recommended with adding 2 or more Paper Feed units.
- 5) SP C430DN has one slot. A maximum of 768MB may be installed. Additional memory is recommended for duplex printing 8.5" x 14" documents, high resolution printing. Additional memory is required for collation.
- 5) SP C430DN has one slot. A maximum of 768MB may be installed. Additional memory is recommended for duplex printing 8.5" x 14" documents, high resolution printing. Additional memory is required for collation.
- 6) 80GB Hard Disk Drive. HDD is required for Job Spooling, Sample Print, Locked/Secure Print, HDD Hold & Storage Print, Stored Print, Stored Print (Shared) and Cover Sheet features. HDD or Optional Memory is required for Sorting.
- 7) Encrypts data stored on Hard Disk Drive and NVRAM.
- 8) Overwrites latent data stored on HDD so the data can not be re-created.
- 9) Wireless LAN option. Supports IEEE 802.11a/g standard. Wireless LAN is WPA compliant. Only one optional interface may be installed.
- 10) Optional Gigabit Ethernet Interface. The printer's standard Ethernet and USB 2.0 ports are not available when the Gigabit Ethernet Board is installed. Instead, you can use the Ethernet and USB 2.0 ports mounted on the Gigabit Ethernet Board.
- 11) Option for Parallel connections. Only one optional interface may be installed.
- 12) Required to run Java based applications.
- 13) Required when the SP C430DN/SP C431DN is configured with additional Paper Feed Units to create a floor standing printer. Provides added stability to floor-standing configurations.
- 14) Raises the SP C430DN/SP C431DN to a comfortable height for floor-standing configuration. For use with printer base unit only.
- 15) Raises the SP C430DN/SP C431DN to a comfortable height for floor-standing configuration. Recommended when configuring the printer with one 550-sheet Paper Feed Unit.

**Ricoh SPC435DN**

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

- 1) 37-PPM A4 Color Laser Printer. Main unit has a 4-line LCD Panel with 12-key alphanumeric keypad, 550-sheet Paper Tray, 100 sheet Bypass Tray, integrated Duplex and 1 GB RAM. Adobe PostScript 3, Gigabit Ethernet and USB 2.0 connectivity is provided standard. Ships with Starter Toner that
- 2) 550-sheet capacity. Supports paper sizes up to 8.5" x 14" and paper weights up to 59 lb. Bond/120 lb. Index. A maximum of 3 Paper Feed Units may be added to the mainframe for a maximum paper capacity of 2,300 sheets.
- 3) Caster Table Type C (406755) is required when the maximum of three (3) optional Paper Feed Units (Type PB1020) are installed.
- 4) Raises the SP C435DN to a comfortable height for floor-standing configuration. For use with printer base unit only.
- 5) Raises the SP C435DN to a comfortable height for floor-standing configuration. Recommended when configuring the printer with one or two optional 550-sheet Paper Feed Unit.
- 6) One open interface board slot is available. Wireless LAN, Parallel Interface or USB Device Server may be installed.
- 7) For environments that require Parallel connectivity.
- 8) This option allows you to connect the device to an IEEE 802.11 a/b/g/n wireless LAN.
- 9) This option can hold an additional Network Port, which allows the printer to reside on two networks simultaneously.
- 10) The Hard Disk Drive (HDD) transforms the Printer into an information portal. The HDD is required for Locked/Hold/Stored Print. Data Overwrite and HDD Encryption are available when the HDD is installed.
- 11) For use in AS/400 environments. Hard Disk Drive required.
- 12) The VM Card enables the installation of embedded software applications. Hard Disk Drive required.
- 13) Ricoh Advanced Technical Support (ATS) recommends the use of Power Protection products to minimize potential electrical interference with products.

**Ricoh SPC440DN**

- 1) 42-PPM A4 Color Laser Printer. Main unit has a 4-line LCD Panel with 12-key alphanumeric keypad, 550-sheet Paper Tray, 100 sheet Bypass Tray, integrated Duplex and 1 GB RAM. Adobe PostScript 3, Gigabit Ethernet and USB 2.0 connectivity is provided standard. Ships with Starter Toner that
- 2) 550-sheet capacity. Supports paper sizes up to 8.5" x 14" and paper weights up to 59 lb. Bond/120 lb. Index. A maximum of 3 Paper Feed Units may be added to the mainframe for a maximum paper capacity of 2,300 sheets.
- 3) Caster Table Type C (406755) is required when the maximum of three (3) optional Paper Feed Units (Type PB1020 and/or PB1020T) are installed.
- 4) Raises the SP C440DN to a comfortable height for floor-standing configuration. For use with printer base unit only.
- 5) Raises the SP C440DN to a comfortable height for floor-standing configuration. Recommended when configuring the printer with one or two optional 550-sheet Paper Feed Unit.
- 6) One open interface board slot is available. Wireless LAN, Parallel Interface or USB Device Server may be installed.
- 7) For environments that require Parallel connectivity.
- 8) This option allows you to connect the device to an IEEE 802.11 a/b/g/n wireless LAN.
- 9) USB Device Server allows a user to connect the device to two (2) LANs simultaneously.
- 10) The Hard Disk Drive (HDD) transforms the Printer into an information portal. The HDD is required for Locked/Hold/Stored Print. Data Overwrite and HDD Encryption are available when the HDD is installed.
- 11) This options enables direct printing of XPS format documents.
- 12) For use in AS/400 environments. Hard Disk Drive required.
- 13) The VM Card enables the installation of embedded software applications. Hard Disk Drive required.

**Ricoh Aficio SP C830DN / 831DN**

- (1) Aficio SP C830DN = 45-ppm for color and monochrome prints. Mainframe includes 2 x 550-sheet Paper Tray, 100-sheet Bypass Tray, 512MB RAM, USB Host Interface and integrated Duplex. Ships with Starter Toner that yields 10K prints for monochrome and 8K for color.
- (1a) Aficio SP 831DN = 55-ppm for color and monochrome prints. Mainframe includes 2 x 550-sheet Paper Tray, 100-sheet Bypass Tray, 512MB RAM, integrated Duplex, USB Host Interface and 250GB Hard Disk Drive. Ships with Starter Toner that yields 10K prints for monochrome and 8K for color. integrated Duplex. Ships with Starter Toner that yields 10K prints for monochrome and 8K for color.
- (2) Intentionally left blank
- (3) Paper Feed Unit PB3120 is a 1 x 550-sheet capacity Paper Feed Unit. May be added to the SP C830DN and SP C831DN.
- (4) Paper Feed Unit PB3130 is a 2 x 550-sheet capacity Paper Bank.
- (5) LCIT PB3140 is a 2,000-sheet Large Capacity Tray. Supports Letter/A4 paper size.
- (6) LCIT RT3020 is a 1,200-sheet Large Capacity Tray. Supports Letter paper size. May be added to the SP C830DN and SP C831DN with PB3130 or PB3140 only.
- (7) SR3110 is a 2,000-Sheet Booklet Finisher. This option requires the addition of the BU3060 Bridge Unit and PB3130 Two Tray Paper Bank or PB3140 LCT, or FACS52 Cabinet to attach properly.

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

☒

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

- (8) SR3120 is a 3,000-Sheet Finisher. This options requires the addition of the BU3060 Bridge Unit and PB3130 Two Tray Paper Bank or PB3140 LCT, or FACS52 Cabinet to attach properly.
- (9) Bridge Unit BU3060 required to install Finisher options.
- (10) Punch Kit PU3030 NA is a 2/3-hole Punch compatible with both Finishers.
- (11) Output Jogger Unit Type 9002 attaches to Finisher SR3120. Taps sets into alignment for easy transfer to off-line finishing equipment
- (12) Mail box Type CS3000 is a 4-bin mailbox; provides individual bins for separate users or jobs. Can be configured with base unit or with either Finisher.
- (13) Memory Unit Type J 512MB = One (1) slot is accessible. Additional memory is recommended for duplex printing Legal and A3 documents at high resolutions as well printing banners at high resolutions. Additional memory is required for Job Spooling and Sub Paper Size support. A maximum of 1.5GB may be installed.
- (14) Memory Unit Type O 1GB = One (1) slot is accessible. Additional memory is recommended for duplex printing Legal and A3 documents at high resolutions as well printing banners at high resolutions. Additional memory is required for Job Spooling and Sub Paper Size support. A maximum of 1.5GMB may be installed.
- (15) Hard Disk Drive Type 830 is a 250GB Hard Disk Drive. HDD is required for Sample Print, Locked/Secure Print, HDD Hold & Storage Print, Stored Print, Stored Print (Shared) and Cover Sheet features. Optional HDD may only be installed on the SP C830DN Series. The HDD is standard on the SP C831DN
- (16) IEEE802.11a/g Wireless Interface Unit Type L is a Wireless LAN option. Supports IEEE 802.11a/g standard. Wireless LAN is WPA compliant. Only one optional interface may be installed.
- (17) IEEE1284 Interface Board Type A = maximum of one (1) optional interface board can be installed.
- (18) Gigabit Ethernet Board Type D = The printer's Ethernet and USB 2.0 ports are not available when the Gigabit Ethernet is installed. Instead, you can use the Ethernet and USB 2.0 ports mounted on the Gigabit Ethernet Board.
- (19) VM Card Type U permits for the design and implementation of customized and specialized workflow applications.
- (20) Camera Direct Print Card Type J = Connect your PictBridge enabled digital still camera directly to the SP C830DN / SP C831DN without the need for a PC.
- (21) Caster Table Type D is recommended when the printer main unit is configured with PB3120 (one tray paper feed unit)
- (22) FACS52 Stand raises the height of the SP C830DN and SP C831DN for configuration with a Finisher.
- (23) IPDS Unit Type c830 Required in IBM environments to print IPDS data; compatible with model SP C830DN and SP C831DN printer.

**GELJET PRINTERS**

**Aficio SG 3100SNw/3110SFNw**

- 1) SG 3110SNw is a 29-PPM Color and Black & White 3-in-1 MFP. Print, Copy and Scan. Mainframe includes 250-sheet Paper Tray, 128MB RAM, Duplex and Wireless.
- 2) SG 3110SFNw 29-PPM Color and Black & White 4-in-1 MFP. Print, Copy, Scan and Fax. Mainframe includes 250-sheet Paper Tray, 128MB RAM, Duplex and Wireless.
- 3) Multi-Bypass Tray VY1040 has 100-sheet Capacity. Required for feeding thick media up to 68lb Bond/140lb Index and Banner media up to 51.
- 4) Paper Feed Unit TK1160 has 250-sheet Capacity. Up to 2 Optional Paper Feed Units may be installed.
- 5) SG 3110SNw/FNw come equipped with starter toner; yield is 600 for each color.

**Aficio SG 3110DN/DNw**

- 1) SG 3110DN is a 29-PPM Color and Black & White printer. Mainframe includes 250-sheet Paper Tray, 128MB RAM and Duplex.
- 2) SG 3110DNw is a 29-PPM Color and Black & White printer. Mainframe includes 250-sheet Paper Tray, 128MB RAM, Duplex and Wireless connectivity.
- 3) Multi-Bypass Tray VY1040 has 100-sheet Capacity. Required for feeding thick media up to 68lb Bond/140lb Index and Banner media up to 51".
- 4) Paper Feed Unit TK1160 has 250-sheet Capacity. Up to 2 Optional Paper Feed Units may be installed.
- 5) SG 3110DN/DNw come equipped with starter toner; yield is 600 for each color.

**WIDE FORMAT**

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

### Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

☒

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |

#### **MP W3601**

(1) Mainframe ships as a copier. PlotWorks software is also included and should be installed for advanced users that want more functionality than print and copy. Requires either Roll Feeder Type 3601A or Type 3601B.

(1) Mainframe ships as a copier. Requires either Roll Feeder Type 3601A or Type 3601B.

(2) The Roll Feeder Type 3601A (EDP#415435) cannot be upgraded to the Roll Feeder Type 3601B (EDP#415438)

(3) Roll Feeder Type 3601B - The two roll table cannot be changed to a one roll table.

(4) Table Type 240 - The table provides manual copy sheet feeding and includes copy stacking but no rolls or paper tray for automatic feeding.

(5) Paper Cassette Type 240 - Paper Cassette Tray only available with a one or two roll feeder. It can hold paper up to 12" x 18"

(6) Rear Stacker - Rear Stacker requires either Roll Feeder Type 3601A or Roll Feeder Type 3601B.

(7) Roll Holder Type A - Roll holders provide additional flange inserts to be used for extra paper rolls

(8) Printer Option Type W3601 - Printer Option W3601 requires either Roll Feeder Type 3601A or Roll Feeder Type 3601B.

(9) Scanner Option Type W3601 - Scanner Option Type 3601 requires File Format Converter (EDP#415506)

(10) File Format Converter Type F - File Format Converter (FFC) requires Scanner Option Type 3601 (EDP#415444)

(11) VM Card Type E (EDP#420302) must be used with the Printer Option Type 3601 (EDP#415441)

(12) Gigabit Ethernet Type B - Gigabit Ethernet Board Type B enables connection to 1000 Base-TX network

(13) IEEE802.11b/g Interface Unit Type J (EDP#414008) allows users to set up a wireless LAN. Cannot be used concurrently with Gigabit Board Type B.

(14) USB2.0/SD Slot Type E - USB2.0/SD Slot Type E requires the Scanner Option Type W3601 (EDP#415444)

(15) Print Copy Tool and Print Copy Tool Option D require a client PC and admin PC to install the dongle and software.

#### **MP W6700**

(1) Attach this to the front or back of the machine. You can stack a large number of prints on it.

(2) Attach to the back to catch large stacks of originals

(3) Extra option for ease of roll paper change with the need to change holders for each paper.

(4) Extra option for ease of hanging large originals when copying.

(5) Required for wireless LAN.

(6) Recommended

(7) Required for external counting hardware.

(8) Required for OCR scanned documents.

(9) "Print Tool" is a utility which enables centralized management of vast amounts of references and drawings. You can print Calcomp, and other CAD files in an environment where a CAD application is not installed. □

(10) PrintCopyTool Option Type D 2015 allows for use of DWG, DXF, DWF formats.

#### **MP W7100 / MP W8140**

(1) 007138MIU required for both W7100 and W8140. Allow for clean power filtration.

(2) Increases the roll capacity from standard 2 rolls to 4 rolls total. Cannot be combined with 417295

(3) Cannot be combined with 417295

(4) Cannot be combined with 417292

(5) Adds two cassette trays to hold up to 18" x 24" (C Size) cut sheet paper.

(6) Provides Novell Netware 6.5 SP6 with Novell Client 4.9 SP3

(7) Only available with use with MP W8140 and provides a stand for scanner and cover for the copier to create a 2 footprint printer/scanner. Maximum distance between printer and scanner separation unit is 2.3ft.

(8) Stacks up to 100 E-size sheets. Can be attached to either the front or the back of the machine.



# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

☒

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |

- (9) The Original/Copy Catch Tray is an adjustable tray. It can be used for either catching originals or copies/prints.
- (10) Roll holders provide additional flange inserts to be used for extra paper rolls.
- (11) Obtains HTML data from a server and displays on the unit operation panel, which is used with solutions that require HTML.
- (12) Holds 100 originals on the front of the machines when users make copies

**MP CW2200SP**

- (1) MP CW2200SP includes Mainframe, 1 Roll Paper Unit, Printer and Scanner Kits, DOSS, HDD Encryption, Scan to USB/SD, Print to USB/SD, USB Host, Network interface, 250GB HDD and Front Fabric Catch tray (The standard DOSS included with the mainframe is not ISO 15408 certified). Model ships with enough ink to prime the machine for start up only. Additional ink is required for use upon install.
- (2) MP CW2200SP Stand Required with Mainframe.
- (3) 2 Roll Holder adds additional roll capacity for a total of 2 rolls
- (4) File Format Converter is only needed if users will be printing documents longer than 109" (2,774mm)
- (5) Additional roll holders allow for easy paper handling when multiple paper sizes are being used. The mainframe ships with 2 and an additional 2 are included with the Roll Holder Unit Type M5.
- (6) Browser Unit allows for connection to the Web or Web servers at the device control panel
- (7) Gigabit Ethernet Type B provides 1000/10 base T connection for faster network access
- (8) Copy Data Security Unit Type F prevents unauthorized copies
- (9) IEEE802.11a/g Wireless Type J allows for Wireless Network access

**Pro L4160 / 4130**

- (1) 64" Version Includes Mainframe, take up device, USB 2.0, 100Base-TX interface and Rasterlink Software RIP
- (2) 54" Version Includes Mainframe, take up device, USB 2.0, 100Base-TX interface and Rasterlink Software RIP

**DIGITAL DUPLICATORS**

**DX 3343**

- (1) Either DF Type 20 or Platen Cover Type 1018 required (cannot be used together).
- (2) VC-20 and Printer Unit Type 4545A can not be used together

**DX 3334**

- (1) Mainframe includes 1,000 Sheet Paper Feed Tray, 1,000 Sheet Delivery Tray, Black Drum
- (2) Either the Platen Cover PN2000 (416478) or ADF DF Type 2020 (416554) must be configured with the mainframe.
- (3) Inserts a colored paper strip marker between copied sets.
- (4) The cabinet is recommended to be ordered with the mainframe.
- (5) Required for network printing

**DD 4450**

- (1) Mainframe includes: Black Drum, 1,000 Sheet Paper Feed Tray, 1,000 Sheet Delivery Tray.
- (2) Either Platen Cover Type 3352 (415809) or ADF DF7000 (243259) must be ordered with the mainframe.
- (3) The cabinet is recommended to be ordered with the mainframe.
- (4) Inserts paper marker between copied sets.

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

☒

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |

(5) Required for network printing.

**DD 6650:**

- (1) Mainframe includes: Black Drum, 1,000 Sheet Paper Feed Tray, 1,000 Sheet Delivery Tray, RPCS Network Controller.
- (2) Either the Platen Cover Type 3352 (415809) or ADF DF7000 (243249) must be configured with the mainframe.
- (3) The cabinet is recommended to be ordered with the mainframe.
- (4) The PostScript option is required for MAC Environments.

-----  
**SELECT SERIES / REMANUFACTURED UNITS**  
-----

**Pro 907/1107**

- 1) Bundle includes mainframe, Printer / Scanner Type 1357 and SR5000 Finisher
- 2) Option for SR5000 Finisher
- 3) Only 1 RT5030 can be attached to the system

**MPC3001/3501**

- 1) Bundle includes mainframe, cabinet, ARDF, Print/Scan
- 2) Select Series Mainframe must include a SR 790 or SR 3000 finisher with the mainframe order.

**MPC4501/5501**

- (3) Bundle includes mainframe, cabinet, ARDF, Print/Scan
- (4) Select Series Mainframe must include a SR 3030 or SR 3020 finisher with the mainframe order.

**MPC6501**

- 1) Bundle includes mainframe, cabinet, ARDF, Print/Scan
- 2) Select Series Mainframe must include a finisher with the mainframe order.

**MPC7501**

- 1) Bundle includes mainframe, cabinet, w/PB3040/ARDF/Print/Scan
- 2) Select Series Mainframe must include a finisher with the mainframe order.

**MP2852 / MP3352 / MP4002 / MP5002 / MPC3002 / MPC3502 / MPC4502 / MPC5502**

- 1. MP 2852SP mainframe includes ARDF (Standard), Print/Scan (416426-RM), Cabinet (416337-RM) and 2 Standard Paper Feed Drawers
- 2. MP 2852SP mainframe does not require to be configured with a finisher
- 3. MP 3352SP mainframe includes 2 x 550-sheet Tray Paper Bank PB3130 (415793-RM), ARDF (Standard), Print/Scan (416426-RM)
- 4. MP 3352SP mainframe needs to be configured with a 1,000 sheet SR3090 Finisher (415804-RM) for stapling/collating capabilities
- 5. MP 2852/3352SP optional accessory includes Fax Type 3352 (415836-RM) which features 33.6Kbps, 2 Second Transmission Speed, Standard JBIG Compression, Standard 320 Pages

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

6. MP 2852/3352SP optional accessory includes PostScript 3 Type 3352 (415830-RM) which is required for printing from Mac OS. Recommended for printing more complex color and PDF files. Includes PDF Direct Print. Not Compatible with Fiery E-5300. Required to enable Mail-to-Print feature.
7. MP 4002SP mainframe includes Cabinet (416407-RM), ARDF (Standard), Print/Scan (416140-RM), and 2 Standard Paper Feed Drawers
8. MP 4002SP mainframe needs to be configured with a 1,000 sheet SR3090 Finisher (415804-RM) for stapling/collating capabilities
9. MP 5002SP mainframe needs to be configured with 2 x 550-sheet Tray Paper Bank PB3130 (415793-RM), Standard ARDF, Print/Scan (416140-RM), and 4 Total Paper Feed Drawers
10. MP 5002SP mainframe needs to be configured with a 1,000 sheet SR3090 Finisher (415804-RM) for stapling/collating capabilities
11. MP 4002/5002SP optional accessory includes Fax Type 5002 (416156-RM) which features 33.6Kbps, 2 Second Transmission Speed, Standard JBIG Compression . Standard 320 Pages. Requires Printer/Scanner Unit Type 5002 to enable LAN-Faxing, Fax Forward to Email, IP Faxing.
12. MP 4002/5002SP optional accessory includes PostScript 3 Type 5002 (416149-RM) for customers processing complex print jobs and/or are in a Macintosh environment
13. MP C3002 mainframe includes Cabinet (416337-RM), ARDF (Standard), Print/Scan (Standard) and 2 Standard Paper Feed Drawers
14. MP C3002 mainframe does not require to be configured with a finisher
15. MP C3502 mainframe includes 2 x 550-sheet Tray Paper Bank PB3130 (415793-RM), ARDF (Standard), Print/Scan (Standard) and 4 Total Paper Feed Drawers
16. MP C3502 mainframe needs to be configured with a 1,000 sheet SR3090 Finisher (415804-RM) for stapling/collating capabilities
17. MP C4502 mainframe includes Cabinet (416337), ARDF (Standard), Print/Scan (Standard) and 2 Standard Feed Drawers
18. MP C4502 mainframe needs to be configured with a 1,000 sheet SR3090 Finisher (415804-RM) for stapling/collating capabilities
19. MP C5502 mainframe includes 2 x 550-sheet Tray Paper Bank PB3130 (415793-RM), ARDF (Standard), Print/Scan (Standard) and Includes 4 Total Paper Feed Drawers
20. MP C5502 mainframe needs to be configured with a 1,000 sheet SR3090 Finisher (415804-RM) for stapling/collating capabilities
21. MP C3002/3502/4502/5502 optional accessory includes Fax Type C5502 (415991-RM), which allows faxes to be sent and received from MFP and is required to enable Mail-to-Print feature
22. MP C3002/3502/4502/5502 optional accessory includes PostScript 3 Type C5502 (415998-RM) which is required for printing from Mac OS. Recommended for printing more complex color and PDF files. Includes PDF Direct Print. Not Compatible with Fiery E-5300. Required to enable Mail-to-Print fe
23. MP 4002 / MP 5002 / MP C3502 / C3502 / MP C4502 / MPC 5502: The Bridge Unit BU3060 (415998) is installed in unit.

**HIGHER EDUCATION PRODUCTS**

**Ricoh MP 2554 / MP 3054 / MP 3554 Series Education Model BW MFP**

- (1) The Smart Operation Panel (EDP Code - 416910) is required for the Education MFP's. Mainframe includes Standard 100-Sheet ARDF, B/W PCL Printing, B/W & Color Scanning, 4 x 550 Sheet Locking Paper Trays, Disabled Bypass Tray, Duplex, 320GB HDD, 2GB RAM, Java VM, HDD Encryption
- (2) Only one of these options can be installed on the device.
- (3) Must Order Bridge Unit BU3070 (416551) with any external Finisher.
- (4) Provides additional output tray above the standard Internal Tray or Optional Bridge Unit/Internal Shift Tray/Internal Finisher (Holds 125 Sheets).
- (5) Hole Punch Option for Internal Finisher SR3130 (416543).
- (6) Hole Punch Option for SR3140 Finisher (416539) and SR3150 Finisher (416540).
- (7) 10.1" WSGVA resolution control panel provides intuitive touch screen control similar to smart phones and tablets. It offers advanced Web browser functionality, drag-and-drop icons and swipe scrolling. Note: Standard control panel must be removed by Service Technician.
- (8) Only one of these additional connectivity options can be installed on the device.
- (9) Required for Macintosh and PostScript environments. Recommended for printing complex PDF files.
- (10) Used by customers who print using Netware. This option is required for the following functions: Use of iPrint ports, SNMP via IPX and Scan to NCP (IPX, TCP/IP).
- (11) Web based applications, such as ICE and HotSpot require Browser capability which is standard on devices configured with the Smart Operation Panel (416910). This option is required when ICE and/or HotSpot are configured with the Standard Operation Panel.
- (12) Required to convert format and drag to desktop document stored via Copy or Print mode.
- (13) Allows the creation of searchable PDFs when scanning. User can search the finished documents for specific words by using electronic search functions.
- (14) 20-Pin Interface used to attach External Key Counter or Key Card Device.
- (15) Used to mount external key counter to MFP.
- (16) Table shaped option to position counter device on. USB Connector.
- (17) Requires Browser Unit Type M12 (417080) to enable HotSpot printing. One year HotSpot subscription service included.
- (18) Intelligent Printer Data Stream (IPDS).



# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

SUPPLEMENT #10

### Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

☒

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

- (19) This option enables printing of XPS format documents.
- (20) This option can hold an additional IP address, which then enables our MFPs to connect to two different network environments.
- (21) Installation required to enable fax services: 33.6Kbps, approximately 2 Second Transmission Speed, Standard JBIG. Standard 320 Pages Memory. Includes standard Internet Fax (T.37), LAN Fax, IP-Fax (T.38), Fax Forwarding to Email & Paperless Fax function.
- (22) Requires Fax Option Type M12 (417100).
- (23) Enables users to send and receive faxes on a sub MFP via a main MFP. This option is required on both the Main MFP that has the Fax Option Type M12 (417100) installed and on the Sub MFP(s) needing remote fax.
- (24) Up to two additional lines can be installed. For a maximum total of 3 lines.
- (25) Increases fax memory to 2,240 pages and fax resolution to 400 x 400 dpi.
- (26) Ricoh Advanced Technical Support (ATS) recommends the use of Power Protection products to minimize potential electrical interference with products.
- (27) Prevents unauthorized copying of confidential documents that were created on other printers that have this option installed.
- (28) For use with 3rd Party card readers like the RFideas PCProx readers on our price list. The card reader and it's cable would not be visible when this option is used. If using another type card reader be sure reader dimensions do not exceed 63.5mm x 106mm x 22mm in size.
- (29) The Smart Card Reader Built-in Unit Type M12 (417129) and External Keyboard Bracket Type M3 (416909) cannot be installed on the same device.
- (30) This is an ISO 15408 Certified version of DOSS that overwrites Copy, Print, Scanner, and Fax latent data.
- (31) This bracket is required for the installation of External USB Keyboard (416909).
- (32) External Keyboard for inputting data with either SDK applications OR embedded applications.
- (33) Combination Card Reader and Key Board bracket Type M3 (Bracket compatible with Mag Stripe and Prox Card readers
- (34) Card Reader only - no cards are provided. Used with Common Access Card (CAC)/Personal Identity Verification (PIV) Authentication Solution.
- (35) RHD kit uses MFP's Internal Hard Drive and makes it External
- (36) Fax Option is NOT COMPATIBLE with RHD or ARHD
- (37) ARHD includes an extra hard drive
- (38) RFIDEAS PC PROX PLUS USB READER
- (39) RFIDEAS PCSWIPE MAG STRIPE READER

### Ricoh MP 4054 / MP 5054 / MP 6054 Series Education Model BW MFP

- (1) Mainframe requires 10.1" Smart Operation Panel, Standard 220-Sheet SPDF, B/W PCL Printing, B/W & Color Scanning, 4 x 550 Sheet Paper Locking Trays, Disabled Bypass Tray, Duplex, 320GB HDD, 2GB RAM, Java VM, HDD Encryption & DOSS . Note: VM card is not pre-installed in the mai
- (2) Only one of these options can be installed on the device.
- (3) Must Order Bridge Unit BU3070 (416551) with any external Finisher.
- (4) Provides additional output tray above the standard Internal Tray or Optional Bridge Unit/Internal Shift Tray/Internal Finisher (Holds 125 Sheets).
- (5) Hole Punch Option for Internal Finisher SR3130 (416543).
- (6) Hole Punch Option for SR3140 Finisher (416539) and SR3150 Finisher (416540).
- (7) 10.1" WSGVA resolution control panel provides intuitive touch screen control similar to smart phones and tablets. It offers advanced Web browser functionality, drag-and-drop icons and swipe scrolling. Note: Standard control panel must be removed by Service Technician.
- (8) Only one of these additional connectivity options can be installed on the device.
- (9) Required for Macintosh and PostScript environments. Recommended for printing complex PDF files.
- (10) Used by customers who print using Netware. This option is required for the following functions: Use of iPrint ports, SNMP via IPX and Scan to NCP (IPX, TCP/IP).
- (11) Web based applications, such as ICE and HotSpot require Browser capability which is standard on devices configured with the Smart Operation Panel (416910). This option is required when ICE and/or HotSpot are configured with the Standard Operation Panel.
- (12) Required to convert format and drag to desktop document stored via Copy or Print mode.
- (13) Allows the creation of searchable PDFs when scanning. User can search the finished documents for specific words by using electronic search functions.
- (14) 20-Pin Interface used to attach External Key Counter or Key Card Device.
- (15) Used to mount external key counter to MFP.
- (16) Table shaped option to position counter device on. USB Connector.
- (17) Requires Browser Unit Type M12 (417080) to enable HotSpot printing. One year HotSpot subscription service included.

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

SUPPLEMENT #10

### Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

☒

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |

- (18) Intelligent Printer Data Stream (IPDS).
- (19) This option enables printing of XPS format documents.
- (20) This option can hold an additional IP address, which then enables our MFPs to connect to two different network environments.
- (21) Installation required to enable fax services: 33.6Kbps, approximately 2 Second Transmission Speed, Standard JBIG. Standard 320 Pages Memory. Includes standard Internet Fax (T.37), LAN Fax, IP-Fax (T.38), Fax Forwarding to Email & Paperless Fax function.
- (22) Requires Fax Option Type M12 (417100).
- (23) Enables users to send and receive faxes on a sub MFP via a main MFP. This option is required on both the Main MFP that has the Fax Option Type M12 (417100) installed and on the Sub MFP(s) needing remote fax.
- (24) Up to two additional lines can be installed. For a maximum total of 3 lines.
- (25) Increases fax memory to 2,240 pages and fax resolution to 400 x 400 dpi.
- (26) Ricoh Advanced Technical Support (ATS) recommends the use of Power Protection products to minimize potential electrical interference with products.
- (27) Prevents unauthorized copying of confidential documents that were created on other printers that have this option installed.
- (28) For use with 3rd Party card readers like the RFIdeas PCProx readers on our price list. The card reader and it's cable would not be visible when this option is used. If using another type card reader be sure reader dimensions do not exceed 63.5mm x 106mm x 22mm in size.
- (29) The Smart Card Reader Built-in Unit Type M12 (417129) and External Keyboard Bracket Type M3 (416909) cannot be installed on the same device.
- (30) This is an ISO 15408 Certified version of DOSS that overwrites Copy, Print, Scanner, and Fax latent data.
- (31) This bracket is required for the installation of External USB Keyboard (416909).
- (32) External Keyboard for inputting data with either SDK applications OR embedded applications.
- (33) Combination Card Reader and Key Board bracket Type M3 (Bracket compatible with Mag Stripe and Prox Card readers)
- (34) Card Reader only - no cards are provided. Used with Common Access Card (CAC)/Personal Identity Verification (PIV) Authentication Solution.
- (35) RHD kit uses MFP's Internal Hard Drive and makes it External
- (36) Fax Option is NOT COMPATIBLE with RHD or ARHD
- (37) ARHD includes an extra hard drive
- (38) RFIDEAS PC PROX PLUS USB READER
- (39) RFIDEAS PCSWIPE MAG STRIPE READER
- (40) Hole Punch Unit for the SR3160 Finisher (416541) and SR3170 Finisher (416542)

### Ricoh MP C3003 / MP C3503 Series Education Model Color MFP

- (1) Designed for a max monthly volume of 20K pages. (Letter paper, 20lb. Bond).
- (2) The Smart Operation Panel (EDP Code - 416910) is required for the Education MFP's. Mainframe includes 100-Sheet ARDF, Duplex, 4 x 550-Sheet Locking Paper Trays, Disabled Bypass Tray, Drums, Developer, Scan/Print Kit, USB Host Interface, Gigabit Ethernet, DOSS, PDF Direct Print, HDC
- (3) Only one of these options can be installed on the device.
- (4) Must Order BU3070 Bridge Unit (416551) with any external Finisher.
- (5) Hole Punch Option for SR3130 Finisher (416543).
- (6) Provides additional output tray above the standard Internal Tray or Optional Bridge Unit/Internal Shift Tray/Internal Finisher (Holds 125 Sheets).
- (7) The DataOverWrite Security System that ships standard with the mainframe does not overwrite the HDD for the Color Controller E-22C (416731)
- (8) Hole Punch Option for SR3150 (416540) & SR3140 (416539) Finishers.
- (9) 4 Pin interface used to mount external key counter to MFP.
- (10) 20-Pin Interface used to attach external key counter or key card device.
- (11) Used by customers who print using Netware. This option is required for the following functions: Use of iPrint ports, SNMP via IPX and Scan to NCP (IPX, TCP/IP).
- (12) Table shaped option used to place either card reader or counter device. USB Connector.
- (13) Allows customers to print crop marks for proofing SRA3/12.6" documents.
- (14) Installation required to enable fax services: 33.6Kbps, approximately 2 Second Transmission Speed, Standard JBIG. Standard 320 Pages Memory. Includes standard Internet Fax (T.37), LAN Fax, IP-Fax (T.38), Fax Forwarding to Email & Paperless Fax function.
- (15) Up to two additional lines can be installed. For a maximum total of 3 lines.

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

SUPPLEMENT #10

### Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

☒

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |

- (16) Requires Fax Option Type M3 (416556).
- (17) Increases fax memory to 2,240 pages and fax resolution to 400 x 400 dpi.
- (18) Only one of these additional connectivity options can be installed on the device.
- (19) Allows users to connect a PictBridge-compatible digital camera directly to the MFP, enabling the printing of photos without a computer.
- (20) Required for printing from Mac OS. Recommended for printing more complex color and PDF files.
- (21) This function embeds invisible texts on scanned images of PDF and enables users to search PDF files by arbitrary keywords. Searchable PDF files can be sent to email, folders and external media (SD/USB). □
- (22) Required to convert format and drag to desktop document stored via Copy or Print mode.
- (23) Ricoh Advanced Technical Support (ATS) recommends the use of Power Protection products to minimize potential electrical interference with products.
- (24) Prevents unauthorized copying of confidential documents that were created on other printers that have this option installed.
- (25) Enables users to send and receive faxes on a sub MFP via a main MFP. This option is required on both the Main MFP that has the Fax Option Type M3 (416556) installed and on the Sub MFP(s) needing remote fax.
- (26) For use with Ricoh & 3rd party software solutions. The smart card reader and its cable will be covered inside the mainframe when this option is attached. Not all card readers may be supported.
- (27) External Keyboard for inputting data with either SDK applications OR embedded applications.
- (28) The Smart Card Reader Built-in Unit Type M2 (416729) and External Keyboard Bracket Type M3 (416909) cannot be installed on the same device.
- (29) This bracket is required for the installation of External USB Keyboard (100266FNG).
- (30) Required with HotSpot MFP Option Type S to enable HotSpot printing. Not compatible with all Web Sites.
- (31) Cannot install floor standing Finisher SR3150 (416540) or SR3140 (416539) with the PB3150 (416545) and Caster Table Type M3 (416737).
- (32) Intelligent Printer Data Stream (IPDS).
- (33) 10.1" Wide Super VGA resolution control panel provides intuitive touchscreen control similar to smart phones and tablets. It offers advanced Web browser functionality, drag-and-drop icons and swipe scrolling. Note: Standard control panel must be removed by Service Technician.
- (34) Required when configuring the device with the Browser Unit Type M3 (416581) or SDK application. □
- (35) Requires Browser Unit Type M3 (416581) to enable HotSpot printing. One year HotSpot subscription service included.
- (36) Printing with unauthorized copy control pattern or text with the Copy Data Security Unit Type G (416391) is not available when Color Controller E-22C (416731) are installed.
- (37) Optional Fiery Color Controller that can be configured with the std Print/Scan controller for embedded scan features and Fiery print.
- (38) Fiery option that helps to automate and streamline labor-intensive prepress tasks. Requires Color Controller E22-C (416731) & Color Controller Connection Board Type M3 (416891).
- (39) Fiery option that provides intuitive tools that make advanced document preparation simple and quick. Requires Color Controller E22-C (416731) & Color Controller Connection Board Type M3 (416891).
- (40) Fiery option that enables the creation of special folders that can assign a group of print options. Requires Color Controller E22-C (416731) & Color Controller Connection Board Type M3 (416891).
- (41) Fiery option that enables you to reproduce custom or spot colors. Requires Color Controller E22-C (416731) & Color Controller Connection Board Type M3 (416891).
- (42) Fiery option that provides a fast and simple way to ensure that your image output is optimized. Requires Color Controller E22-C (416731) & Color Controller Connection Board Type M3 (416891).
- (43) Contains Color Profiler v4 software and ES-2000 spectrophotometer: Includes 1 year of phone support. Requires Color Controller E22-C (416731) & Color Controller Connection Board Type M3 (416891).
- (44) For customers that have an ES-2000 Spectrophotometer and want Color Profiler v4 software: Includes 1 year of phone support
- (45) Color measurement device for calibration and profiling. Enables fast, precise and flexible color management that produces the highest color quality. Requires Color Controller E-22C (416731) and Color Controller Connection Board Type M3 (416891).
- (46) Fiery option aids in workflow productivity - helps meet tight turnaround times/produce top notch color documents while achieving process automation. Requires Color Controller E22-C (416731) & Color Controller Connection Board Type M3 (416891).
- (47) Connection Kit is required to use the Color Controller E22-C (416731) with the MP C3003/MP C3503 Mainframes.
- (48) The IEEE1284 (411699), IEEE802.11a/g/n Interface Unit Type M2 (416572), Camera Direct Print Card Type M3 (416580), PostScript 3 Unit Type M3 (416577) and IPDS Unit Type M3 (416585) cannot be configured with the Color Controller E22-C (416731) & Color Controller Connection Board Ty
- (49) The HTML Direct Print feature is not available with Browser Unit Type M3 (416581) when Color Controller E-22C (416731) & Color Controller Connection Board Type M3 (416733) are installed.
- (50) The RHD Kit uses the MFP's Internal Hard Drive and makes it External.
- (51) The Fax Option Type M3 is not compatible with the RHD or ARHD.
- (52) The ARHD includes an extra hard drive.
- (53) The product is (OOD) Order On Demand, please allow 8 weeks for delivery from the date the order is placed.
- (54) RFIDEAS PC PROX PLUS USB READER
- (55) RFIDEAS PCSWIPE MAG STRIPE READER

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

SUPPLEMENT #10

### Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

☒

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

(56) Combination Card Reader and Key Board bracket Type M3 (Bracket compatible with Mag Stripe and Prox Card readers)

(57) ISO 15408 Certified Version of DOSS.

#### Ricoh MP C4503/MP C5503/MP C6003 Series Education Models Color MFP

(1) Designed for a max monthly volume of 50K pages (Letter paper, 20lb. Bond).

(2) The Smart Operation Panel (EDP Code - 416910) is required for the Education MFP's. Mainframe includes 220-Sheet SPDF, Duplex, 4 x 550-Sheet Locking Paper Trays, Disabled Bypass Tray, Drums, Developer, Scan/Print Kit, USB Host Interface, Gigabit Ethernet, DOSS, PDF Direct Print, HDD

(3) Only one of these options can be installed on the device.

(4) Must Order BU3070 Bridge Unit (416551) with any external Finisher.

(5) Hole Punch Option for SR3130 Finisher (416543).

(6) Provides additional output tray above the standard Internal Tray or Optional Bridge Unit/Internal Shift Tray/Internal Finisher (Holds 125 Sheets).

(7) Must use "Scan to NCP" feature with standard Services-Led Scanner when the Fiery Controller (416731) & Color Controller Connection Board Type M4 (416733) are installed.

(8) Hole Punch Option for SR3150 (416540) & SR3140 (416539) Finishers.

(9) 4 Pin interface used to mount external key counter to MFP.

(10) 20-Pin Interface used to attach external key counter or key card device.

(11) Hole Punch Option for SR3160 (416541) & SR3170 (416542) Finishers.

(12) Table shaped option used to place either card reader or counter device. USB Connector.

(13) Allows customers to print crop marks for proofing SRA3/12.6" documents.

(14) Installation required to enable fax services: 33.6Kbps, approximately 2 Second Transmission Speed, Standard JBIG. Standard 320 Pages Memory. Includes standard Internet Fax (T.37), LAN Fax, IP-Fax (T.38), Fax Forwarding to Email & Paperless Fax function.

(15) Up to two additional lines can be installed. For a maximum total of 3 lines.

(16) Requires Fax Option Type M4 (416564).

(17) Increases fax memory to 2,240 pages and fax resolution to 400 x 400 dpi.

(18) Only one of these additional connectivity options can be installed on the device.

(19) Allows users to connect a PictBridge-compatible digital camera directly to the MFP, enabling the printing of photos without a computer.

(20) Required for printing from Mac OS. Recommended for printing more complex color and PDF files.

(21) This function embeds invisible texts on scanned images of PDF and enables users to search PDF files by arbitrary keywords. Searchable PDF files can be sent to email, folders and external media (SD/USB).

(22) Required to convert format and drag to desktop document stored via Copy or Print mode.

(23) Ricoh Advanced Technical Support (ATS) recommends the use of Power Protection products to minimize potential electrical interference with products.

(24) Prevents unauthorized copying of confidential documents that were created on other printers that have this option installed.

(25) Enables users to send and receive faxes on a sub MFP via a main MFP. This option is required on both the Main MFP that has the Fax Option Type M4 (416564) installed and on the Sub MFP(s) needing remote fax.

(26) For use with Ricoh & 3rd party software solutions. The smart card reader and its cable will be covered inside the mainframe when this option is attached. Not all card readers may be supported.

(27) External Keyboard for inputting data with either SDK applications OR embedded applications.

(28) The Smart Card Reader Built-in Unit Type M2 (416729) and External Keyboard Bracket Type M3 (416909) cannot be installed on the same device.

(29) This bracket is required for the installation of External USB Keyboard (100266FNG)

(30) Required with HotSpot MFP Option Type S to enable HotSpot printing. Not compatible with all Web Sites.

(31) Cannot install floor standing Finisher SR3150 (416540), SR3170 (416542), SR3160 (416541) or SR3140 (416539) with the PB3150 (416545) and Caster Table Type M3 (416737).

(32) Intelligent Printer Data Stream (IPDS).

(33) 10.1" WSGVA Wide Super VGA resolution control panel provides intuitive touchscreen control similar to smart phones and tablets. It offers advanced Web browser functionality, drag-and-drop icons and swipe scrolling. Note: Standard control panel must be removed by Service Technician.

(34) Not compatible with MP C6003.

(35) Requires Browser Unit Type M4 (416595) to enable HotSpot printing. One year HotSpot subscription service included.

(36) Used by customers who print using Netware. This option is required for the following functions: Use of iPrint ports, SNMP via IPX and Scan to NCP (IPX, TCP/IP).



# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

☒

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |

- (37) Optional Fiery Color Controller that can be configured with the std Print/Scan controller for embedded scan features and Fiery print.
- (38) Fiery option that helps to automate and streamline labor-intensive prepress tasks. Requires Color Controller E22-C (416731) & Color Controller Connection Board Type M4 (416733).
- (39) Fiery option that provides intuitive tools that make advanced document preparation simple and quick. Requires Color Controller E22-C (416731) & Color Controller Connection Board Type M4 (416733).
- (40) Fiery option that enables the creation of special folders that can assign a group of print options. Requires Color Controller E22-C (416731) & Color Controller Connection Board Type M4 (416733).
- (41) Fiery option that enables you to reproduce custom or spot colors. Requires Color Controller E22-C (416731) & Color Controller Connection Board Type M4 (416733).
- (42) Fiery option that provides a fast and simple way to ensure that your image output is optimized. Requires Color Controller E22-C (416731) & Color Controller Connection Board Type M4 (416733).
- (43) Contains Color Profiler v4 software and ES-2000 spectrophotometer: Includes 1 year of phone support. Requires Color Controller E22-C (416731) & Color Controller Connection Board Type M4 (416733).
- (44) For customers that have an ES-2000 Spectrophotometer and want Color Profiler v4 software: Includes 1 year of phone support
- (45) Color measurement device for calibration and profiling. Enables fast, precise and flexible color management that produces the highest color quality. Requires Color Controller E-22C (416731) and Color Controller Connection Board Type M4 (416733).
- (46) Fiery option aids in workflow productivity - helps meet tight turnaround times/produce top notch color documents while achieving process automation. Requires Color Controller E22-C (416731) & Color Controller Connection Board Type M4 (416733).
- (47) Connection Kit is required to use the Color Controller E22-C (416731) with the MP C4503/MP C5503/MP C6003 Mainframes.
- (48) The IEEE1284 (411699), IEEE802.11a/g/n Interface Unit Type M2 (416572), Camera Direct Print Card Type M4 (416594), PostScript 3 Unit Type M4 (416591) and IPDS Unit Type M4 (416599) cannot be configured with the Color Controller E-22C (416731) and Color Controller Connection Board
- (49) The HTML Direct Print feature is not available with Browser Unit Type M4 (416595) when Color Controller E-22C (416731) & Color Controller Connection Board Type M4 (416733) are installed.
- (50) Printing with unauthorized copy control pattern or text with the Copy Data Security Unit Type G (416391) is not available when Color Controller E-22C (416731) is installed.
- (51) The DataOverWrite Security System that ships standard with the mainframe does not overwrite the HDD for the Color Controller E-22C (416731)
- (52) RHD kit uses MFP's Internal Hard Drive and makes it External
- (53) Fax Option is NOT COMPATIBLE with RHD or ARHD
- (54) ARHD includes an extra hard drive
- (55) The product is (OOD) Order On Demand, please allow 8 weeks for delivery from the date the order is placed.
- (56) RFIDEAS PC PROX PLUS USB READER
- (57) RFIDEAS PCSWIPE MAG STRIPE READER
- (58) Combination Card Reader and Key Board bracket Type M3 (Bracket compatible with Mag Stripe and Prox Card readers
- (59) ISO 15408 Certified Version of DOSS

**ECOPRINTQ PAPER CUT MF**

- 1 All Software Licenses require a minimum of 1 year of Maintenance & Support (M&S) which must be added separately.
- 2 Maintenance & Support (M&S) must be current in order to add or upgrade licenses.
- 3 For New Orders Only. When quoting additional users after 3,000, you must add in bulks of 100 using part number EUL3001-PS1.
- 4 For Existing Installations Only. When adding users to any number of existing licenses you must add in bulks of 500 using part number EUL3002-PS1.
- 5 Two (2) Advance Client Licenses are included with initial Client License purchase.
- 6 Sold in packs of 5. Pricing is for the first 4 packs of five.
- 7 Sold in packs of 5. Pricing is for 5 or more packs of five.
- 8 One (1) Site Server License is included with initial purchase.
- 9 Used to exchange existing embedded client on competitive MFPs when upgrading to Ricoh MFPs
- 10 Check with Payment Gateway Provider for Merchant ID, Certificates and fees associated with PaperCut Integration.
- 11 Includes Maintenance & Support (M&S) for subscription term.
- 12 New Maintenance & Support (M&S) is calculated based on total license amount at the time of sale. It will be presented as a separate line item in the quote.
- 13 Renewal Maintenance & Support (M&S) is calculated based on total license amount at time of support renewal. It will be presented as a separate line item in the quote.
- 14 Includes 1 Year Warranty.
- 15 Optional Extended Warranty Available.

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |

- 16 For New Orders Only. When quoting additional users after 150, you must add in bulks of 10 using part number CUL151-PS1.
- 17 For Existing Installations Only. When adding users to any number of existing licenses you must add in bulks of 25 using part number CUL152-PS1.
- 18 One time services fee to create Custom Logo.

**Access Formatta**

- 1 The price above is a one-time fee for a perpetual license that allows a designated level of submissions per server, per year, and not a recurring annual fee.
- 2 Formatta Connector
- 3 Non-Production Environment (such as a proof-of-concept, testing, development or training)
- 4 May require 3rd party tools and services
- 5 Customers are advised to pursue an upgrade path to the latest version of Formatta
- 6 Formatta Designer cannot be purchased separately from a Formatta Solution Suite however additional Formatta Designer licenses can be purchased as part of a Formatta Solution Suite
- 7 The price above is a one-time fee, per server for a perpetual license and not a recurring annual fee.
- 8 Software maintenance term is for a period of one (1) year, per server. Subject to pre-payment of the annual Software Support and Maintenance fee.
- 9 Software Maintenance will be automatically renewed upon the anniversary of each maintenance period for an additional twelve (12) month period unless the Customer provides sixty (60) days prior written notice to Access
- 10 Reinstate of Software S & M by accepting the then-current version of Software and pre-paying: (1) 100% of the back Maintenance since the date S & M was discontinued, (2) pre-payment of the annual S & M fee for the upcoming year
- 11 (CL) - Capacity Level
- 12 Customers requiring additional licenses must purchase from the current price schedule
- 13 Included in each purchase is up to ten (10) Access professional service hours to help configure the first Formatta Connector.
- 14 3RD-FCS-CPS-CON-DS or 3RD-FCS-CPS-CON-T-DS is required, number of units dependent on configuration
- 15 Configuration for ApplicationXtender is not needed.
- 16 Included in each purchase is up to ten (5) Access professional service hours to help configure the first Formatta Connector.
- 17 Onsite training is priced per person with a minimum of three attendees. A session is approximately three (3) hours of instruction. Includes: Formatta Designer I, E-Forms Manager, EFM Administrator, Workflow
- 18 Onsite training is priced per person with a minimum of three attendees. A session is approximately three (3) hours of instruction. Includes: Formatta Designer II, Autowrite, Autofill - Prerequisite Formatta Designer I
- 19 Web-based training is priced per person. A session is approximately three (3) hours of instruction. Includes: Formatta Designer I (2 sessions), E-Forms Manager (1 session), EFM Administrator (1 session), Workflow (1 session)
- 20 Web-based training is priced per person. A session is approximately three (3) hours of instruction. Includes: Formatta Designer II (2 sessions), Autofill (1 Session), Autowrite (1 session) - Prerequisite Formatta Designer I
- 21 Includes: Formatta Designer I, E-Forms Manager, EFM Administrator, Workflow - DVD-based training may be freely distributed and delivered within a customer's organization.
- 22 Includes: Formatta Designer II, Autofill, Autowrite - DVD-based training may be freely distributed and delivered within a customer's organization.
- 23 The Access professional services team delivers these services on either an hourly rate or fixed fee with detailed and defined scope of work
- 24 Rates do not include travel and living expenses. In the event onsite travel is required, reasonable travel and living expenses will be billed to the customer.
- 25 Each package includes the Basic and Advanced Training DVDs as well as the set number of hours provided by our Access professional service team. Additional hours may be added to any package at the standard Access Professional Services hourly rate.

**Access IFS**

- 1 One Production Instance of Form Merge and Distribution Engine for Business and/or Clinical Workflow
- 2 Primary software license bundle pricing, reflects per facility licensing, and assumes one instance or installation of the Product Deliverables (IFS, EFR, Image Portal) associated with a central data center to any End User with 1000 beds or less
- 3 Facilities with over 1000 beds requiring an additional software product bundle, or additional hospital facility licensing within the same IDN structure and associated with the initial purchased Primary bundle
- 4 Optional IFS Product
- 5 e-Signature Server Software (Purchased with IFS Bundle)
- 6 Stand-Alone products do not require Access IFS



# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

☒

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |

7 NOTE: Custom pricing for IDN/Multi-hospital organizations will be generated upon request

8 Per workstation

9 Additional Monitor if required is furnished by customer

10 Tablet PC furnished by Customer

11 Annual M&S and M&S renewals will be calculated at eighteen percent (18%) of the discounted license purchase price. This applies to all products

12 Allows for up to 3 connections. These are tied to any particular make or model of device/system

13 UDP Enterprise connection tool not included

**Access Passport**

1 The price above is a one-time fee for a perpetual license that allows a designated level of submissions per server, per year, and not a recurring annual fee.

2 Formatta Connector

3 Non-Production Environment (such as a proof-of-concept, testing, development or training)

4 May require 3rd party tools and services

5 Customers are advised to pursue an upgrade path to the latest version of Formatta

6 Formatta Designer cannot be purchased separately from a Formatta Solution Suite however additional Formatta Designer licenses can be purchased as part of a Formatta Solution Suite

7 The price above is a one-time fee, per server for a perpetual license and not a recurring annual fee.

8 Software maintenance term is for a period of one (1) year, per server. Subject to pre-payment of the annual Software Support and Maintenance fee.

9 Software Maintenance will be automatically renewed upon the anniversary of each maintenance period for an additional twelve (12) month period unless the Customer provides sixty (60) days prior written notice to Access

10 Reinstate of Software S & M by accepting the then-current version of Software and pre-paying: (1) 100% of the back Maintenance since the date S & M was discontinued, (2) pre-payment of the annual S & M fee for the upcoming year

11 (CL) - Capacity Level

12 Customers requiring additional licenses must purchase from the current price schedule

13 Included in each purchase is up to ten (10) Access professional service hours to help configure the first Formatta Connector.

14 3RD-FCS-CPS-CON-DS or 3RD-FCS-CPS-CON-T-DS is required, number of units dependent on configuration

15 Configuration for ApplicationXtender is not needed.

16 Included in each purchase is up to ten (5) Access professional service hours to help configure the first Formatta Connector.

17 Onsite training is priced per person with a minimum of three attendees. A session is approximately three (3) hours of instruction. Includes: Formatta Designer I, E-Forms Manager, EFM Administrator, Workflow

18 Onsite training is priced per person with a minimum of three attendees. A session is approximately three (3) hours of instruction. Includes: Formatta Designer II, Autowrite, Autofill - Prerequisite Formatta Designer I

19 Web-based training is priced per person. A session is approximately three (3) hours of instruction. Includes: Formatta Designer I (2 sessions), E-Forms Manager (1 session), EFM Administrator (1 session), Workflow (1 session)

20 Web-based training is priced per person. A session is approximately three (3) hours of instruction. Includes: Formatta Designer II (2 sessions), Autofill (1 Session), Autowrite (1 session) - Prerequisite Formatta Designer I

21 Includes: Formatta Designer I, E-Forms Manager, EFM Administrator, Workflow - DVD-based training may be freely distributed and delivered within a customer's organization.

22 Includes: Formatta Designer II, Autofill, Autowrite - DVD-based training may be freely distributed and delivered within a customer's organization.

23 The Access professional services team delivers these services on either an hourly rate or fixed fee with detailed and defined scope of work

24 Rates do not include travel and living expenses. In the event onsite travel is required, reasonable travel and living expenses will be billed to the customer.

25 Each package includes the Basic and Advanced Training DVDs as well as the set number of hours provided by our Access professional service team. Additional hours may be added to any package at the standard Access Professional Services hourly rate.

**ALBACORE**

1) Manage 100 devices -Need to purchase "RC Gate A2".

2) Manage 100 devices & Generate Accounting report for 100 devices-Need to purchase "RC Gate A2" & "Accounting Report Option.

3) Manage more than 100 devices -Need to purchase "RC Gate A2" & "1000 Devices Option".

4) Manage 300 devices & Generate Accounting report for 300 devices-Need to purchase "RC Gate A2", "1000 Devices Option" & "Accounting Report Option."

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |

- 5) Maintenance and Support
- 6) Installation
- 7) Server Rack Mount option for the A2 Appliance

**Batchbuilder**

- 1) In this environment, the Program is installed on a backup server but is not running, and customers are NOT required to purchase additional restricted or production licenses.
- 2) In this environment, the Program is installed and running and is used by customers and/or Ricoh representatives to verify that new or customized code runs properly.
- 3) First Year of MA is included
- 4) 1 year renewal is purchased before the MA has expired
- 5) Original MA or purchased MA has expired
- 6) This is purchased at the initial sale for 3 years of MA
- 7) 3 year renewal is purchased before the MA has expired
- 8) Original MA or purchased MA has expired

**CGS**

- 1 ORIS Lynx Annual Software access fee, including Software Maint, Phone, and Webex Hotline support. ORIS Certified Lynx requires the use of an X-Rite EyeOne iSis
- 2 Certification of digital production presses. Annual Price per Production Press being certified.
- 3 Creation of 6 ORIS Device Link Profiles or ICC profiles to load into an existing DFE. Confirm your DFE compatibility with CGS.
- 4 Creation of 12 ORIS Device Link Profiles to load into an existing DFE. Confirm your DFE compatibility with CGS.
- 5 Creation of 24 ORIS Device Link Profiles to load into an existing DFE. Confirm your DFE compatibility with CGS.
- 6 Creation of ORIS Device Link Profiles to load into an existing DFE. Confirm your DFE compatibility with CGS.
- 7 ORIS Press Matcher Web Software License for High Level Digital Production Press Package greater than 80 PPM and Large Format Printers such as, EFI Vutek Series, FUJIFILM Onset Series, HP TurboJet Series, Mimaki UJ Series, Mutoh ValueJet 2000 Series, and Screen 2500 includes: ORIS P
- 8 Creates 10 ORIS iterative color matched Device Link Profiles to load into an existing DFE, thereby allowing for complete support of variable data jobs. Confirm with CGS your DFE compatibility.
- 9 Creates 50 ORIS iterative color matched Device Link Profiles to load into an existing DFE, thereby allowing for complete support of variable data jobs. Confirm with CGS your DFE compatibility.
- 10 Converts any input file format to any output file format for a wide range of applications where the customer already has a digital front end or stand-alone RIP in digital printing and large format printing.
- 11 Applies 4-D color-managed gray component replacement (GCR) and undercolor removal (UCR) algorithms for perfect gray balance, consistent color and a reduced ink/toner level, while maintaining an identical visual and colorimetric impression. This option can be combined with O-MATLW-DLPP5C
- 12 One Year CGS Full Service Software Maint Plan per license ORIS Press Matcher Web High Level
- 13 Two Year CGS Full Service Software Maint Plan per license ORIS Press Matcher Web High Level
- 14 Three Year CGS Full Service Software Maint Plan per license ORIS Press Matcher Web High Level
- 15 Four Year CGS Full Service Software Maint Plan per license ORIS Press Matcher Web High Level
- 16 Five Year CGS Full Service Software Maint Plan per license ORIS Press Matcher Web High Level
- 17 ORIS Certified Web Software user License (Windows or Macintosh OS X) REQUIRES PURCHASE OF 1 YEAR CGS WEB MONITORING SERVICE & SOFTWARE Maint PLAN PER OUTPUT DEVICE OR DISPLAY - CGS (CD-CWOD1-AF-PS1) OR S-CD-CWD1-AF-PS1, (n
- 18 One Year CGS Web Monitoring & Software Maint Plan per Output Device - **ORIS Certified Web**
- 19 Two Year CGS Web Monitoring & Software Maint Plan per Output Device - **ORIS Certified Web**
- 20 Three Year CGS Web Monitoring & Software Maint Plan per Output Device - **ORIS Certified Web**
- 21 Four Year CGS Web Monitoring & Software Maint Plan per Output Device - **ORIS Certified Web**
- 22 Five Year CGS Web Monitoring & Software Maint Plan per Output Device - **ORIS Certified Web**
- 23 **Remote Operator** training and technical support on ORIS products (block of 4 hours)
- 24 Operator training on ORIS products charged per day in Minneapolis or at customer site (excluding travel expenses)

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

☒

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |

**DEVICE MANAGER NX PRO**

- 1) Software products do not have a warranty.
- 2) Installation includes application download, travel, server configuration verification, software installation and device discovery.
- 3) Customer training is not included.
- 4) M&S includes phone and support. "As built" support is covered under M&S.
- 5) Device license installation fee is a one time fee for one of more device licenses.
- 6) On-Site (in person) support is based on time and materials. "As built" support is covered under M&S.

**DocuWare V6**

- 1 Software can only be purchased in conjunction with mandatory Maintenance and mandatory Support.
- 2 Entry-level Server for small businesses with one Server, one site and with no need for Add-On Modules or file cabinets of more than 4GB size. Includes Web Client Server. Supports Add-On Modules for MFPs only. One Server License for usage on one server.
- 3 Flexible Server for Mid-sized organizations. One End-user org. per system. Unlimited file cabinet size. Syncing of file cabinets at remote sites. Includes Web Client Server. Expandable via Add-On modules. One server lic. for usage on one server.
- 4 Scalable Server for large orgs. Supports unlimited # of orgs per system, each sharing the server license. Supports clustering, load balancing, encryption of doc. files, & attaching 3rd party storage. Two server licenses for up to two servers. Each org requires separate Client Licenses & Add-On Module
- 5 For usage on PC-Workstation of DocuWare Windows and Web Client software, of Server software in single-user mode and of Add-On Modules which all are licensed for the End-User Organization.
- 6 Each license may be used as one Concurrent License or converted to two Named Licenses. The user has the option to use a DocuWare Concurrent or a DocuWare Named license either as a Windows Client or a Web client. Price is for each Concurrent License.
- 7 Unlimited number of Concurrent Client Licenses for use with PC-Workstations physically located within one site. A site is defined as a building or a group of buildings not divided by any public roads.
- 8 License may not be used outside a site or converted to Named Licenses at any time
- 9 If individual Client Licenses are purchased in addition to a Site license, the price of such Client Licenses is calculated as if 50 Client Licenses had been purchased (Site License counts as 50 Client Licenses).
- 10 Unlimited number of Client Licenses for Read-Only access to DocuWare file cabinets via one Web Client instance on one server.
- 11 Add-On Modules only available for Professional and Enterprise Servers except where noted
- 12 Fully automated retrieval and indexing of documents from third-party applications. One Add-On module license. Also available for DW Business Server
- 13 Structured storage of email integrated in Microsoft Outlook. Access to stored mail inside Outlook's user interface. One Add-On Module License.
- 14 Document retrieval and display, task list and approval stamps for iPhone, iPad, Android phones & tablets, Blackberry, Windows 8 as well as Windows Phone 7 & 8. Apps can be downloaded for free from the respective stores. One Add-On Module License.
- 15 Controlling of document workflow processes through Task Lists in Web Client. Email Notification for new documents or changed index values. One Add-On Module License.
- 16 Automatic assignment of external database information to pre-indexed documents in DocuWare file cabinets. One Add-On Module License.
- 17 Structured workflows with out-of-office and escalation management. Definition in graphical workflow designer. One Add-On Module License.
- 18 Detection of barcodes and text on documents for automating further processes such as page separation and indexing. One Add-On Module License.
- 19 Automated Import of files to DocuWare baskets and file cabinets. Simple index enhancements. One Add-On Module License.
- 20 Automated storing of emails with index enhancement from email headers. Supported Email Systems: Microsoft Exchange, Google Mail. One Add-On Module License.
- 21 Enables SAP R/3 to file documents & data via SAP interface Archive Link. Requires besides a DocuWare Server License a Site License or, optionally, as many Named Client user licenses as Named SAP users need access to the DocuWare file cabinets.
- 22 Installation through DocuWare Professional Services only.
- 23 Integrates Microsoft Office SharePoint Server. Archiving of SharePoint files in DocuWare. Offers DocuWare Web Client in SharePoint Portal and access to DocuWare documents via SharePoint search, incl. Single Sign On.
- 24 Connects Ricoh's Product Family MFPs with DocuWare through panel level integration. One CONNECT to Ricoh module license per organization. Requires a DocuWare Client License when MFP Operator logs into DocuWare. Please refer to list of supported devices
- 25 Connects Toshiba MFPs with DocuWare through either panel integration or by utilizing Toshiba's Enhanced Scan Templates. One CONNECT to Toshiba module license per organization. Requires a DocuWare Client License when MFP Operator logs into DocuWare.
- 26 Connects Sharp MFPs with DocuWare through panel level integration. One CONNECT to Sharp module license per organization. Requires a DocuWare Client License when MFP Operator logs into DocuWare.
- 27 Connects Xerox MFPs with DocuWare through panel level integration. One CONNECT to Xerox module license per organization. Requires a DocuWare Client License when MFP Operator logs into DocuWare.
- 28 Connects OKI MFPs with DocuWare through either panel integration or by utilizing OKI's Enhanced Scan Templates. Run as Windows-Service. One Add-On Module License. Requires one additional client license per PC where Service is installed.
- 29 Connection to DocuWare using a plug-in for Upload Service
- 30 Under the mandatory Maintenance, the customer will automatically receive all fixes, service packs, updates and upgrades to the DocuWare software products initially purchased or subsequently added
- 31 Under the mandatory Support, the customer receives technical support provided by DocuWare via telephone and email.

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

SUPPLEMENT #10

### Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |

32 Maintenance and Support must be ordered together

33 Cannot be ordered for new or existing accounts, but are actively supported by DocuWare.

34 Only customers with current Maintenance or Maintenance and Support Subscriptions may purchase Side-grades.

35 For Side-grades, the difference in the subscription price of the two products, prorated for the amount of time remaining on the subscription(s), must be paid in addition to the Software Price.

36 Only possible if the customer has already licensed AUTOINDEX and Connect to Outlook or AUTOINDEX and Connect to Mail. □

37 Only possible for customers using RECOGNITION without ACTIVE IMPORT

38 Reinstatement of cancelled Maintenance and Support Subscriptions is subject to a Reinstatement Fee, unless reinstatement is declared not later than 60 days after the date of cancellation.

39 A new Maintenance and Support Subscription or only a Maintenance Subscription, if qualified, must be purchased in addition to paying the Reinstatement Fee.

40 If an Update or Upgrade has been issued since the expiration date of M&S subscription, reinstatement fees do not apply. An Update or Upgrade Fee must be paid to bring the subscription to the current version.

41 Customers without valid Maintenance and Support Subscriptions may get current by purchasing Updates or Upgrades.

42 Updates and/or Upgrades for expired Subscriptions must be purchased to the latest available DocuWare version. The Update/Upgrade Fee does not include the cost of the required new Maintenance or Maintenance and Support Subscriptions. □

### EFI DSF 7X

1 Available in the United States Only.

2 Sandbox Platform delivers a duplicate DSF Production Platform testing environment for all modules purchased in the Production DSF Software Platform, excluding any VDP FusionPro or XMPie modules. If VDP FusionPro or XMPie modules are required, then customer must re-purchase full VDP Fu

3 Requires a EFI Professional Services quote for Sandbox set up.

4 Activation for Dedicated Server Fee is required. \* Hosting up to 20GB storage. Additional storage may be purchased in 20GB increments.

5 Requires purchase of EFI Professional Services VPrint Training Package when VPrint is purchased.

6 Maintenance/Subscription fee includes all updates and releases for software but it does not include EFI Professional Services to perform upgrades on customer-hosted systems.

7 Available with LDAP Version 7.2 Self Hosted, 7.4 Cloud Hosted / VPrint 7.4 release. Release Subject to Change.

8 DSF VDP Module: FusionPro includes: 1 FusionPro Producer (Server) - shows the preview of a FusionPro product in DSF, 1 FusionPro Creator (Desktop) - generates production output for their device, and 1 FusionPro Designer License (2 installs) - basic application/plugin to create FusionPro prod

9 DSF VDP Modules: FusionPro and XMPie require purchase of EFI Professional Services VDP Training Package.

10 Maintenance on VDP Licenses is for support-related issues and includes \$0 upgrades for major versions. Maintenance fee does not include EFI Professional Services to perform upgrades on customer-hosted systems. \*Upgrades for DSF VDP Modules: XMPie or FusionPro are available at \$0 for r

11 Additional VDP Licenses are eligible for \$0 upgrades for major versions.

12 DSF VDP Module: XMPie includes: 1 XMPie mini server (2 XMPie licenses and 1 Adobe InDesign license & headless server) - shows the preview of a XMPie product in DSF, 1 XMPie uDirect Standard License - generates production output for their device, and 1 XMPie uDirect Designer (no license

13 Requires purchase of EFI Professional Services VWeb+ Training Package

14 Available with Version 7.9 release. Release Subject to Change.

15 Support is limited to Non-hosted – PayPal Website Payments Pro, PayFlow Pro, CyberSource; Hosted – CyberSource Hosted, PayFlow Link payment processing options. European Credit Card Hosted support is limited to Ogone.

16 Integration modules require separate quote from EFI Professional Services.

17 cXML Punch Out Catalog Integration requires minimum of 12 hours of EFI Professional Services.

18 A Print Shop is defined as a different physical production location within a single organization (e.g. an in-plant printer with multiple locations). A Print Shop is a place where print orders from the buyer side of DSF can be directed by the print buyer or Orders can be routed between Print Shops by the

19 A Business Location is defined as another business (not another place for production to occur) which has a separate P/L. A DSF instance is intended to be used by (1) Business Location which may or may not have multiple production facilities (Print Shops). When customers wish to share a DSF in

20 For Customers current on EFI Maintenance/Subscription Program.

21 To activate optional eCommerce Module: Credit Cards, SUBSCRIPTION: Credit Cards must be ordered. \* Hosting up to 20GB storage. Additional storage may be purchased in 20GB increments.

22 Requires purchase of EFI Professional Services DesignCanvas Training Package

23 Requires both Part Numbers in the first year includes 4 hrs of remote professional service to setup and customize DSF to Fiery Central. Customer is responsible for providing the required system and network preparation before the professional service. Please refer to the statement of work on detail:

24 To activate optional eCommerce Module: Credit Cards, SUBSCRIPTION: Credit Cards must be ordered.

26 NFR maintenance renewal is conditional upon annual certification training.

27 EFI Monarch, Pace, PrintSmith support only

28 DSF Essential StoreFront Platform is limited to a maximum of five (5) storefronts



# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

SUPPLEMENT #10

### Schedule B to

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

☒

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                            |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|----------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% OF ALL INCLUSIVE | COLOR RATE |

29 DSF Essential StoreFront Price List is limited to a maximum of five (5) Price Lists

30 DSF Subscription is required.

31 EFI Hosted License for DSF VDP Module: FusionPro and XMPie requires the purchase of the Cloud-based Activation and Subscription (instead of License and Maintenance).

32 MAINTENANCE: DSF Software Platform is required. \* Hosting up to 20GB storage. Additional storage may be purchased in 20GB increments.

33 Transition for VDP FusionPro or XMPie modules will require the purchase of KIT LICENSE and MAINTENANCE.

34 EFI HOSTING: DSF Software Platform must also be purchased with DSF Software Platform VWeb+. \* MAINTENANCE: DSF Software Platform is required. \* MAINTENANCE: VWeb+ is required. \* Hosting up to 20GB storage. Additional storage may be purchased in 20GB increments.

### EFI DSF 8X

1 AVAILABLE IN THE UNITED STATES ONLY

1A MAINTENANCE DSF SOFTWARE PLATFORM REQUIRED \*HOSTING UP TO 20GB STORAGE, ADDITIONAL STORAGE SOLD IN 20GB INCREMENTS

1B TRANSITION FOR VDP FUSION PRO OR XMPIE WILL REQUIRE THE PURCHASE OF THE CORRESPONDING FUSION PRO OR XMPIE KIT LICENSE AND MAINTENANCE

2 Sandbox Platform delivers a duplicate DSF Production Platform testing environment for all modules purchased in the Production DSF Software Platform, excluding any FusionPro® or XMPie® modules. If FusionPro® or XMPie® modules are required, then customer must purchase additional full FusionPro® or XMPie® modules.

3 Requires a EFI Professional Services quote for Sandbox set up

4 Activation for Dedicated Server Fee is required \* Hosting up to 20GB storage Additional storage may be purchased in 20GB increments

5 Requires the purchase of corresponding EFI Professional Services Training Package

6 Maintenance/Subscription fee includes all updates and releases for software but it does not include EFI Professional Services to perform upgrades on customer-hosted systems

7A EFI VDP powered by DirectSmile includes 2 Storefront Studio licenses for template creation 2 rendering engines and integration with DSF Direct Mail Automation workflow powered by AccuZIP DSF Direct Mail Automation workflow powered by AccuZIP requires an agreement with AccuZIP

7B EFI VDP Professional powered by DirectSmile includes 4 Storefront Studio licenses for template creation 4 rendering engines, Image Personalization Module and integration with DSF DirectMail Automation workflow powered by AccuZIP DSF Direct Mail Automation workflow powered by AccuZIP requires an agreement with AccuZIP

8 VDP Module FusionPro includes 1 FusionPro Producer Server shows the preview of a FusionPro product in DSF 1 FusionPro Creator Desktop generates production output for their device and 1 FusionPro Designer License 2 installs basic applicationplugin to create FusionPro product zip files The VDP Module FusionPro includes 1 FusionPro Producer Server shows the preview of a FusionPro product in DSF 1 FusionPro Creator Desktop generates production output for their device and 1 FusionPro Designer License 2 installs basic applicationplugin to create FusionPro product zip files

9 VDP Modules: EFI VDP, EFI VDP Professional, EFI VDP: single record for Essential, FusionPro® and XMPie® require the purchase of EFI Professional Services VDP Training Package

10 Maintenance on VDP Licenses is for support-related issues and includes \$0 upgrades for major versions. Maintenance fee does not include EFI Professional Services to perform upgrades on customer-hosted systems. Excludes Shipping and Handling charges.

11 Additional VDP Licenses are eligible for \$0 upgrades for major versions.

12 VDP Module: XMPie includes: 1 XMPie® mini server (2 XMPie® licenses and 1 Adobe® InDesign license & headless server) - shows the preview of a XMPie® product in DSF, 1 XMPie® uDirect Standard License - generates production output for their device, and 1 XMPie® uDirect Designer (no license) - generates production output for their device.

15 Requires the customer to use the services of a Payment Gateway Provider. DSF supports the following Payment Gateway Providers (and their services) in the US – PayPal (Website Payments Pro, PayFlow Pro, PayFlow Link), CyberSource (CyberSource, CyberSource Hosted), Authorize.net. DSI

16 Integration modules require separate quote from EFI Professional Services.

17 cXML Punch Out Catalog Integration requires minimum of 12 hours of EFI Professional Services.

18 A Print Shop is defined as a different physical production location within a single organization (e.g. an in-plant printer with multiple locations). A Print Shop is a place where print orders from the buyer side of DSF can be directed by the print buyer or Orders can be routed between Print Shops by the print buyer.

20 For Customers current on EFI Maintenance/Subscription Program.

21 Hosting up to 20GB storage. Additional storage may be purchased in 20GB increments.

23 Requires both Part Numbers in the first year.

25 The FusionPro® NFR comes with 3 licenses (Server, Desktop and Designer) and is only available for select channel partners in Europe.

26 NFR maintenance renewal is conditional upon annual certification training.

27 EFI Monarch, Pace, PrintSmith, Lector integration only

28 DSF Essential StoreFront Platform is limited to a maximum of five (5) storefronts

29 DSF Essential StoreFront Price List is limited to a maximum of five (5) Price Lists

30 New DSF Subscription is required.

31 EFI Hosted License for FusionPro and XMPie Modules: FusionPro® and XMPie® requires the purchase of the Cloud-based Activation and Subscription (instead of License and Maintenance).

32 Included are 2 rendering engines: The first rendering engine is used for generating the realtime onscreen proof of VDP elements to the buyer and the second rendering engine is for generating the production print VDP printing by the service providerPrice is per rendering engine license. Maximum of 2 rendering engines.

33 The shipping provider integration pricing is per individual shipping provider. The integration is available for UPS and DHL only. Refer to data sheet for most current list.

34 Certification (Europe) or training (outside of Europe) is required with the purchase of any NFR.

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |

35 When customers wish to use a DSF instance across multiple businesses, licensing for each Business Entity is required from EFI. A Business Entity is defined as another business (not another print shop), which may or may not have a separate P/L. A business entity provides seclusion of the DSF at

36 DirectSmile DSMi users will have VDP integration with DSF via the EFI VDP connector. This is not available with DirectSmile DSMx.

**EFI Self-Serve**

- (1) Includes M500, stand and 1 year subscription
- (2) Includes M505, stand and 1 year subscription
- (3) Recommend one M500/M505 Station Copier Test Box per installation address.
- (4) M505 NFR can be resold after 12 months (must also sell support). Includes stand, copier test box, test credit cards, LCD cleaner and no-expiration subscription.
- (5) Required per customer order, 1 per customer, regardless of M500/505 clients Includes merchant account, administrator account creation

**EMC (ApplicationXtender 8.0)**

- 1 Core package includes 5 concurrent users, Desktop/Web Access .Net, AX Software Retention Manager, Retention Management for Centera, Media Distribution, Web Services, and AX SDK, CDK and Web Services Documentation Kit
- 2 Upgrade code for licensing

**EMC (ApplicationXtender)**

- 1 Core package includes 5 concurrent users, Desktop/Web Access .Net, AX for Office 2010, AX Software Retention Manager, Retention Management for Centera, Media Distribution, Web Services, and AX SDK, CDK and Web Services Documentation Kit
- 2 Technical support for the SDK, CDK and Web Services Documentation Kit is NOT included
- 3 Customers requesting IIG AX Renewals will be granted entitlement to obtain AX 7.0 License Key
- 4 License Key must be placed into the AX License Server Directory to enable usage
- 5 AX Capture Package includes: QuickScan Pro for AX, AX for MFP and Enhanced Ascent Capture Release Script.
- 6 Capture package is licensed per MFP device, Quickscan Pro is licensed per desktop and Enhanced Ascent Capture Release is licensed per server
- 7 ApplicationXtender PAL licensing is based on the total number of concurrent connections that require read only access to ApplicationXtender via the ApplicationXtender Web Access.NET thin client viewer technology. □
- 8 ApplicationXtender Connector Packages enables the seamless integration of business applications to ApplicationXtender—without requiring initial programming.
- 9 Customers currently using the legacy product ApplicationXtender Integration Manager (AXIM) are entitled to upgrade to the AX Connector as long as they are on active maintenance.
- 10 ApplicationXtender SPI (SharePoint Integration) is licensed per AX installation.
- 11 An AX SPI license will enable the AX SPI functionality for all MS SharePoint installations within an AX License Server domain.
- 12 AX Image Enhancer only supported with AX Desktop and should be configured for the number of ApplicationXtender Desktop Concurrent Connections that will conduct scanning and indexing operations.
- 13 If customer is using an advanced capture package, Image Enhancer will most like not require this module.
- 14 xPlore Full Text is an enterprise level full-text application and should always be used in high volume document capture environments
- 15 Verity customers are entitled to upgrade to AX Xplore as long as they are on active maintenance.
- 16 AX OCR Server is a required add-on with ApplicationXtender xPlore Full Text and Verity K2 Full Text. Licensed per server.
- 17 The ApplicationXtender Reports Management Server processes ASCII and EDCDIC reports that are licensed on a per server basis.
- 18 ApplicationXtender Reports Management Business Intelligence Gateway is used to extract a set of index values from reports and export that data in a format that can be used in business intelligence applications.
- 19 ApplicationXtender Reports Management Server optionally processes AFP, Metacode and PCL print streams.
- 20 Customers requiring print stream processing must purchase the appropriate option(s) and the ApplicationXtender Reports Management Server for each server that processes print stream(s). The options are AFP, Metacode, PCL
- 21 It is highly recommended that services be purchased for print stream analysis, custom font mapping, extraction definition(s), business intelligence gateway and general installation.
- 22 ApplicationXtender Workflow Manager License is available in a pack of FIVE concurrent user licenses.
- 23 The number of AX Workflow Manager Concurrent Connections shall not exceed the total number of AX Concurrent Connections.
- 24 Customers who purchased the AX Workflow Manager named licenses are eligible to swap their AX Workflow Manager Named User licenses for AX Workflow Manager Concurrent User license.
- 25 AX WorkflowXtender and AX Document Routing customers, they are entitled to upgrade to AX Workflow Manager as long as they are on active maintenance.



# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

☒

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |

26 Workflow MGR Server and Forms Server are licensed per sever.  
 27 Maintenance and support is quoted by vendor based on customer configuration

**Equitrac Office/Express 5 - PCC USB Card Readers**

- 1) Card reader used with Equitrac/PCC only.
- 2) M&S for PCC USB Card Reader.
- 3) Promo pricing - for use with FY13 Q4 Equitrac V4 to V5 upgrade promotion - must be ordered only when also ordering Equitrac Office/Express V4 to V5 upgrade.

**GoFormz**

- 1 - Software license, governed by the EULA, one instance
- 2 - OL Care - annual support at purchase of software, one is required per software license, may purchase up to 5 years
- 3 - OL Care - annual renewal of existing licensed software, may purchase up to 5 years
- 4 - OL Care - Re-Entry, for customers with lapsed OL Care, to rejoin for one year then they revert back to the normal Renewal rate in footnote 3
- 5 - Annual subscription for GoFormz hosted service to support tablets - required for each tablet in use at account.

**Gravic Remark**

- 1 Price per Teacher per subscription term
- 2 Web Browser Based, No Software to install
- 3 Requires Organization name, administrator name and email address and the number of teacher licenses
- 4 Must have an existing subscription.

**Impressia - Xante**

- 1) Comes With Impressia Digital Multi-Media Press 110V Feeder System, Stand & Conveyor Unit– Includes 80 Gb Hard Drive, Duplexer & Iqueue Ultimate Sw ( Print Driver).
- 2) Comes With Impressia Digital Multi-Media Press 110V With 80 Gb Hard Drive, Duplexer & Iqueue Ultimate
- 3) Comes With Impressia Digital Multi-Media Press 110V With Feeder System & Stand – Includes 80 Gb Hard Drive, Duplexer, & Iqueue Ultimate
- 4) Same toner for all models ( 500-100959 / 500-100951 / 500-100958 )
- 5) Recomendted Accessory for Impressia model 500-100951
- 6) Price if purchased after 60 days of machine install
- 7) Includes 1st Year Impressia service agreement including phone and onsite support if necessary.
- 8) Recomendted Accessory for Impressia model 500-100958
- 9) Sold separate for additional workstation license .
- 10) Additional feature for Iqueue SW . Recommended addition to Iqueue SW for postscript printing functionality.

**Intersystems Healthshare**

- 1 Annual subscription term.
- 2 Per Connection (Device, User, Application, or System). Pricing for the needed number of connection licenses is calculated using a 5:1 ratio.
- 3 Multi Server license provides: database mirroring; dynamic sharing of Concurrent User license capacity across a set of servers; required for offline backup server
- 4 Every Server running HealthShare requires a separate HealthShare license. (Offline backup server exception).
- 5 Used when no standard library profile is available and custom profile development is required. Quote based off SOW.
- 6 Test Server Environment Only.

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

☒

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |

7 Available to Direct Channel only - Not available as a Standalone sale.

**Interactive Whiteboard (D5510)**

- 1) 55" interactive whiteboard Ships with Display, integrated computer and pen.
- 2) Optional portable stand for D5510. Standard flat screen wall mount can also be used
- 3) Intentionally Left Blank
- 4) Licensing for colaboration between up to 4 D5500's
- 5) Additional pen for D5500

**Kofax - Kapow**

- 1 Support is Required for all Kofax Products
- 2 Kapow Subscription parts include Support in the annual price
- 3 Partners can only sell perpetual licenses of Kapow if it is tied to a Kofax or Altosoft license sale.
- 4 KCU = Kapow Compute Unit -- defined as a unit of measure for how many operations a Kapow Katalyst RoboServer can perform in one second (and is unrelated to underlying server capacity).
- 5 Pricing of Kapow for Subscription is constructed of a line item for Kapow Custom Bundle with a Starter, Business or Advanced Bundle at minimum plus additional Production KCUs, Non Production KCUs, Enterprise KappZones (sold in packets of 10), Design Studio Seats and High Availability option.
- 6 Kapow Entry Bundle - Perpetual (KP-ENT-PER-KEB) Requires KP-PS-STD 3 days training (24 hours)
- 7 Subscription Pricing is Annual Unless Noted Otherwise
- 8 Sales of Kapow perpetual license standalone will require the approval of Kofax management.
- 9 Standard Kofax Support Policies apply to Kapow Perpetual Licenses
- 10 10 PKCU,5 NPKCU,5 DSS,10 EKZ
- 11 2 Production KCUs, 1 Non-production KCU, 10 KappZone seats, 4 Design Studio seats
- 12 4 Production KCUs, 2 Non-production KCU, 30 KappZone seats, 4 Design Studio seats
- 13 4 Production KCUs, 2 Non-production KCU, 50 KappZone seats, 4 Design Studio seats, High availability
- 14 3 months, <3000 pages, <200,000 documents, 10 Production KCUs, 5 Design Studio seats, 10 KappZone seats
- 15 6 months, 3000-6000 pages, 200,000 to< 500,000 documents, 10 Production KCUs, 5 Design Studio seats, 10 KappZone seats
- 16 12 months, 6000-15000 pages, 500,000 to< 1,250,000 documents, 10 Production KCUs, 5 Design Studio seats, 10 KappZone seats
- 17 >12 months, >15000 pages, >1,250,000 documents, Production KCUs and KappZone seats TBD
- 18 Requires minimum purchase of \$5,000. Can only be ordered in multiples of 10.
- 19 \$10,000 + 20% of KappZone cost
- 20 15% of total subscription price for 24x7
- 21 List Part numbers of Products purchased below this part number; sum price of parts below
- 22 Requires KP-PS-STD 3 days training (24 hours). Fulfills 1 Production KCU, 1 Non-production KCU, 5 KappZone seats, and 2 Design Studio seats.
- 23 Minimum purchase of \$12,500. Can only be sold in multiples of 10.
- 24 \$25,000 + 20% of KappZone cost
- 25 20% of list. Calculation based on the total list price
- 26 36% of list. Calculation based on the total list price
- 27 48% of list. Calculation based on the total list price
- 28 28% of list. Minimum 100,000USD Price
- 29 52% of list. Minimum 100,000USD Price
- 30 72% of list. Minimum 100,000USD Price

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

☒

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |

**Kofax - Total Agility**

- 1) TotalAgility Support must be ordered separately. The TotalAgility pricing calculator can be found at <http://internal.pricingconfigurator.kofax.com/> or the partner portal for authorized partners.
- 2) Price is for 4 Full Users and 10K pages per year. Enables all capture and transformation functionality in TotalAgility for this number of users and pages. Required with every new system order. Limit 1 per order.
- 3) Price is per additional concurrent user. Full users are typically internal users that have a unique TotalAgility login and full rights to all functionality. These full users are licensed based on concurrent access to the system.
- 4) Price is for unlimited number of limited users. Limited users are typically external users that have no TotalAgility system login and rights that are limited to submitting documents and checking process status.
- 5) Price is per additional block of 10K pages per year. Enables all capture and transformation functionality in TotalAgility for this page volume. Only capture activities decrement pages.
- 6) Price is 20% of total list price of production system.
- 7) Kofax Analytics for TotalAgility and Kofax Insight Analytics for TotalAgility are add-ons for Kofax TotalAgility that provides business intelligence and analytics capabilities. The Kofax Analytics for TotalAgility and Kofax Insight Analytics for TotalAgility part numbers includes Altosoft software and pre-bu
- 8) Price must be calculated based on the total list price of the entire installation of TotalAgility onto which the license will be installed. Calculation must be made based on list price, not discounted prices. Solution provides use of pre-built dashboards only, no customization is permitted. Dashboards and
- 9) Price must be calculated based on the total list price of the entire installation of TotalAgility onto which the license will be installed. Calculation must be made based on list price, not discounted prices. Allows users to map additional data from KTA database(s) only, no other data can be used. Users
- 10) Customers purchasing a public tenant share their TotalAgility 7 software (but not their configurations or data) with other customers. Customers purchasing the dedicated instance have their own dedicated TotalAgility 7 system in the Cloud. The subscription contract is for a 12 month minimum comrn
- 11) Base configuration is 4 users and 10K PPY, and includes maintenance.
- 12) Base configuration is 30 users and 500K PPY, and includes maintenance.
- 13) One test/dev system included with new system purchase. 10%-of-production-list-price charge for each additional test/dev system. The included test/dev system provides the same number of users as the production system and 10% of the production system's capture volume. Additional test/dev sys
- 14) One DR system included with new system purchase. 10%-of-production-list-price charge for each additional DR system. The included and additional DR systems contain the same number of production users and 10% of the production capture volume as one-time-use volume.
- 15) 90-day evaluation period can be extended per existing approval processes.
- 16) Eval system licensed with a base configuration, 20 additional concurrent users, limited users enabled, Insight Analytics for TotalAgility, and on-premise multi-tenancy enabled.
- 17) Eval system contains Cloud and On-Prem components and licenses: Cloud: base configuration, 20 additional concurrent users, limited users enabled, VM containing Insight Analytics for KTA. On-Prem: KTA Integration Server, Transformation Designer, Remote Linked Server, On-Prem Multi-Tenar
- 18) One-year license for internal training and demo purposes.
- 19) NFR system licensed with a base configuration, 20 additional concurrent users, limited users enabled, Insight Analytics for TotalAgility, and on-premise multi-tenancy enabled.
- 20) NFR system contains Cloud and On-Prem components and licenses: Cloud: base configuration, 20 additional concurrent users, limited users enabled, VM containing Insight Analytics for KTA. On-Prem: KTA Integration Server, Transformation Designer, Remote Linked Server, On-Prem Multi-Tenar
- 21) TotalAgility Support must be ordered separately. The TotalAgility AP Automation pricing calculator can be found at <http://internal.pricingconfigurator.kofax.com/>.
- 22) Includes 4 full concurrent users and 40k annual page volume (allows 10k invoices at 4 pages per invoice); TotalAgility AP Framework; VRS Professional for production scanning; Kofax Reporting
- 23) Must have TA-AP-BASE01-0001; Includes 4 full concurrent users and 40k annual page volume (allows 10k invoices at 4 pages per invoice); TotalAgility AP Framework
- 24) Allows for 1 full concurrent user and 40k annual page volume (10k invoices at 4 pages per invoice). Only available to those who have TA-AP-BASE01-0001 or TA-AP-BASE02-0002. See pricing calculator or contact marketing for qty 2+
- 25) Includes 4 concurrent users and 40k annual page volume (allows 10k invoices at 4 pages per invoice); TotalAgility AP Framework; TotalAgility AP Analytics; VRS Professional for production scanning; Kofax Reporting
- 26) Must have TA Base Config TA-AP-BASE01-0001. Includes 4 concurrent users and 40k annual page volume (allows 10k invoices at 4 pages per invoice); TotalAgility AP Framework; TotalAgility AP Analytics
- 27) Must have TA-AP-BASE02-0001 or TA-AP-BASE02-0002; Allows 10k invoices/yr. at 4 pages per invoice; and 1 full concurrent user. See pricing calculator or contact product marketing for qty 2+
- 28) Includes 4 concurrent users and 40k annual page volume (allows 10k invoices at 4 pages per invoice); TotalAgility AP Framework; TotalAgility AP Insight Analytics; VRS Professional for production scanning; Kofax Reporting
- 29) Must have TA Base Config TA-AP-BASE01-0001. Includes 4 concurrent users and 40k annual page volume (allows 10k invoices at 4 pages per invoice); TotalAgility AP Framework; TotalAgility AP Insight Analytics
- 30) Must have TA-AP-BASE03-0001 or TA-AP-BASE03-0002; Allows 10k invoices/yr. at 4 pages per invoice; and 1 full concurrent user. See pricing calculator or contact product marketing for qty 2+
- 31) Allows for one (1) additional full concurrent user
- 32) Allows for unlimited number of limited users
- 33) Customers purchasing a public tenant share their TotalAgility software (but not their AP Automation configurations or data) with other customers. Customers purchasing the dedicated instance have their own dedicated TotalAgility and AP Automation system in the Cloud. The Cloud Service contrac
- 34) Use price calculator to derive Cloud Service annual price. Note that price includes annual maintenance.
- 35) Minimum annual invoice volume of 120k required. Use price calculator to derive Cloud Service annual price. Note that price includes annual maintenance.
- 36) One test/dev system included with new system purchase. 10%-of-production-list-price charge for two additional test/dev systems. The included test/dev system provides the same number of users as the production system and 10% of the production system's capture volume. Additional test/dev sys
- 37) Provides two (2) additional on-premise non-production systems, each with 10% of users and invoice volume. Only available to those who have the base configuration TA-AP-BASE\*\*-0001 or TA-AP-BASE\*\*-0002
- 38) Provides two (2) additional cloud non-production systems, each with 10% of users and invoice volume. Only available to those who have the base configuration TA-AP-BASE\*\*-0001 or TA-AP-BASE\*\*-0002

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

☒

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

39) Only available to those who have the AP Base Configuration TA-AP-BASE\*\*-0001 or TA-AP-BASE\*\*-0002. Provides same number of users and 10% of one-time-use invoice volume

**Nuance AutoStore & Ouput Manager**

- 1 This product has high-volume pricing options. For more information on how to offer these discounts to customers and getting quotes, please contact your sales representative.
- 2 High-availability licenses are a bundle of two licenses to be applied to a single MFP where the second license is used for high-availability fail-over or load-balancing purposes only in an active-active or active-passive 2 configuration.
- 3 When upgrading from standard to high-availability, all licenses per instance must be upgraded.
- 4 Customers must specify device type upon fulfillment of device licenses. A full list of supported devices, can be found at <http://www.notablesolutions.com/products/autostore/capture/multifunction-devices/>
- 5 Unsupported devices require a File Import License to connect to the AutoStore solution.
- 6 SnapIt add on-on provides ability to auto populate fields using selected content.
- 7 2D barcode add-on provides ability to recognize 2D barcodes through QuickCapture interface.
- 8 File Import licenses include capture from Email (SMTP, POP3, and IMAP), Folder, FTP/SFTP sites, Multi-Poll, RightFax servers, and XML.
- 9 Battery Licenses are a one-time use consumption license that has no time limit on use.
- 10 A single pack of 20 of AutoCapture is available as part of the client bundle (under the bundle section).
- 11 To purchase WebCapture or Mobile please see the WebCapture Mobile section.
- 12 Production printers require Output Manager Production Printer Licenses.
- 13 Production printers are:  Black and White >160ppm.  Color >100 ppm.
- 14 Components of Network Printer Pack: Cost management, rules based print, print failover, reporting.
- 15 Output Manager Desktop Licenses include local print monitoring and web interface access.
- 16 Output Manager Desktop Licenses are also included in the Client Bundle - see details in the Bundle section.
- 17 Customers must purchase the Basic Transform Module as a prerequisite for the Page Modification Add-on.
- 18 The non-production add-ons cannot be purchased in combination with production printer licenses.
- 19 Production Print versions of the add-ons are required in combination with production printer licenses.
- 20 Customers must purchase the Production Print version of the Basic Transform Module as a prerequisite for the input and output filters.
- 21 A single pack of 20 of WebCapture/Mobile is available as part of the client bundle (under the bundle section).
- 22 Some functions of Mobile will require the purchase of Output Manager or AutoStore licenses.
- 23 To purchase AutoCapture please see the AutoCapture Additional Products section.
- 24 Client Bundles include AutoCapture, WebCapture/Mobile, and OM Desktop offerings.
- 25 To purchase WebCapture / Mobile or AutoCapture please see the WebCapture Mobile and AutoStore sections respectively.

**Ojectif Lune**

- 1) Software license, governed by the EULA, one instance
- 2) OL Care - yearly, one is required per software license, may purchase up to 5 years
- 3) OL Care - annual renewal of existing licensed software, may purchase up to 5 years
- 4) OL Care - Re-Entry, for customers with lapsed OL Care, to rejoin for one year then they revert back to the normal Renewal rate in footnote 3
- 5) This item is fulfilled electronically, there is no physical shipment
- 6) This item requires a physical shipment.

**RIS**

1. MFP Base Option Must always be purchased, includes Admin, Authentication, Copy tracking & Reporting
2. Each Product includes 1 Year of M&S; Additional Years of M&S must be purchased to match the term of the Lease/Purchase



# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

☒

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

- 3. MFP Secure Print Option to Base; Includes MFP Print Tracking/Reporting and follow-me type printing. Additional Options available
- 4. Scanning Option for Base can be combined with Secure Print/Base, includes Secure Scan-to-email, folders, SSO, Scan/Fax tracking & Reporting additional Options available

**1 to 1 Create**

- 1) Ricoh 1 to1 Create Basic subscription includes access to all campaign templates (Postcard, email, microsite, brochure, flyer, business card, calendar, rack card, etc.). USA Data list acquisition tool/Self learning video, download high resolution PDF for print/ PODi case studies & value calculators/ can
- 2) Ricoh 1 to1 Create Advance subscription includes all basic subscription services plus skeleton templates to create customer's own campaign templates. Note: Sending email, purchasing list from USA Data, and creating PURL are not included in subscription and require separate fee

**PACE**

- 1 Appliance (Server) Includes:Estimating, Job Control, Data Collection, Job Costing, Inventory, Purchasing, Job Shipments, Job Billing, Accounts Receivable, Job History, ePaceStation, 5 full system users and 5 data collection users.
- 2 per workstation location
- 3 An additional manufacturing location that receives a license to the same modules as licensed for the core system. An additional site license is required for each physical manufacturing location. A site license is not required for sales or remote service locations that have no manufacturing capabilities
- 4 (1-3 people at remote site utilizing the same server) (requires EFI approval)
- 5 (4-7 people at remote site utilizing the same server) (requires EFI approval)
- 6 8-10 people at remote site utilizing the same server) (requires EFI approval)
- 7 (includes Outlook Plug In)
- 8 (requires Price List Quoting)
- 9 [Est Req/Job Status/Proof/CO/Web Activity]
- 10 Item carries a \$0 licence cost, but does have a maintenance cost, order both items
- 11 pricing is per site
- 12 Includes Job Planning and Prioritization, Base Scheduling, Optimized Loading, What If Scenarios, Switchover Modules
- 13 (includes eight modules: Alerts, Translations, Defaults, Fields/Lists, Forms/Object Contexts, Objects, Database Views, API Modules)
- 14 all scales sold separately
- 15 (mandatory for each AC3000 and Paper Monitor)
- 16 (recommended for use with AC1000)
- 17 recommended for use with AC3000)
- 18 (mandatory for nonMatrix upgrades)
- 19 Includes: configuration of database, operating system, web reporting engine, web server, remote connectivity, and system configuration. Support includes upgrades / patches for [database, operating system, web reporting engine], repair if inoperable and assurance that software release has been te
- 20 (requires customer sourced hardware & VM software)
- 21 Includes: configuration of database, operating system, web reporting engine, web server, remote connectivity, and system configuration. Support includes upgrades / patches for [database, operating system, web reporting engine], repair if inoperable and assurance that software release has been te
- 22 Includes: configuration of database, operating system, web reporting engine, web server, remote connectivity, and system configuration. Support includes upgrades / patches for [database, operating system, web reporting engine], repair if inoperable and assurance that software release has been te
- 23 Includes: configuration of database, operating system, web reporting engine, web server, remote connectivity, and system configuration. Support includes upgrades / patches for [database, operating system, web reporting engine], repair if inoperable and assurance that software release has been te
- 24 Pace Maintennace includes access to technical support via phone and email, access to all system upgrades and updates during the term of the maintenance contract, and in the case of major upgrades, application of such upgrades as a service.
- 25 The Two-day Onsite and Additional Onsite Day professional services line items are used to provide the various onsite portions of Pace implemetnation and include trainer travel and expenses.
- 26 Includes: Accounts Receivable, Accounts Payable, General Ledger, PaceStation and one Additional Company license. Allows financial roll-up of multiple company databases into a consolidated entity for financial reporting purposes.
- 27 Enables the set up of an additional company's records to accommodate multiple site locations (including international locations)
- 28 Onsite in Jacksonville, FL at EFI location, customer responsible for T&E
- 29 Includes EFI resource T&E
- 30 Contains: Estimating, Job Control, Account Receivables, Job Billing, Job History, Job Shipments, PaceStation for a company with one manufacturing location. The number of users are defined as standard core system users.

**Pharos**

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

☒

| Group | Segment | Ricoh Product Code EDP | Savin Reorder Number | Lanier Reorder Number | Copies Prints Developments Per Minute | Ricoh Equipment and Options Prices Per Unit | CPC Plan with Minimum |                       |                     |                         |            |
|-------|---------|------------------------|----------------------|-----------------------|---------------------------------------|---|-----------------------|-----------------------|---------------------|-------------------------|------------|
|       |         |                        |                      |                       |                                       |   | MONTHLY VOLUME RANGE  | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE |

- 1 Annual Maintenance and Support (AM&S) must be ordered with this product and is available as a separate line item. AM&S includes software major and minor version updates and hot fixes. AM&S extends 12 months from the date of original software activation and must be kept current for license k
- 2 Every iMFP also requires a dedicated Uniprint Xtra device License. Contact your Pharos Sales Rep to verify customer's license parameters.
- 3 JAVA must be preloaded on the MFP prior to loading iMFP. JAVA card available as a separate line item dependent on MFP model. JAVA card available as an option with each MFP
- 4 SOW required in instances when major upgrades or new environment installs take place. Minor add-ons e.g. iMFP license ded, requires no SOW. Contact Pharos representative for assistance. SOW's must be attached to the sales order.
- 5 Product has 1 year manufacturer warranty
- 6 Travel expenses not included
- 7 Hardware Extended Warranty (EW) only available at time of initial purchase. EW is not renewable.
- 8 Annual Maintenance & Support is calculated based on the MSRP of the Software.

**PrintNet Solutions**

- 1 CopyNet Light is the core Web Based Print Mangement Solution module that includes features such as; Web Based File Uploading, Web Based File Job Submissions, Real Time File Converter, Customer Job Pre-proofing and more...
- 2 CopyNet Base includes all features of Light plus many more. Please refer to feature chart matrix located on InfoCenter
- 3 CopyNet Forms includes all features of Light plus many more. Please refer to feature chart matrix on InfoCenter.
- 4 CopyNet Education includes all features of Light plus many more. Please refer to feature chart matrix on InfoCenter.
- 5 The Credit Card Option is available for CopyNet Light, Base, Forms and Education. This Optional module provides Credit Card Check Out of and On-Line Order through Authorize.Net.
- 6 All CopyNet Solution pricing includes Cloud based deployment for Initial Product SetUp, Webinar Training, Built in Video Training Support, Email & Call Center Support.
- 7 Any Custom Programming, Database Connections (i.e. LDAP) and environment specific programming or onsite training please contact PrintNet Solutions area representative for Quote & SOW.

**PPDM NX**

- 1 Licensed by Desktop User, Server Software included
- 2 Requires Ordering V109A-M01-4.0-1Y-PS1 for new M&S
- 3 Requires Ordering V109A-MG8-4.0-1Y-PS1 for new M&S
- 4 Requires Ordering V109A-MH0-4.0-1Y-PS1 for new M&S
- 5 Requires Ordering V109A-MH1-4.0-1Y-PS1 for new M&S
- 6 Requires Ordering V109A-MH2-4.0-1Y-PS1 for new M&S

**PPDM 2016**

1. Licensed by PC, includes 1 year M&S
2. Additional Year of M&S per PC license
3. Free upgrade from PPDM NX to PPDM 2016 Requires additional year of M&S
4. Requires proof of current PPDM NX product with active M&S
5. Paid upgrade from V1,V2,V3 to PPDM 2016 Requires additional year of M&S
6. Requires license key from PPDM V1, V2, V3 to order. No orders will be accepted without it.
7. Site License for PPDM 2016 requires a special quote through Product Marketing and is for orders over 250 licenses only.

**Remark**

- 1: Installation Requires Custom Quote from Vendor (SOW)
- 2: An OMR Station is a shared computer that any number of teachers can share for processing forms with Remark Test Grading Edition
- 3: One copy of the software is installed and there is no limit to the number of Instructor Profiles that can be added to that copy.
- 4: Teachers must physically be on the computer where the OMR Station is loaded in order to use the software



# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

☒

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |

5: The OMR Station is a one-time purchase and annual support and maintenance is included for one year. Annual support and maintenance can be renewed annually

**Ricoh Advanced Legal Workflow**

- 1 Includes 1 year of Maintenance & Support (M&S)
- 2 Add additional years of Maintenance & Support (M&S) to cover term of lease.

**Ricoh Electronic Data Exchange**

- 1 Requires Intersystems HEALTHSHARE HS4 license
- 2 Requires upgrade to HS4 license to include DOCXT
- 3 Requires REDE Server License
- 4 Requires Workflow Viewer
- 5 This development environment includes a set of licenses that mimicks production for testing purposes only.
- 6 This is a Fixed Fee Implementation for the Patient Directory Configuration.
- 7 This labor code is hourly based and used on all installs in various amounts based on scope.
- 8 MDM - HL7 message type called Medical Document Management
- 9 ADT - HL7 message type called Admit, Discharge, and Transfer
- 10 Block of time hours can be utilized post implementation to provide engineering / custom configuration changes.
- 11 Can be integrated on a Ricoh whiteboard such as the D5510 via customized whiteboard firmware available from the Visual Communications engineering team.
- 12 Includes software updates and helpdesk support. (Software updates may require Ricoh Professional Services).

**Ricoh Integrated Cloud Environment (ICE)**

- (1) All MFPs require the optional Browser Unit or Smart Op Panel
- (2) TS (IT) will need to install and configure
- (3) Std Pkg w/OCR is Required
- (4) Sold per MFP
- (5) Use for one year subscription or for 1st year of multiple year subscription for each MFP
- (6) Use for subsequent years of multiple year subscription for each MFP.
- (7) For one year subscription for 1 MFP, order qty 1 of ICEOCR-PS1. For three year subscription for 1 MFP, order qty 1 of ICEOCR-PS1 and qty 2 of ICEMFPRENEW-PS1
- (8) This package adds Mobile print functionality by email only (add PrintCloud option for full Mobile Print functionality)
- (9) Sold per customer account
- (10) Must be included with Education MFP
- (11) Annual Subscription order qty by number of years, ex: 5 years order qty of 5
- (12) Required for Blackboard Learn connector
- (13) Up to 5000 users for each pack.If more users are required then order multiples; ex. If 10,000 users then order 2 packs

**Saurel**

- 1 Includes 1 year Maintenance & Support (M&S)
- 2 Each additional year of M&S. Increase quantity to add multiple years to match the term of the customer's contract
- 3 One month term/subscription, no renewal, repurchase required
- 4 Includes Maintenance & Support (M&S)

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

**Purchase /Rental / Full Maintenance**

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

☒

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |

5 Fixed Fee

**StreamLine NX**

21) Requires the stand, streamline nx license & card reader to complete PRS

26) Support desk unable to resolve issue over the phone. Support desk sends exchange request to Depot Services. Depot sends replacement unit to customer with prepaid return label. The customer packages and attaches return label and ships back to Ricoh. If customer does not return within 15 da

**Total Flow Path**

- 1) Path is a workflow integrator that allows different systems to speak to each other, reducing gaps and streamlining steps to create a smoother, more linear automated workflow process. Path has several built-in extensions as well as optional extensions
- 2) Allows retrieving orders from a PTI Marcom Central web store. Allows the user to associate job tickets to the web store SKUs. Allows providing feedback to the Marcom Central store about the status of the order. Requires PTI Web Services and Data Feeds( 29028-PS1) with annual support ( 10027-
- 3) Allows retrieving orders from a RSA WebCRD web store. Retrieves the job tickets from the RSA WebCRD web store. Allows providing feedback to the RSA WebCRD store about the status of the order.□
- 4) Submits jobs to a PlanetPress server for VDP composition. Retrieves the composed job for further processing.□
- 5) Submits jobs to a FusionPro Producer server for VDP composition. Retrieves the composed job for further processing.□
- 6) Allows submitting jobs to a printer driven by an EFI Fiery controller. Automatically captures media catalog information.7) Allows submitting jobs to Enfocus PitStop Server for preflight and captures the preflight result and/or the modified job file. Preflight profiles can be selected either directly or through
- 7) Allows submitting jobs to Enfocus PitStop Server for preflight and captures the preflight result and/or the modified job file. Preflight profiles can be selected either directly or through the use of business rules.□
- 8) Allows submitting jobs to Ultimate Imposition OnDemand Automation for imposition. Imposition profiles can be selected either directly or through the use of business rules.□
- 9) Accepts jobs from Avanti Slingshot through a JMF/JDF interface and provides status updates and job information back to Avanti Slingshot. Requires Avanti Path Integration (100R10002-PS1) and Annual Service support (400R10002-PS1)□
- 10) MANDATORY TO INCLUDE 1 YEAR PHONE SUPPORT or UPGRADE TO PHONE SUPPORT WITH ONSITE SUPPORT. Includes phone support for 12 months and bug fixes . For multiple years please change the quantity amount on your order.
- 11) MANDATORY TO INCLUDE 1 YEAR PHONE SUPPORT or UPGRADE TO PHONE SUPPORT WITH ONSITE SUPPORT ( coordination with PPSC call center and production engineer required if necessary). This 12 month upgrade includes onsite support and phone support, as well as bug fixes.

**VPSX**

- 1 Price is determined by the total number of definitions of output devices and/or specified users supported by all VPSX® systems at a single location.
- 2 Do not combine bands. Supported capacity will be sold in blocks shown on the price sheet e.g., if you have 60 printers, you must license capacity for 100
- 3 License fees for additional output devices in excess of 1000 will be sold in blocks of 100.
- 4 User capacity will be sold in blocks of Maximum Users
- 5 Price is determined according to the maximum number of users submitting jobs from a mobile device
- 6 Innovate/Mill requires that at least one Transform product also be licensed
- 7 Pricing is per printer/MFP device that the software supports.
- 8 Software will be sold in minimum increments of 50 printers/MFP devices (HP, Lexmark, Xerox and Ricoh).□
- 9 MFPsecure for HP, Lexmark, Xerox and Ricoh includes VPSX/Secure Delivery and may be exchanged for any other supported platform at no additional cost
- 10 MFPsecure for XT requires MFPsecure XT hardware components (see footnote 22), includes VPSX/Secure Delivery
- 11 VPSX Secure Delivery server service which provides integration to Equitrac & Pharos.
- 12 Price is determined according to the number of users supported by all PageCenterX® systems at a single location.
- 13 User capacity will be sold in blocks of Total Users shown on the price sheet. e.g, If you need 60 Total Users you must license capacity for 100 Total Users.
- 14 License fees for additional users in excess of 1000 Total Users will be sold in 100 user blocks
- 15 Dedicated or Concurrent license model per single location allowed.
- 16 Requires PageCenterX
- 17 Pricing is per workstation that is registered to PageCenterX
- 18 Licensed in minimum increments of 5 workstations.
- 19 The number of licensed workstations must be less than or equal to the total number of users licensed for PageCenterX.
- 20 Transform product may be installed on any server on which VPSX® or PageCenterX® is licensed

# RICOH SAVIN LANIER

## NASPO ValuePoint - Connecticut (CPC Program)

Purchase /Rental / Full Maintenance

**SUPPLEMENT #10**

**Schedule B to**

Ricoh Master Pricing Agreement

Terms & Conditions to reference Ricoh Master Agreement.

Lead State Price Agreement #3091 and Participating State Contract #14PSX0125

New Product &/or New EDP Code

| Group | Segment | Ricoh<br>Product Code<br>EDP | Savin<br>Reorder<br>Number | Lanier<br>Reorder<br>Number | Copies<br>Prints<br>Developments<br>Per Minute | Ricoh<br>Equipment<br>and Options<br>Prices Per Unit | CPC Plan with Minimum      |                             |                           |                               |               |
|-------|---------|------------------------------|----------------------------|-----------------------------|--|--|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|
|       |         |                              |                            |                             |  |  | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE |

- 21 Supports PC Prox Plus II (color Black) RDR80081AKU-DS or PC Prox Plus II (color Pearl) RDR80081APU-DS
- 22 Requires RFID card reader kit KT80581AKU4-DS
- 23 Generic Transform EDP code Identify Transform by name on order form.
- 24 Annual Rates - VPSX solution is a multi-year subscription (3 year minimum) billed annually with a 3% annual increase over the term.
- 25 Non-Chargeable Interface
- 26 Includes a license for FormPort Designer for use on two (2) workstations. Additional workstations of FormPort Designer must be licensed.
- 27 EDP codes designated to Catholic Health Initiatives / M & S adjusted yearly

| CPC Plan without Minimum |                      |                       |                     |                         |            |                   |
|--------------------------|----------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES        | MONTHLY VOLUME RANGE | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |
| 0.0039                   | 20,000 - 110,000     | 99,000                | 29,700              | 0.0160                  |            | 0.0039            |
| 0.0039                   | 20,000 - 110,000     | 99,000                | 29,700              | 0.0177                  |            | 0.0039            |
|                          |                      |                       |                     | 0.0014                  |            |                   |
|                          |                      |                       |                     | 0.0014                  |            |                   |
|                          |                      |                       |                     | 0.0002                  |            |                   |
|                          |                      |                       |                     | 0.0018                  |            |                   |
|                          |                      |                       |                     | 0.0059                  |            |                   |
|                          |                      |                       |                     | 0.0011                  |            |                   |
|                          |                      |                       |                     | 0.0023                  |            |                   |
|                          |                      |                       |                     | 0.0065                  |            |                   |
|                          |                      |                       |                     | 0.0292                  |            |                   |
|                          |                      |                       |                     | 0.0016                  |            |                   |
|                          |                      |                       |                     | 0.0014                  |            |                   |
|                          |                      |                       |                     | 0.0162                  |            |                   |
|                          |                      |                       |                     | 0.0029                  |            |                   |
|                          |                      |                       |                     | 0.0077                  |            |                   |
|                          |                      |                       |                     | 0.002                   |            |                   |
|                          |                      |                       |                     | 0.0019                  |            |                   |
|                          |                      |                       |                     | 0.0001                  |            |                   |
|                          |                      |                       |                     | 0.002                   |            |                   |
|                          |                      |                       |                     | 0.0012                  |            |                   |
|                          |                      |                       |                     | 0.004                   |            |                   |
|                          |                      |                       |                     | 0.0001                  |            |                   |
|                          |                      |                       |                     | 0.0009                  |            |                   |
|                          |                      |                       |                     | 0.0005                  |            |                   |
|                          |                      |                       |                     | 0.0081                  |            |                   |
|                          |                      |                       |                     | 0.0001                  |            |                   |
|                          |                      |                       |                     | 0.0005                  |            |                   |
|                          |                      |                       |                     | 0.0001                  |            |                   |
|                          |                      |                       |                     | 0.0002                  |            |                   |
|                          |                      |                       |                     | 0.0005                  |            |                   |
|                          |                      |                       |                     | 0.0003                  |            |                   |
|                          |                      |                       |                     | 0.0028                  |            |                   |
|                          |                      |                       |                     | 0.0137                  |            |                   |
|                          |                      |                       |                     | 0.0003                  |            |                   |
|                          |                      |                       |                     | 0.001                   |            |                   |
|                          |                      |                       |                     | 0.0004                  |            |                   |

| CPC Plan without Minimum |                      |                       |                     |                         |            |                   |
|--------------------------|----------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES        | MONTHLY VOLUME RANGE | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |
|                          |                      |                       |                     | 0.0024                  |            |                   |
|                          |                      |                       |                     | 0.0103                  |            |                   |
|                          |                      |                       |                     | 0.0067                  |            |                   |
|                          |                      |                       |                     | 0.003                   |            |                   |
|                          |                      |                       |                     | 0.0017                  |            |                   |
|                          |                      |                       |                     | 0.0027                  |            |                   |
|                          |                      |                       |                     | 0.0007                  |            |                   |
|                          |                      |                       |                     | 0.0014                  |            |                   |
|                          |                      |                       |                     | 0.0008                  |            |                   |
|                          |                      |                       |                     | 0.0024                  |            |                   |
|                          |                      |                       |                     | 0.001                   |            |                   |
|                          |                      |                       |                     | 0.0133                  |            |                   |
|                          |                      |                       |                     | 0.0013                  |            |                   |
|                          |                      |                       |                     | 0.0247                  |            |                   |
|                          |                      |                       |                     | 0.0053                  |            |                   |
|                          |                      |                       |                     | 0.0104                  |            |                   |
|                          |                      |                       |                     | 0.0084                  |            |                   |
|                          |                      |                       |                     | 0.0081                  |            |                   |
|                          |                      |                       |                     | 0.0034                  |            |                   |
|                          |                      |                       |                     | 0.0276                  |            |                   |
|                          |                      |                       |                     | 0.0038                  |            |                   |
|                          |                      |                       |                     | 0.0003                  |            |                   |
|                          |                      |                       |                     | 0.0059                  |            |                   |
|                          |                      |                       |                     | 0.0003                  |            |                   |
|                          |                      |                       |                     | 0.0003                  |            |                   |
|                          |                      |                       |                     | 0.0003                  |            |                   |
|                          |                      |                       |                     | 0.0003                  |            |                   |
|                          |                      |                       |                     | 0.0003                  |            |                   |
|                          |                      |                       |                     | 0.0003                  |            |                   |
|                          |                      |                       |                     | 0.0006                  |            |                   |
|                          |                      |                       |                     | 0.0012                  |            |                   |
|                          |                      |                       |                     | 0.0011                  |            |                   |
|                          |                      |                       |                     | 0.0006                  |            |                   |
|                          |                      |                       |                     | 0.0002                  |            |                   |
|                          |                      |                       |                     | 0.0001                  |            |                   |

| CPC Plan without Minimum |                      |                       |                     |                         |            |                   |
|--------------------------|----------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES        | MONTHLY VOLUME RANGE | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |
| 0.0037                   | 30,000 - 160,000     | 134,400               | 40,320              | 0.0162                  |            | 0.0037            |
|                          |                      |                       |                     | 0.001                   |            |                   |
|                          |                      |                       |                     | 0.001                   |            |                   |
|                          |                      |                       |                     | 0.0001                  |            |                   |
|                          |                      |                       |                     | 0.0013                  |            |                   |
|                          |                      |                       |                     | 0.0044                  |            |                   |
|                          |                      |                       |                     | 0.0008                  |            |                   |
|                          |                      |                       |                     | 0.0017                  |            |                   |
|                          |                      |                       |                     | 0.0048                  |            |                   |
|                          |                      |                       |                     | 0.0215                  |            |                   |
|                          |                      |                       |                     | 0.0011                  |            |                   |
|                          |                      |                       |                     | 0.001                   |            |                   |
|                          |                      |                       |                     | 0.0119                  |            |                   |
|                          |                      |                       |                     | 0.0021                  |            |                   |
|                          |                      |                       |                     | 0.0057                  |            |                   |
|                          |                      |                       |                     | 0.0014                  |            |                   |
|                          |                      |                       |                     | 0.0014                  |            |                   |
|                          |                      |                       |                     | 0.0001                  |            |                   |
|                          |                      |                       |                     | 0.0015                  |            |                   |
|                          |                      |                       |                     | 0.0009                  |            |                   |
|                          |                      |                       |                     | 0.003                   |            |                   |
|                          |                      |                       |                     | 0.0001                  |            |                   |
|                          |                      |                       |                     | 0.0007                  |            |                   |
|                          |                      |                       |                     | 0.0004                  |            |                   |
|                          |                      |                       |                     | 0.0059                  |            |                   |
|                          |                      |                       |                     | 0.0001                  |            |                   |
|                          |                      |                       |                     | 0.0004                  |            |                   |
|                          |                      |                       |                     | 0.0001                  |            |                   |
|                          |                      |                       |                     | 0.0002                  |            |                   |
|                          |                      |                       |                     | 0.0004                  |            |                   |
|                          |                      |                       |                     | 0.0002                  |            |                   |
|                          |                      |                       |                     | 0.0021                  |            |                   |
|                          |                      |                       |                     | 0.0101                  |            |                   |
|                          |                      |                       |                     | 0.0002                  |            |                   |
|                          |                      |                       |                     | 0.0007                  |            |                   |
|                          |                      |                       |                     | 0.0003                  |            |                   |
|                          |                      |                       |                     | 0.0018                  |            |                   |
|                          |                      |                       |                     | 0.0076                  |            |                   |



| CPC Plan without Minimum |                         |                       |                     |                         |            |                   |
|--------------------------|-------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES        | MONTHLY VOLUME RANGE    | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |
|                          |                         |                       |                     | 0.0049                  |            |                   |
|                          |                         |                       |                     | 0.0022                  |            |                   |
|                          |                         |                       |                     | 0.0012                  |            |                   |
|                          |                         |                       |                     | 0.002                   |            |                   |
|                          |                         |                       |                     | 0.0005                  |            |                   |
|                          |                         |                       |                     | 0.0011                  |            |                   |
|                          |                         |                       |                     | 0.0006                  |            |                   |
|                          |                         |                       |                     | 0.0017                  |            |                   |
|                          |                         |                       |                     | 0.0008                  |            |                   |
|                          |                         |                       |                     | 0.0098                  |            |                   |
|                          |                         |                       |                     | 0.001                   |            |                   |
|                          |                         |                       |                     | 0.0182                  |            |                   |
|                          |                         |                       |                     | 0.0039                  |            |                   |
|                          |                         |                       |                     | 0.0077                  |            |                   |
|                          |                         |                       |                     | 0.0062                  |            |                   |
|                          |                         |                       |                     | 0.0059                  |            |                   |
|                          |                         |                       |                     | 0.0025                  |            |                   |
|                          |                         |                       |                     | 0.0203                  |            |                   |
|                          |                         |                       |                     | 0.0028                  |            |                   |
|                          |                         |                       |                     | 0.0002                  |            |                   |
|                          |                         |                       |                     | 0.0043                  |            |                   |
|                          |                         |                       |                     | 0.0002                  |            |                   |
|                          |                         |                       |                     | 0.0002                  |            |                   |
|                          |                         |                       |                     | 0.0002                  |            |                   |
|                          |                         |                       |                     | 0.0002                  |            |                   |
|                          |                         |                       |                     | 0.0002                  |            |                   |
|                          |                         |                       |                     | 0.0002                  |            |                   |
|                          |                         |                       |                     | 0.0005                  |            |                   |
|                          |                         |                       |                     | 0.0009                  |            |                   |
|                          |                         |                       |                     | 0.0008                  |            |                   |
|                          |                         |                       |                     | 0.0004                  |            |                   |
|                          |                         |                       |                     | 0.0001                  |            |                   |
| <b>0.0035</b>            | <b>40,000 - 275,000</b> | <b>195,000</b>        | <b>58,500</b>       | <b>0.0143</b>           |            | <b>0.0035</b>     |
|                          |                         |                       |                     | 0.0007                  |            |                   |

| CPC Plan without Minimum |                      |                       |                     |                         |            |                   |
|--------------------------|----------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES        | MONTHLY VOLUME RANGE | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |
|                          |                      |                       |                     | 0.0007                  |            |                   |
|                          |                      |                       |                     | 0.0001                  |            |                   |
|                          |                      |                       |                     | 0.0009                  |            |                   |
|                          |                      |                       |                     | 0.003                   |            |                   |
|                          |                      |                       |                     | 0.0005                  |            |                   |
|                          |                      |                       |                     | 0.0012                  |            |                   |
|                          |                      |                       |                     | 0.0033                  |            |                   |
|                          |                      |                       |                     | 0.0148                  |            |                   |
|                          |                      |                       |                     | 0.0008                  |            |                   |
|                          |                      |                       |                     | 0.0007                  |            |                   |
|                          |                      |                       |                     | 0.0082                  |            |                   |
|                          |                      |                       |                     | 0.0015                  |            |                   |
|                          |                      |                       |                     | 0.0039                  |            |                   |
|                          |                      |                       |                     | 0.001                   |            |                   |
|                          |                      |                       |                     | 0.001                   |            |                   |
|                          |                      |                       |                     | 0.0001                  |            |                   |
|                          |                      |                       |                     | 0.001                   |            |                   |
|                          |                      |                       |                     | 0.0006                  |            |                   |
|                          |                      |                       |                     | 0.0021                  |            |                   |
|                          |                      |                       |                     | 0.0001                  |            |                   |
|                          |                      |                       |                     | 0.0005                  |            |                   |
|                          |                      |                       |                     | 0.0003                  |            |                   |
|                          |                      |                       |                     | 0.0041                  |            |                   |
|                          |                      |                       |                     | 0.0003                  |            |                   |
|                          |                      |                       |                     | 0.0001                  |            |                   |
|                          |                      |                       |                     | 0.0001                  |            |                   |
|                          |                      |                       |                     | 0.0003                  |            |                   |
|                          |                      |                       |                     | 0.0002                  |            |                   |
|                          |                      |                       |                     | 0.0014                  |            |                   |
|                          |                      |                       |                     | 0.007                   |            |                   |
|                          |                      |                       |                     | 0.0002                  |            |                   |
|                          |                      |                       |                     | 0.0005                  |            |                   |
|                          |                      |                       |                     | 0.0002                  |            |                   |
|                          |                      |                       |                     | 0.0012                  |            |                   |
|                          |                      |                       |                     | 0.0052                  |            |                   |
|                          |                      |                       |                     | 0.0034                  |            |                   |

| CPC Plan without Minimum |                         |                       |                     |                         |               |                   |
|--------------------------|-------------------------|-----------------------|---------------------|-------------------------|---------------|-------------------|
| CPC OVERAGE RATES        | MONTHLY VOLUME RANGE    | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE    | CPC OVERAGE RATES |
|                          |                         |                       |                     | 0.0015                  |               |                   |
|                          |                         |                       |                     | 0.0008                  |               |                   |
|                          |                         |                       |                     | 0.0014                  |               |                   |
|                          |                         |                       |                     | 0.0003                  |               |                   |
|                          |                         |                       |                     | 0.0007                  |               |                   |
|                          |                         |                       |                     | 0.0004                  |               |                   |
|                          |                         |                       |                     | 0.0012                  |               |                   |
|                          |                         |                       |                     | 0.0005                  |               |                   |
|                          |                         |                       |                     | 0.0068                  |               |                   |
|                          |                         |                       |                     | 0.0007                  |               |                   |
|                          |                         |                       |                     | 0.0126                  |               |                   |
|                          |                         |                       |                     | 0.0027                  |               |                   |
|                          |                         |                       |                     | 0.0053                  |               |                   |
|                          |                         |                       |                     | 0.0043                  |               |                   |
|                          |                         |                       |                     | 0.0041                  |               |                   |
|                          |                         |                       |                     | 0.0017                  |               |                   |
|                          |                         |                       |                     | 0.014                   |               |                   |
|                          |                         |                       |                     | 0.0019                  |               |                   |
|                          |                         |                       |                     | 0.0002                  |               |                   |
|                          |                         |                       |                     | 0.003                   |               |                   |
|                          |                         |                       |                     | 0.0001                  |               |                   |
|                          |                         |                       |                     | 0.0002                  |               |                   |
|                          |                         |                       |                     | 0.0002                  |               |                   |
|                          |                         |                       |                     | 0.0002                  |               |                   |
|                          |                         |                       |                     | 0.0002                  |               |                   |
|                          |                         |                       |                     | 0.0002                  |               |                   |
|                          |                         |                       |                     | 0.0003                  |               |                   |
|                          |                         |                       |                     | 0.0006                  |               |                   |
|                          |                         |                       |                     | 0.0006                  |               |                   |
|                          |                         |                       |                     | 0.0003                  |               |                   |
|                          |                         |                       |                     | 0.0001                  |               |                   |
| <b>0.0068</b>            | <b>30,000 - 160,000</b> | <b>55,000</b>         | <b>16,500</b>       | <b>0.1279</b>           | <b>0.0480</b> | <b>0.0068</b>     |
|                          |                         |                       |                     | <b>0.0771</b>           |               |                   |
|                          |                         |                       |                     | 0.0244                  |               |                   |
|                          |                         |                       |                     | 0.0069                  |               |                   |

| CPC Plan without Minimum |                      |                       |                     |                         |            |                   |
|--------------------------|----------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES        | MONTHLY VOLUME RANGE | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |
|                          |                      |                       |                     | 0.0003                  |            |                   |
|                          |                      |                       |                     | 0.0016                  |            |                   |
|                          |                      |                       |                     | 0.0026                  |            |                   |
|                          |                      |                       |                     | 0.0186                  |            |                   |
|                          |                      |                       |                     | 0.0043                  |            |                   |
|                          |                      |                       |                     | 0.0026                  |            |                   |
|                          |                      |                       |                     | 0.0247                  |            |                   |
|                          |                      |                       |                     | 0.0016                  |            |                   |
|                          |                      |                       |                     | 0.0015                  |            |                   |
|                          |                      |                       |                     | 0.0007                  |            |                   |
|                          |                      |                       |                     | 0.0006                  |            |                   |
|                          |                      |                       |                     | 0.001                   |            |                   |
|                          |                      |                       |                     | 0.0001                  |            |                   |
|                          |                      |                       |                     | 0.0041                  |            |                   |
|                          |                      |                       |                     | 0.0116                  |            |                   |
|                          |                      |                       |                     | 0.0526                  |            |                   |
|                          |                      |                       |                     | 0.0028                  |            |                   |
|                          |                      |                       |                     | 0.0025                  |            |                   |
|                          |                      |                       |                     | 0.0291                  |            |                   |
|                          |                      |                       |                     | 0.0052                  |            |                   |
|                          |                      |                       |                     | 0.0138                  |            |                   |
|                          |                      |                       |                     | 0.0145                  |            |                   |
|                          |                      |                       |                     | 0.0232                  |            |                   |
|                          |                      |                       |                     | 0.0015                  |            |                   |
|                          |                      |                       |                     | 0.0015                  |            |                   |
|                          |                      |                       |                     | 0.0015                  |            |                   |
|                          |                      |                       |                     | 0.0017                  |            |                   |
|                          |                      |                       |                     | 0.0015                  |            |                   |
|                          |                      |                       |                     | 0.0015                  |            |                   |
|                          |                      |                       |                     | 0.0017                  |            |                   |
|                          |                      |                       |                     | 0.024                   |            |                   |
|                          |                      |                       |                     | 0.0445                  |            |                   |
|                          |                      |                       |                     | 0.0188                  |            |                   |
|                          |                      |                       |                     | 0.0006                  |            |                   |
|                          |                      |                       |                     | 0.0152                  |            |                   |
|                          |                      |                       |                     | 0.0145                  |            |                   |
|                          |                      |                       |                     | 0.0062                  |            |                   |

| CPC Plan without Minimum |                         |                       |                     |  |               |                   |
|--------------------------|-------------------------|-----------------------|---------------------|--|---------------|-------------------|
| CPC OVERAGE RATES        | MONTHLY VOLUME RANGE    | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE  | COLOR RATE    | CPC OVERAGE RATES |
|                          |                         |                       |                     | 0.0497<br>0.0068   |               |                   |
|                          |                         |                       |                     | 0.0236<br>0.0096<br>0.0477<br>0.0105<br>0.0159<br>0.0053<br>0.0027<br>0.0033<br>0.0019<br>0.0014<br>0.0033<br>0.0042<br>0.0015<br>0.0024<br>0.0015<br>0.0059<br>0.0026<br>0.0232<br>0.0039 |               |                   |
| <b>0.0068</b>            | <b>30,000 - 160,000</b> | <b>66,000</b>         | <b>19,800</b>       | <b>0.1304</b>  | <b>0.0480</b> | <b>0.0068</b>     |
|                          |                         |                       |                     | 0.0794<br>0.0203<br>0.0058<br>0.0003<br>0.0014<br>0.0022   |               |                   |
|                          |                         |                       |                     | 0.0155<br>0.0036<br>0.0022<br>0.0206<br>0.0014<br>0.0012<br>0.0006   |               |                   |

| CPC Plan without Minimum |                      |                       |                     |                         |            |                   |
|--------------------------|----------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES        | MONTHLY VOLUME RANGE | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |
|                          |                      |                       |                     | 0.0005                  |            |                   |
|                          |                      |                       |                     | 0.0008                  |            |                   |
|                          |                      |                       |                     | 0.0001                  |            |                   |
|                          |                      |                       |                     | 0.0034                  |            |                   |
|                          |                      |                       |                     | 0.0097                  |            |                   |
|                          |                      |                       |                     | 0.0438                  |            |                   |
|                          |                      |                       |                     | 0.0023                  |            |                   |
|                          |                      |                       |                     | 0.0021                  |            |                   |
|                          |                      |                       |                     | 0.0243                  |            |                   |
|                          |                      |                       |                     | 0.0043                  |            |                   |
|                          |                      |                       |                     | 0.0115                  |            |                   |
|                          |                      |                       |                     | 0.0121                  |            |                   |
|                          |                      |                       |                     | 0.0193                  |            |                   |
|                          |                      |                       |                     | 0.0013                  |            |                   |
|                          |                      |                       |                     | 0.0013                  |            |                   |
|                          |                      |                       |                     | 0.0013                  |            |                   |
|                          |                      |                       |                     | 0.0014                  |            |                   |
|                          |                      |                       |                     | 0.0013                  |            |                   |
|                          |                      |                       |                     | 0.0012                  |            |                   |
|                          |                      |                       |                     | 0.0014                  |            |                   |
|                          |                      |                       |                     | 0.02                    |            |                   |
|                          |                      |                       |                     | 0.0371                  |            |                   |
|                          |                      |                       |                     | 0.0156                  |            |                   |
|                          |                      |                       |                     | 0.0005                  |            |                   |
|                          |                      |                       |                     | 0.0127                  |            |                   |
|                          |                      |                       |                     | 0.0121                  |            |                   |
|                          |                      |                       |                     | 0.0052                  |            |                   |
|                          |                      |                       |                     | 0.0414                  |            |                   |
|                          |                      |                       |                     | 0.0057                  |            |                   |
|                          |                      |                       |                     | 0.0197                  |            |                   |
|                          |                      |                       |                     | 0.008                   |            |                   |
|                          |                      |                       |                     | 0.0397                  |            |                   |
|                          |                      |                       |                     | 0.0088                  |            |                   |
|                          |                      |                       |                     | 0.0132                  |            |                   |
|                          |                      |                       |                     | 0.0044                  |            |                   |
|                          |                      |                       |                     | 0.0022                  |            |                   |
|                          |                      |                       |                     | 0.0028                  |            |                   |
|                          |                      |                       |                     | 0.0016                  |            |                   |



| CPC Plan without Minimum |  |                       |                     |  |            |                   |
|--------------------------|--|-----------------------|---------------------|--|------------|-------------------|
| CPC OVERAGE RATES        | MONTHLY VOLUME RANGE                       | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE  | COLOR RATE | CPC OVERAGE RATES |
|                          |  |                       |                     | 0.0012<br>0.0028<br>0.0035<br>0.0012<br>0.002<br>0.0013<br>0.0049<br>0.0022<br>0.0193<br>0.0033  |            |                   |
| 0.0037<br>0.0035         | 18,000,000 - 95,000<br>18,000,000 - 95,000 | 82,000<br>82,000      | 24,600<br>24,600    | 0.0246<br>0.0307<br>0.0017<br>0.0002<br><br>0.0022<br>0.0072<br>0.0013<br>0.0078<br>0.0035<br>0.0093<br>0.0024<br>0.0023<br>0.0002<br>0.0011<br>0.0006<br>0.0097<br>0.0166<br>0.0004<br>0.0012<br>0.0005<br>0.0029<br>0.0125<br><br>0.0028<br>0.0352<br>0.0019<br>0.0017 |            | 0.0037<br>0.0035  |

| CPC Plan without Minimum |                      |                       |                     |                         |            |                   |
|--------------------------|----------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES        | MONTHLY VOLUME RANGE | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |
|                          |                      |                       |                     | 0.0195                  |            |                   |
|                          |                      |                       |                     | 0.0001                  |            |                   |
|                          |                      |                       |                     | 0.0003                  |            |                   |
|                          |                      |                       |                     | 0.0021                  |            |                   |
|                          |                      |                       |                     | 0.0068                  |            |                   |
|                          |                      |                       |                     | 0.0004                  |            |                   |
|                          |                      |                       |                     | 0.0001                  |            |                   |
|                          |                      |                       |                     | 0.0001                  |            |                   |
|                          |                      |                       |                     | 0.0006                  |            |                   |
|                          |                      |                       |                     | 0.0071                  |            |                   |
|                          |                      |                       |                     | 0.0003                  |            |                   |
|                          |                      |                       |                     | 0.0004                  |            |                   |
|                          |                      |                       |                     | 0.0004                  |            |                   |
|                          |                      |                       |                     | 0.0004                  |            |                   |
|                          |                      |                       |                     | 0.0004                  |            |                   |
|                          |                      |                       |                     | 0.0004                  |            |                   |
|                          |                      |                       |                     | 0.0007                  |            |                   |
|                          |                      |                       |                     | 0.0015                  |            |                   |
|                          |                      |                       |                     | 0.0013                  |            |                   |
|                          |                      |                       |                     | 0.0161                  |            |                   |
|                          |                      |                       |                     | 0.0299                  |            |                   |
|                          |                      |                       |                     | 0.0126                  |            |                   |
|                          |                      |                       |                     | 0.0004                  |            |                   |
|                          |                      |                       |                     | 0.0102                  |            |                   |
|                          |                      |                       |                     | 0.0097                  |            |                   |
|                          |                      |                       |                     | 0.0042                  |            |                   |
|                          |                      |                       |                     | 0.0333                  |            |                   |
|                          |                      |                       |                     | 0.0046                  |            |                   |
|                          |                      |                       |                     | 0.0002                  |            |                   |
|                          |                      |                       |                     | 0.0081                  |            |                   |
|                          |                      |                       |                     | 0.002                   |            |                   |
|                          |                      |                       |                     | 0.0033                  |            |                   |
|                          |                      |                       |                     | 0.0008                  |            |                   |
|                          |                      |                       |                     | 0.0017                  |            |                   |
|                          |                      |                       |                     | 0.001                   |            |                   |
|                          |                      |                       |                     | 0.0029                  |            |                   |

| CPC Plan without Minimum |                          |                       |                     |                         |            |                   |
|--------------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES        | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |
|                          |                          |                       |                     | 0.0012                  |            |                   |
| <b>0.0067</b>            | <b>275,000 - 550,000</b> | <b>300,000</b>        | <b>90,000</b>       | <b>0.0296</b>           |            | <b>0.0067</b>     |
|                          |                          |                       |                     | 0.0024                  |            |                   |
|                          |                          |                       |                     | 0.0028                  |            |                   |
|                          |                          |                       |                     | 0.0002                  |            |                   |
|                          |                          |                       |                     | 0.0004                  |            |                   |
|                          |                          |                       |                     | 0.0095                  |            |                   |
|                          |                          |                       |                     | 0.0065                  |            |                   |
|                          |                          |                       |                     | 0.0123                  |            |                   |
|                          |                          |                       |                     | 0.0012                  |            |                   |
|                          |                          |                       |                     | 0.0175                  |            |                   |
|                          |                          |                       |                     | 0.0035                  |            |                   |
|                          |                          |                       |                     | 0.0034                  |            |                   |
|                          |                          |                       |                     | 0.0004                  |            |                   |
|                          |                          |                       |                     | 0.0001                  |            |                   |
|                          |                          |                       |                     | 0.0001                  |            |                   |
|                          |                          |                       |                     | 0.0001                  |            |                   |
|                          |                          |                       |                     | 0.0001                  |            |                   |
|                          |                          |                       |                     | 0.0001                  |            |                   |
|                          |                          |                       |                     | 0.0002                  |            |                   |
|                          |                          |                       |                     | 0.0002                  |            |                   |
|                          |                          |                       |                     | 0.0002                  |            |                   |
|                          |                          |                       |                     | 0.0002                  |            |                   |
|                          |                          |                       |                     | 0.0002                  |            |                   |
|                          |                          |                       |                     | 0.0002                  |            |                   |
|                          |                          |                       |                     | 0.0002                  |            |                   |
|                          |                          |                       |                     | 0.0002                  |            |                   |
|                          |                          |                       |                     | 0.0002                  |            |                   |
|                          |                          |                       |                     | 0.0002                  |            |                   |
|                          |                          |                       |                     | 0.0002                  |            |                   |
|                          |                          |                       |                     | 0.0002                  |            |                   |
|                          |                          |                       |                     | 0.0002                  |            |                   |
|                          |                          |                       |                     | 0.0004                  |            |                   |
|                          |                          |                       |                     | 0.0004                  |            |                   |
|                          |                          |                       |                     | 0.0004                  |            |                   |
|                          |                          |                       |                     | 0.0004                  |            |                   |
|                          |                          |                       |                     | 0.0005                  |            |                   |

| CPC Plan without Minimum |                      |                       |                     |                         |            |                   |
|--------------------------|----------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES        | MONTHLY VOLUME RANGE | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |
|                          |                      |                       |                     | 0.0005                  |            |                   |
|                          |                      |                       |                     | 0.0006                  |            |                   |
|                          |                      |                       |                     | 0.0006                  |            |                   |
|                          |                      |                       |                     | 0.0006                  |            |                   |
|                          |                      |                       |                     | 0.0006                  |            |                   |
|                          |                      |                       |                     | 0.0006                  |            |                   |
|                          |                      |                       |                     | 0.0009                  |            |                   |
|                          |                      |                       |                     | 0.0009                  |            |                   |
|                          |                      |                       |                     | 0.0009                  |            |                   |
|                          |                      |                       |                     | 0.0012                  |            |                   |
|                          |                      |                       |                     | 0.0009                  |            |                   |
|                          |                      |                       |                     | 0.0014                  |            |                   |
|                          |                      |                       |                     | 0.0015                  |            |                   |
|                          |                      |                       |                     | 0.0014                  |            |                   |
|                          |                      |                       |                     | 0.0014                  |            |                   |
|                          |                      |                       |                     | 0.0035                  |            |                   |
|                          |                      |                       |                     | 0.0035                  |            |                   |
|                          |                      |                       |                     | 0.0018                  |            |                   |
|                          |                      |                       |                     | 0.0023                  |            |                   |
|                          |                      |                       |                     | 0.0023                  |            |                   |
|                          |                      |                       |                     | 0.0028                  |            |                   |
|                          |                      |                       |                     | 0.0028                  |            |                   |
|                          |                      |                       |                     | 0.002                   |            |                   |
|                          |                      |                       |                     | 0.002                   |            |                   |
|                          |                      |                       |                     | 0.002                   |            |                   |
|                          |                      |                       |                     | 0.0023                  |            |                   |
|                          |                      |                       |                     | 0.0028                  |            |                   |
|                          |                      |                       |                     | 0.0037                  |            |                   |
|                          |                      |                       |                     | 0.0031                  |            |                   |
|                          |                      |                       |                     | 0.0031                  |            |                   |
|                          |                      |                       |                     | 0.0031                  |            |                   |
|                          |                      |                       |                     | 0.0031                  |            |                   |
|                          |                      |                       |                     | 0.0034                  |            |                   |
|                          |                      |                       |                     | 0.0037                  |            |                   |
|                          |                      |                       |                     | 0.0032                  |            |                   |
|                          |                      |                       |                     | 0.0035                  |            |                   |
|                          |                      |                       |                     | 0.0035                  |            |                   |
|                          |                      |                       |                     | 0.0047                  |            |                   |
|                          |                      |                       |                     | 0.0035                  |            |                   |

| CPC Plan without Minimum |                      |                       |                     |                         |            |                   |
|--------------------------|----------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES        | MONTHLY VOLUME RANGE | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |
|                          |                      |                       |                     | 0.0037                  |            |                   |
|                          |                      |                       |                     | 0.0117                  |            |                   |
|                          |                      |                       |                     | 0.0117                  |            |                   |
|                          |                      |                       |                     | 0.0117                  |            |                   |
|                          |                      |                       |                     | 0.0051                  |            |                   |
|                          |                      |                       |                     | 0.0052                  |            |                   |
|                          |                      |                       |                     | 0.0052                  |            |                   |
|                          |                      |                       |                     | 0.0052                  |            |                   |
|                          |                      |                       |                     | 0.0052                  |            |                   |
|                          |                      |                       |                     | 0.0053                  |            |                   |
|                          |                      |                       |                     | 0.0075                  |            |                   |
|                          |                      |                       |                     | 0.0075                  |            |                   |
|                          |                      |                       |                     | 0.0075                  |            |                   |
|                          |                      |                       |                     | 0.0058                  |            |                   |
|                          |                      |                       |                     | 0.008                   |            |                   |
|                          |                      |                       |                     | 0.0094                  |            |                   |
|                          |                      |                       |                     | 0.0094                  |            |                   |
|                          |                      |                       |                     | 0.0096                  |            |                   |
|                          |                      |                       |                     | 0.0112                  |            |                   |
|                          |                      |                       |                     | 0.0176                  |            |                   |
|                          |                      |                       |                     | 0.0081                  |            |                   |
|                          |                      |                       |                     | 0.0037                  |            |                   |
|                          |                      |                       |                     | 0.0006                  |            |                   |
|                          |                      |                       |                     | 0.0045                  |            |                   |
|                          |                      |                       |                     | 0.0045                  |            |                   |
|                          |                      |                       |                     | 0.0045                  |            |                   |
|                          |                      |                       |                     | 0.0077                  |            |                   |
|                          |                      |                       |                     | 0.0081                  |            |                   |
|                          |                      |                       |                     | 0.0061                  |            |                   |
|                          |                      |                       |                     | 0.0061                  |            |                   |
|                          |                      |                       |                     | 0.0061                  |            |                   |
|                          |                      |                       |                     | 0.0077                  |            |                   |
|                          |                      |                       |                     | 0.0077                  |            |                   |
|                          |                      |                       |                     | 0.003                   |            |                   |
|                          |                      |                       |                     | 0.014                   |            |                   |
|                          |                      |                       |                     | 0.0015                  |            |                   |
|                          |                      |                       |                     | 0.0011                  |            |                   |
|                          |                      |                       |                     | 0.0117                  |            |                   |
|                          |                      |                       |                     | 0.0039                  |            |                   |

| CPC Plan without Minimum |                            |                       |                     |   |            |                   |
|--------------------------|----------------------------|-----------------------|---------------------|---|------------|-------------------|
| CPC OVERAGE RATES        | MONTHLY VOLUME RANGE       | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE   | COLOR RATE | CPC OVERAGE RATES |
|                          |                            |                       |                     | 0.0158<br>0.0533<br>0.0008<br>0.0008<br>0.0008<br>0.0142<br>0.0301<br>0.0034<br>0.0199<br>0.0028<br>0.0034<br>0.0009<br>0.0005<br>0.0009<br>0.0061<br>0.0003<br><br>0.0068<br>0.0514<br>0.0082<br>0.0016<br>0.002<br>0.0005 |            |                   |
| <b>0.0063</b>            | <b>550,000 - 1,000,000</b> | <b>750,000</b>        | <b>225,000</b>      | <b>0.0203</b><br>0.001<br>0.0011<br>0.0001<br>0.0001<br><br>0.0038<br>0.0026<br>0.0049<br>0.0005<br>0.007<br>0.0014<br>0.0014<br><br>0.0002   |            | <b>0.0063</b>     |





| CPC Plan without Minimum |                      |                       |                     |                         |            |                   |
|--------------------------|----------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES        | MONTHLY VOLUME RANGE | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |
|                          |                      |                       |                     | 0.0009                  |            |                   |
|                          |                      |                       |                     | 0.0011                  |            |                   |
|                          |                      |                       |                     | 0.0011                  |            |                   |
|                          |                      |                       |                     | 0.0008                  |            |                   |
|                          |                      |                       |                     | 0.0008                  |            |                   |
|                          |                      |                       |                     | 0.0008                  |            |                   |
|                          |                      |                       |                     | 0.0009                  |            |                   |
|                          |                      |                       |                     | 0.0011                  |            |                   |
|                          |                      |                       |                     | 0.0015                  |            |                   |
|                          |                      |                       |                     | 0.0013                  |            |                   |
|                          |                      |                       |                     | 0.0013                  |            |                   |
|                          |                      |                       |                     | 0.0013                  |            |                   |
|                          |                      |                       |                     | 0.0013                  |            |                   |
|                          |                      |                       |                     | 0.0013                  |            |                   |
|                          |                      |                       |                     | 0.0015                  |            |                   |
|                          |                      |                       |                     | 0.0013                  |            |                   |
|                          |                      |                       |                     | 0.0014                  |            |                   |
|                          |                      |                       |                     | 0.0014                  |            |                   |
|                          |                      |                       |                     | 0.0019                  |            |                   |
|                          |                      |                       |                     | 0.0014                  |            |                   |
|                          |                      |                       |                     | 0.0015                  |            |                   |
|                          |                      |                       |                     | 0.0047                  |            |                   |
|                          |                      |                       |                     | 0.0047                  |            |                   |
|                          |                      |                       |                     | 0.0047                  |            |                   |
|                          |                      |                       |                     | 0.002                   |            |                   |
|                          |                      |                       |                     | 0.0021                  |            |                   |
|                          |                      |                       |                     | 0.0021                  |            |                   |
|                          |                      |                       |                     | 0.0021                  |            |                   |
|                          |                      |                       |                     | 0.0021                  |            |                   |
|                          |                      |                       |                     | 0.0021                  |            |                   |
|                          |                      |                       |                     | 0.003                   |            |                   |
|                          |                      |                       |                     | 0.003                   |            |                   |
|                          |                      |                       |                     | 0.003                   |            |                   |
|                          |                      |                       |                     | 0.0023                  |            |                   |
|                          |                      |                       |                     | 0.0032                  |            |                   |
|                          |                      |                       |                     | 0.0037                  |            |                   |
|                          |                      |                       |                     | 0.0038                  |            |                   |
|                          |                      |                       |                     | 0.0039                  |            |                   |
|                          |                      |                       |                     | 0.0045                  |            |                   |
|                          |                      |                       |                     | 0.007                   |            |                   |

| CPC Plan without Minimum |                      |                       |                     |                         |            |                   |
|--------------------------|----------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES        | MONTHLY VOLUME RANGE | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |
|                          |                      |                       |                     | 0.0032                  |            |                   |
|                          |                      |                       |                     | 0.0015                  |            |                   |
|                          |                      |                       |                     | 0.0002                  |            |                   |
|                          |                      |                       |                     | 0.0018                  |            |                   |
|                          |                      |                       |                     | 0.0018                  |            |                   |
|                          |                      |                       |                     | 0.0018                  |            |                   |
|                          |                      |                       |                     | 0.0031                  |            |                   |
|                          |                      |                       |                     | 0.0032                  |            |                   |
|                          |                      |                       |                     | 0.0024                  |            |                   |
|                          |                      |                       |                     | 0.0024                  |            |                   |
|                          |                      |                       |                     | 0.0024                  |            |                   |
|                          |                      |                       |                     | 0.0031                  |            |                   |
|                          |                      |                       |                     | 0.0031                  |            |                   |
|                          |                      |                       |                     | 0.0012                  |            |                   |
|                          |                      |                       |                     | 0.0056                  |            |                   |
|                          |                      |                       |                     | 0.0006                  |            |                   |
|                          |                      |                       |                     | 0.0004                  |            |                   |
|                          |                      |                       |                     | 0.0047                  |            |                   |
|                          |                      |                       |                     | 0.0016                  |            |                   |
|                          |                      |                       |                     | 0.0063                  |            |                   |
|                          |                      |                       |                     | 0.0213                  |            |                   |
|                          |                      |                       |                     | 0.0003                  |            |                   |
|                          |                      |                       |                     | 0.0003                  |            |                   |
|                          |                      |                       |                     | 0.0003                  |            |                   |
|                          |                      |                       |                     | 0.0057                  |            |                   |
|                          |                      |                       |                     | 0.012                   |            |                   |
|                          |                      |                       |                     | 0.0013                  |            |                   |
|                          |                      |                       |                     | 0.008                   |            |                   |
|                          |                      |                       |                     | 0.0011                  |            |                   |
|                          |                      |                       |                     | 0.0014                  |            |                   |
|                          |                      |                       |                     | 0.0004                  |            |                   |
|                          |                      |                       |                     | 0.0002                  |            |                   |
|                          |                      |                       |                     | 0.0004                  |            |                   |
|                          |                      |                       |                     | 0.0024                  |            |                   |
|                          |                      |                       |                     | 0.0001                  |            |                   |
|                          |                      |                       |                     | 0.0027                  |            |                   |
|                          |                      |                       |                     | 0.0205                  |            |                   |
|                          |                      |                       |                     | 0.0033                  |            |                   |

| CPC Plan without Minimum |                      |                       |                     |  |            |                   |
|--------------------------|----------------------|-----------------------|---------------------|--|------------|-------------------|
| CPC OVERAGE RATES        | MONTHLY VOLUME RANGE | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE  | COLOR RATE | CPC OVERAGE RATES |
|                          |                      |                       |                     | 0.0006<br>0.0008<br>0.0002   |            |                   |
| <b>0.0063</b>            | <b>1,000,000 +</b>   | <b>1,250,000</b>      | <b>375,000</b>      | <b>0.0170</b><br>0.0006<br>0.0007<br><br>0.0001<br><br>0.0023<br>0.0015<br>0.003<br>0.0003<br>0.0042<br>0.0008<br>0.0008<br><br>0.0001<br><br><br>0.0001<br>0.0001<br><br>0.0001<br><br>0.0001<br>0.0001<br>0.0001<br>0.0001 |            | <b>0.0063</b>     |

| CPC Plan without Minimum |                      |                       |                     |                         |            |                   |
|--------------------------|----------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES        | MONTHLY VOLUME RANGE | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |
|                          |                      |                       |                     | 0.0001                  |            |                   |
|                          |                      |                       |                     | 0.0001                  |            |                   |
|                          |                      |                       |                     | 0.0001                  |            |                   |
|                          |                      |                       |                     | 0.0001                  |            |                   |
|                          |                      |                       |                     | 0.0001                  |            |                   |
|                          |                      |                       |                     | 0.0002                  |            |                   |
|                          |                      |                       |                     | 0.0002                  |            |                   |
|                          |                      |                       |                     | 0.0002                  |            |                   |
|                          |                      |                       |                     | 0.0002                  |            |                   |
|                          |                      |                       |                     | 0.0002                  |            |                   |
|                          |                      |                       |                     | 0.0003                  |            |                   |
|                          |                      |                       |                     | 0.0002                  |            |                   |
|                          |                      |                       |                     | 0.0003                  |            |                   |
|                          |                      |                       |                     | 0.0004                  |            |                   |
|                          |                      |                       |                     | 0.0003                  |            |                   |
|                          |                      |                       |                     | 0.0003                  |            |                   |
|                          |                      |                       |                     | 0.0008                  |            |                   |
|                          |                      |                       |                     | 0.0008                  |            |                   |
|                          |                      |                       |                     | 0.0004                  |            |                   |
|                          |                      |                       |                     | 0.0005                  |            |                   |
|                          |                      |                       |                     | 0.0005                  |            |                   |
|                          |                      |                       |                     | 0.0007                  |            |                   |
|                          |                      |                       |                     | 0.0007                  |            |                   |
|                          |                      |                       |                     | 0.0005                  |            |                   |
|                          |                      |                       |                     | 0.0005                  |            |                   |
|                          |                      |                       |                     | 0.0005                  |            |                   |
|                          |                      |                       |                     | 0.0006                  |            |                   |
|                          |                      |                       |                     | 0.0007                  |            |                   |
|                          |                      |                       |                     | 0.0009                  |            |                   |
|                          |                      |                       |                     | 0.0008                  |            |                   |
|                          |                      |                       |                     | 0.0008                  |            |                   |
|                          |                      |                       |                     | 0.0008                  |            |                   |
|                          |                      |                       |                     | 0.0008                  |            |                   |
|                          |                      |                       |                     | 0.0008                  |            |                   |
|                          |                      |                       |                     | 0.0009                  |            |                   |
|                          |                      |                       |                     | 0.0008                  |            |                   |
|                          |                      |                       |                     | 0.0008                  |            |                   |
|                          |                      |                       |                     | 0.0008                  |            |                   |
|                          |                      |                       |                     | 0.0011                  |            |                   |
|                          |                      |                       |                     | 0.0008                  |            |                   |

| CPC Plan without Minimum |                      |                       |                     |                         |            |                   |
|--------------------------|----------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES        | MONTHLY VOLUME RANGE | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |
|                          |                      |                       |                     | 0.0009                  |            |                   |
|                          |                      |                       |                     | 0.0028                  |            |                   |
|                          |                      |                       |                     | 0.0028                  |            |                   |
|                          |                      |                       |                     | 0.0028                  |            |                   |
|                          |                      |                       |                     | 0.0012                  |            |                   |
|                          |                      |                       |                     | 0.0013                  |            |                   |
|                          |                      |                       |                     | 0.0013                  |            |                   |
|                          |                      |                       |                     | 0.0013                  |            |                   |
|                          |                      |                       |                     | 0.0013                  |            |                   |
|                          |                      |                       |                     | 0.0013                  |            |                   |
|                          |                      |                       |                     | 0.0018                  |            |                   |
|                          |                      |                       |                     | 0.0018                  |            |                   |
|                          |                      |                       |                     | 0.0018                  |            |                   |
|                          |                      |                       |                     | 0.0014                  |            |                   |
|                          |                      |                       |                     | 0.0019                  |            |                   |
|                          |                      |                       |                     | 0.0022                  |            |                   |
|                          |                      |                       |                     | 0.0023                  |            |                   |
|                          |                      |                       |                     | 0.0023                  |            |                   |
|                          |                      |                       |                     | 0.0027                  |            |                   |
|                          |                      |                       |                     | 0.0042                  |            |                   |
|                          |                      |                       |                     | 0.0019                  |            |                   |
|                          |                      |                       |                     | 0.0009                  |            |                   |
|                          |                      |                       |                     | 0.0001                  |            |                   |
|                          |                      |                       |                     | 0.0011                  |            |                   |
|                          |                      |                       |                     | 0.0011                  |            |                   |
|                          |                      |                       |                     | 0.0011                  |            |                   |
|                          |                      |                       |                     | 0.0019                  |            |                   |
|                          |                      |                       |                     | 0.0019                  |            |                   |
|                          |                      |                       |                     | 0.0015                  |            |                   |
|                          |                      |                       |                     | 0.0015                  |            |                   |
|                          |                      |                       |                     | 0.0015                  |            |                   |
|                          |                      |                       |                     | 0.0019                  |            |                   |
|                          |                      |                       |                     | 0.0019                  |            |                   |
|                          |                      |                       |                     | 0.0007                  |            |                   |
|                          |                      |                       |                     | 0.0034                  |            |                   |
|                          |                      |                       |                     | 0.0003                  |            |                   |
|                          |                      |                       |                     | 0.0003                  |            |                   |
|                          |                      |                       |                     | 0.0028                  |            |                   |
|                          |                      |                       |                     | 0.0009                  |            |                   |



| CPC Plan without Minimum |                      |                       |                     |                         |            |                   |
|--------------------------|----------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES        | MONTHLY VOLUME RANGE | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |
|                          |                      |                       |                     | 0.0038                  |            |                   |
|                          |                      |                       |                     | 0.0128                  |            |                   |
|                          |                      |                       |                     | 0.0002                  |            |                   |
|                          |                      |                       |                     | 0.0002                  |            |                   |
|                          |                      |                       |                     | 0.0002                  |            |                   |
|                          |                      |                       |                     | 0.0034                  |            |                   |
|                          |                      |                       |                     | 0.0072                  |            |                   |
|                          |                      |                       |                     | 0.0008                  |            |                   |
|                          |                      |                       |                     | 0.0048                  |            |                   |
|                          |                      |                       |                     | 0.0007                  |            |                   |
|                          |                      |                       |                     | 0.0008                  |            |                   |
|                          |                      |                       |                     | 0.0002                  |            |                   |
|                          |                      |                       |                     | 0.0001                  |            |                   |
|                          |                      |                       |                     | 0.0002                  |            |                   |
|                          |                      |                       |                     | 0.0015                  |            |                   |
|                          |                      |                       |                     | 0.0001                  |            |                   |
|                          |                      |                       |                     | 0.0016                  |            |                   |
|                          |                      |                       |                     | 0.0123                  |            |                   |
|                          |                      |                       |                     | 0.002                   |            |                   |
|                          |                      |                       |                     | 0.0004                  |            |                   |
|                          |                      |                       |                     | 0.0005                  |            |                   |
|                          |                      |                       |                     | 0.0001                  |            |                   |

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

ports up to 11" x 17" paper, Auto Duplex.

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

; with Starter Toner that yields 1,500 prints (ISO/IEC 19752)  
 os with Starter Toner that yields 1,500 prints (ISO/IEC 19752)

x (T.38) and Fax Forwarding to Email functions require the HDD Option Type 301(EDP Code 007168MIU ).

activity is provided standard.

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

ing Web Image Monitor, Delivering files received by fax and Encryption and Signature for Internet Fax/E-mail. Data Overwrite and HDD Encryption are available when the HDD is installed.

rtridge that yields 6,000 prints.

s output capacity to 600 sheets. Ships with Starter All-in-One Cartridge that yields 6,000 prints.

sher is provided standard. Ships with Starter All-in-One Cartridge that yields 6,000 prints.

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

provided standard. Ships with Starter Toner that yields 10,000 prints (ISO 19752).  
provided standard. Ships with Starter Toner that yields 10,000 prints (ISO 19752).

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

not pre-installed in the mainframe, however, the Java VM data itself is stored in the mainframe.

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

re-installed in the mainframe, however, the Java VM data itself is stored in the mainframe.



|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

int

ation requires the Fax Option Type 9002 (415912) an Fax Connection Unit Type E (415929)

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

on, Scan to and Print from USB/SD card.

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

pport. Ships with Starter All-in-One Cartridges that yield 1,000 prints.  
 pport. Ships with Starter All-in-One Cartridges that yield 1,000 prints.

hernet, HDD Encryption. **The standard DOSS included with the mainframe is ISO 15408 certified.**  
 er, 10/100/1000Base-T/TX Ethernet, HDD Encryption. **The standard DOSS included with the mainframe is ISO 15408 certified.**

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

be installed in a remote fax network.

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

h the mainframe is not ISO 15408 certified). HDD Encryption & included DOSS is now ISO 15408 Certified.

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

3909) cannot be installed on the same device.  
 e an ISO 15408 Certified version of DOSS.



|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

1 USB/SD Card, 2GB RAM & 250GB HDD. Envelope feeding via standard 2nd paper drawer & bypass tray. (The standard DOSS included with the mainframe is not ISO 15408 certified).  
s 8.5" x 11". 417270) or Cabinet Type F (100478FNG) .

orts Paper Sizes up to 12"x18". 417484) Internal Finisher SR3130 (500 Sheet Internal Finisher. 50 -8.5"x11" Sheet Staple Capacity. Supports Paper Sizes up to 12"x18". 417589). Internal Finisher SR3180 (250-sheet Staple-less Internal Finisher. 5 -8.5"x11" Sheet Staple Capacity. Supports Paper Sizes up to 12" x18" .41759

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

each connection, and you can use one machine to print from different network segments.

uses of 1's and 0's. This process makes any effort to access and reconstruct residual image data virtually impossible and reduces risk of information theft by performing a three-pass overwrite to data written to the MFP's hard drive.

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

| CPC Plan without Minimum |                      |                       |                     |                         |            |                   |
|--------------------------|----------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES        | MONTHLY VOLUME RANGE | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

1 USB/SD Card, 2GB RAM & 250GB HDD. Envelope feeding via standard 2nd paper drawer & bypass tray. (The standard DOSS included with the mainframe is not ISO 15408 certified).

s 8.5" x 11". 417270) or Cabinet Type F (100478FNG) .

heet Saddle Stitch Capacity, Supports Paper Sizes up to 12"x18". 417488). Finisher SR3210 (1,000 Sheet External Finisher. 50 -8.5"x11" Sheet Staple Capacity. Supports Paper Sizes up to 12"x18". 417483). Finisher SR3230 (3,000 Sheet External Finisher. 50 -8.5"x11" Sheet Staple Capacity. Supports Paper Sizes up to 1

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

each connection, and you can use one machine to print from different network segments.

es of 1's and 0's. This process makes any effort to access and reconstruct residual image data virtually impossible and reduces risk of information theft by performing a three-pass overwrite to data written to the MFP's hard drive.

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |



|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

S.

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |



|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

19752)  
at yields 10,400 prints (6% coverage, 3pg/job).

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

|                         | CPC Plan without Minimum   |                             |                           |                               |               |                         |
|-------------------------|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|-------------------------|
| CPC<br>OVERAGE<br>RATES | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE | CPC<br>OVERAGE<br>RATES |

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

hat yields 3K prints @5% coverage.

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

yields 3,000 prints @5% coverage, 2 pages/job.

yields 3,000 prints @5% coverage, 2 pages/job.

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |



|                         | CPC Plan without Minimum   |                             |                           |                               |               |                         |
|-------------------------|----------------------------|-----------------------------|---------------------------|-------------------------------|---------------|-------------------------|
| CPC<br>OVERAGE<br>RATES | MONTHLY<br>VOLUME<br>RANGE | MONTHLY<br>TARGET<br>VOLUME | FIRST<br>30% OF<br>VOLUME | FIRST 30%<br>ALL<br>INCLUSIVE | COLOR<br>RATE | CPC<br>OVERAGE<br>RATES |

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

| CPC Plan without Minimum |                      |                       |                     |                         |            |                   |
|--------------------------|----------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES        | MONTHLY VOLUME RANGE | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

ature.

n & DOSS . Note: VM card is not pre-installed in the mainframe, however, the Java VM data itself is stored in the mainframe. The Locking Paper Feed Unit PB 3220TE (417660) is required with the Education MFP.

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

nframe, however, the Java VM data itself is stored in the mainframe. The Locking Paper Feed Unit PB3220TE (417660) is required with the Education MFP.

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

) Encryption, Java VM Card, Scan to/Print From USB/SD Card, 1.5GB RAM, & 250GB HDD. Envelope feeding via standard 2nd paper drawer. The Locking Paper Feed Unit PB3160TE (417659) is required with the Education MFP.

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

Encryption, Java VM Card, Scan to/Print From USB/SD Card, 2GB RAM, & 250GB HDD. Envelope feeding via standard 2nd paper drawer. The Locking Paper Feed Unit PB 3160TE (417659) is required with the Education MFP.



|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

Type M4 (416733).

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

ress Matcher Web software with Device Link Output (O-MATLW-DLPP50-PS1) creates ORIS iterative color matched Device Link Profiles, ORIS Solid State Engine - High Performance Level, ORIS Certified Web Software (O-CW-PS1), Temperature & Humidity Sensor, Dymo Label Printer, three days on-site installation, tr:

)-PS1 to create ORIS iterative color matched Device Link Profiles that are Ink Saved for Digital Presses and or Wide Format Printers. This option can be combined with O-MATLW-FO-PS1 to save Ink on your Digital Presses, Wide Format Printers, and Conventional Presses. **Prerequisite- ORIS Press Matcher Web**

minimum of 1 device or display)

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

es.

| CPC Plan without Minimum |                      |                       |                     |                         |            |                   |
|--------------------------|----------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES        | MONTHLY VOLUME RANGE | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

sionPro or XMPie modules and maintenance again. Since it is not a production environment, credit card processing is not available. NOTE: Available on Self-Hosted Licenses Only.

uct .zip files. The VDP Module comes as 2 downloadable components (Server and Creator & Designer).

major upgrades. Excludes Shipping and Handling charges.

required) - to design XMPie templates. The XMPie mini server should be installed on a separate server from DSF. The VDP Module comes as 2 downloadable components (Server and uDirect Standard & uDirect Designer).

DSF Operators/Administrators. Customers can buy more Print Shop licenses. Any DSF configuration that requests >3 Additional Print Shops (4 total) will require a separate quote from EFI.  
 stance across multiple Business Locations, a separate quote is required from EFI.

s of this professional service and the required preparation - maximum of 2 Fierys

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

onPro® or XMPie® modules and maintenance. Since it is not a production environment, credit card processing is not available. NOTE: Available on Self-Hosted Licenses Only.

requires an agreement with AccuZIP

/DP Module comes as 2 downloadable components Server and Creator & Designer

ense required) - to design XMPie® templates. The XMPie® mini server should be installed on a separate server from DSF. The VDP Module comes as 2 downloadable components (Server and uDirect Standard & uDirect Designer).

F Supports the following Payment Gateway Providers in Europe: Ogone.DSF Supports the following Payment Gateway Providers in South America: Braspag Pagador. DSF Supports the following Payment Gateway Providers in Malaysia: iPay88. Refer to data sheet for most current list.

DSF Operators/Administrators. Customers can buy more Print Shop licenses. Any DSF configuration that requests >3 Additional Print Shops (4 total) will require a separate quote from EFI.

2 additional rendering engine licenses are available for purchase which will allow you to scale production for multi-threaded processing. □

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

Administration and reporting functionalities using securities/permissions within DSF. For each additional print shop, an additional print shop license must be purchased. Any DSF configuration that requests >3 Additional Business Entities (4 total) will require a separate quote from EFI. □



|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

uilt dashboards and reports designed for TotalAgility. The Kofax Analytics for TotalAgility and Kofax Insight Analytics for TotalAgility licenses are strictly limited to access only the Kofax TotalAgility databases (no others). The Kofax Insight Analytics for TotalAgility license allows users to create new metrics and dashboards in  
 l reports can only be accessed by licensed users of KTA.

; can also create additional metrics, dashboards and reports based on the KTA data. Dashboards and reports can only be accessed by licensed users of KTA.

nitment with 12 months payable in advance. Pricing includes infrastructure management and software maintenance. Any changes to existing contracts will require the creation of a new contract with the unused balance of the existing contract crediting against the value of the new contract. The TotalAgility pricing calculator c

stems contain 10% of the production system's users and capture volume.

ncy Management System.

ncy Management System.

t is for a 12 month minimum commitment with 12 months payable in advance. Pricing includes infrastructure management and maintenance. The TotalAgility AP Automation pricing calculator can be found at <http://internal.pricingconfigurator.kofax.com/>.

stems contain 10% of the production system's users and capture volume.

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

mpaign report, Campaign templates update and email support. Note: Sending email, purchasing list from USA Data, and creating PURL are not included in subscription and require separate fee□

isted on the hardware as provided)

isted on the hardware as provided

isted on the hardware as provided

isted on the hardware as provided

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

ey(s) to remain active.

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

|                   | CPC Plan without Minimum |                       |                     |                         |            |                   |
|-------------------|--------------------------|-----------------------|---------------------|-------------------------|------------|-------------------|
| CPC OVERAGE RATES | MONTHLY VOLUME RANGE     | MONTHLY TARGET VOLUME | FIRST 30% OF VOLUME | FIRST 30% ALL INCLUSIVE | COLOR RATE | CPC OVERAGE RATES |

ys they are contacted, 30 days contacted again, 45 days billed for full retail cost

.PS1)□

1 the use of business rules.□

For multiple years please change the quantity amount on your order.













# Discount from MSRP Worksheet

## Group B - Copiers Color

| B9<br>B&W<br>(160+) | B9<br>Color/B&W<br>(160+) |
|---------------------|---------------------------|
| Xerox               | Xerox                     |
| DPS200/<br>DPS288   | TBD                       |
| 24.00%              | 5.00%                     |
| 20.00%              | 0.00%                     |
| 15.00%              | 0.00%                     |
| 20.00%              | 0.00%                     |
| 0.00%               | 0.00%                     |



## Configuration Cost

### Segment B - Copiers Color

| Vendor Name: XEROX |  | SUPPLEMENT #10   |                        |                  |                  |
|--------------------|--|--|------------------------|------------------|------------------|
| Segment            | Model  | Configuration  | Suggested Retail Price | Discount (% off) | Discounted Price |
| B6<br>B&W          | D95CP  | Complete Unit<br><small>(includes base unit and custom features)</small> | \$53,400.00            | 66.80%           | \$17,713.00      |
|                    |  | Itemized Custom Features:  |                        |                  |                  |
|                    |  | <i>Base Unit</i>   | \$46,850.00            | 71.00%           | \$13,586.50      |
|                    |  | <i>Automatic Document Feeder - duplexing</i>                             | \$0.00                 | 0.00%            | \$0.00           |
|                    |  | <i>2/3 Hole Punch</i>  | \$0.00                 | 0.00%            | \$0.00           |
|                    |  | <i>Finisher - Stapling</i>   | \$6,550.00             | 37.00%           | \$4,126.50       |
|                    | <i>Print/Scan</i>                                | \$0.00   | 0.00%                  | \$0.00           |                  |
| B6<br>Color/B&W    | V2100  | Complete Unit<br><small>(includes base unit and custom features)</small> | \$263,250.00           | 39.50%           | \$159,260.00     |
|                    |  | Itemized Custom Features:  |                        |                  |                  |
|                    |  | <i>Base Unit</i>   | \$256,700.00           | 40.00%           | \$154,020.00     |
|                    |  | <i>Automatic Document Feeder - duplexing</i>                             | \$0.00                 | 0.00%            | \$0.00           |
|                    |  | <i>2/3 Hole Punch</i>  | \$0.00                 | 0.00%            | \$0.00           |
|                    |  | <i>Finisher - Stapling</i>   | \$6,550.00             | 20.00%           | \$5,240.00       |
|                    | <i>Print/Scan</i>                                | \$0.00   | 0.00%                  | \$0.00           |                  |
| Segment            | Model  | Configuration  | Suggested Retail Price | Discount (% off) | Discounted Price |
| B7<br>B&W          | D125CP   | Complete Unit<br><small>(includes base unit and custom features)</small> | \$76,400.00            | 47.90%           | \$39,750.00      |
|                    |  | Itemized Custom Features:  |                        |                  |                  |
|                    |  | <i>Base Unit</i>   | \$69,850.00            | 49.00%           | \$35,623.50      |
|                    |  | <i>Automatic Document Feeder - duplexing</i>                             | \$0.00                 | 0.00%            | \$0.00           |
|                    |  | <i>2/3 Hole Punch</i>  | \$0.00                 | 0.00%            | \$0.00           |
|                    |  | <i>Finisher - Stapling</i>   | \$6,550.00             | 37.00%           | \$4,126.50       |
|                    | <i>Print/Scan</i>                                | \$0.00   | 0.00%                  | \$0.00           |                  |
| B7<br>Color/B&W    |  | Complete Unit<br><small>(includes base unit and custom features)</small> | \$0.00                 | 0.00%            | \$0.00           |
|                    |  | Itemized Custom Features:  |                        |                  |                  |
|                    |  | <i>Base Unit</i>   | \$0.00                 | 0.00%            | \$0.00           |
|                    |  | <i>Automatic Document Feeder - duplexing</i>                             | \$0.00                 | 0.00%            | \$0.00           |
|                    |  | <i>2/3 Hole Punch</i>  | \$0.00                 | 0.00%            | \$0.00           |
|                    |  | <i>Finisher - Stapling</i>   | \$0.00                 | 0.00%            | \$0.00           |
|                    | <i>Print/Scan</i>                                | \$0.00   | 0.00%                  | \$0.00           |                  |
| Segment            | Model  | Configuration  | Suggested Retail Price | Discount (% off) | Discounted Price |
| B9<br>B&W          | DPS200   | Complete Unit<br><small>(includes base unit and custom features)</small> | \$275,000.00           | 23.60%           | \$210,000.00     |
|                    |  | Itemized Custom Features:  |                        |                  |                  |
|                    |  | <i>Base Unit</i>   | \$250,000.00           | 24.00%           | \$190,000.00     |
|                    |  | <i>Automatic Document Feeder - duplexing</i>                             | \$0.00                 | 0.00%            | \$0.00           |
|                    |  | <i>2/3 Hole Punch</i>  | \$0.00                 | 0.00%            | \$0.00           |
|                    |  | <i>Finisher - Stapling</i>   | \$25,000.00            | 20.00%           | \$20,000.00      |
|                    | <i>High Capacity Paper Tray - Min 2000 pages</i> | \$0.00   | 0.00%                  | \$0.00           |                  |
| B9<br>Color/B&W    |  | Complete Unit<br><small>(includes base unit and custom features)</small> | \$0.00                 | 0.00%            | \$0.00           |
|                    |  | Itemized Custom Features:  |                        |                  |                  |
|                    |  | <i>Base Unit</i>   | \$0.00                 | 0.00%            | \$0.00           |
|                    |  | <i>Automatic Document Feeder - duplexing</i>                             | \$0.00                 | 0.00%            | \$0.00           |
|                    |  | <i>2/3 Hole Punch</i>  | \$0.00                 | 0.00%            | \$0.00           |
|                    |  | <i>Finisher - Stapling</i>   | \$0.00                 | 0.00%            | \$0.00           |
|                    | <i>High Capacity Paper Tray - Min 2000 pages</i> | \$0.00   | 0.00%                  | \$0.00           |                  |



# Cost Per Copy (CPC)

## Segment B - Copiers Color

Vendor Name: XEROX

**SUPPLEMENT #10**

| Group B - Production Copiers B&W and Color/B&W Segments | Monthly Volume Range | Monthly Target Volume | CPC for First 30% of Color Volume | First 30% of Volume | CPC for all Color copies made after the first 30% | CPC for each Color copy made |
|---|----------------------|-----------------------|-----------------------------------|---------------------|---|------------------------------|
| B6<br>B&W<br>(91-119)                                   |                      |                       |                                   | 0                   |   |                              |
| B6<br>Color/B&W<br>(91-119)                             |                      |                       |                                   | 0                   |   |                              |
| B7<br>B&W<br>(120-139)                                  |                      |                       |                                   | 0                   |   |                              |
| B7<br>Color/B&W<br>(120-139)                            |                      |                       |                                   | 0                   |   |                              |
| B8<br>B&W<br>(140-159)                                  |                      |                       |                                   | 0                   |   |                              |
| B8<br>Color/B&W<br>(140-159)                            |                      |                       |                                   | 0                   |   |                              |
| B9<br>B&W<br>(160+)                                     |                      |                       |                                   | 0                   |   |                              |
| B9<br>Color/B&W<br>(160+)                               |                      |                       |                                   | 0                   |   |                              |

CONTRACT SUPPLEMENT  
 SP-37 - Rev. 4/28/14  
 Prev. Rev. 3/12/14

Janet DelGreco Olson  
 Contract Specialist  
 860-713-5079  
 Telephone Number

# STATE OF CONNECTICUT

DEPARTMENT OF ADMINISTRATIVE SERVICES

PROCUREMENT DIVISION  
 165 Capitol Avenue, 5<sup>th</sup> Floor South  
 HARTFORD, CT 06106-1659

|   |
|---|
| CONTRACT AWARD NO.:<br><b>14PSX0125</b>   |
| Contract Award Date:<br>18 September 2015 |
| Bid Due Date:<br>20 August 2014           |
| SUPPLEMENT DATE:<br>8 September 2016      |

## CONTRACT AWARD SUPPLEMENT #9

**IMPORTANT: THIS IS NOT A PURCHASE ORDER. Do NOT PRODUCE OR SHIP WITHOUT AN AGENCY PURCHASE ORDER.**

### DESCRIPTION: Copiers, Printers and Related Devices - NASPOValuPoint

|  |  |  |   |
|--|--|--|---|
| FOR:<br><b>All Using State Agencies and Political Subdivisions</b> |  | TERM OF CONTRACT:<br><b>September 18, 2015 through December 31, 2019</b> |   |
|  |  | AGENCY REQUISITION NUMBER:   |   |
| CHANGE TO IN STATE (NON-SB)<br>CONTRACT VALUE                      | CHANGE TO DAS-CERTIFIED SMALL<br>BUSINESS CONTRACT VALUE | CHANGE TO OUT OF STATE<br>CONTRACT VALUE                                 | CHANGE TO TOTAL CONTRACT<br>AWARD VALUE |
| n/c  | n/c  | n/c  | n/c                                     |

**NOTICE TO CONTRACTORS:** This notice is not an order to ship. Purchase Orders against contracts will be furnished by the using agency or agencies on whose behalf the contract is made. INVOICE SHALL BE RENDERED DIRECT TO THE ORDERING AGENCY.

**NOTE:** Dollar amounts listed next to each contractor are possible award amounts, however, they do not reflect any expected purchase amounts (actual or implied). They are for CHRO use only.

**NOTICE TO AGENCIES:** A complete explanatory report shall be furnished promptly to the Procurement Manager concerning items delivered and/or services rendered on orders placed against awards listed herein which are found not to comply with the specifications or which are otherwise unsatisfactory from the agency's viewpoint, as well as failure of the contractor to deliver within a reasonable period of time specified. Please issue orders and process invoices promptly.

**CASH DISCOUNTS:** Cash discounts, if any, shall be given SPECIAL ATTENTION, but such cash discount shall not be taken unless payment is made within the discount period.

**PRICE BASIS:** Unless otherwise noted, prices include delivery and transportation charges fully prepaid f.o.b. agency. No extra charge is to be made for packing or packages.

*See Overleaf for Contractor Information*

Note: Supplement #9 has been issued to Contract Award 14PSX0125 to add Canon Solutions America, Inc. as an authorized dealer for Canon U.S.A., Inc. All terms and conditions not otherwise affected by this supplement remain unchanged and in full force and effect.

DEPARTMENT OF ADMINISTRATIVE SERVICES

By: \_\_\_\_\_  
 (Original Signature on Document in Procurement Files)

Name: **JANET DELGRECO OLSON**

Title: Contract Specialist

Date: September 8, 2016

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Canon U.S.A., Inc.**

Company Address: **1 Canon Park, Melville NY 11747**

Tel. No.: **631 330-3613**

Fax. No.: **631 330-5459**

Contact Person: **Mike Hurley**

Delivery: as specified on Purchase Order

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [mhurley@cusa.canon.com](mailto:mhurley@cusa.canon.com) [www.usa.canon.com](http://www.usa.canon.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Prompt Payment Terms: **Net 45 days ARO**

Below is small business authorized dealer(s) for Canon U.S.A., Inc.

Company Name: **Aztec Technologies, LLC**

Company Address: **35 Philmack Drive, Middletown CT 06457**

Tel. No.: **866-677-9844**

Fax No.: **866-677-9848**

Contact Person: **Tamara Laskey**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [tlaskey@aztectechnologies.com](mailto:tlaskey@aztectechnologies.com) [www.aztecoffice.com](http://www.aztecoffice.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **MBE**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 30 days ARO**

Company Name: **Ryan Business Systems, Inc.**

Company Address: **455 Governor's Highway, South Windsor CT 06074**

Tel. No.: **860 528-9881**

Fax No.: **860 289-3512**

Contact Person: **Kathleen Ryan**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [kathryryan@ryanbusiness.com](mailto:kathryryan@ryanbusiness.com) [www.ryanbusiness.com](http://www.ryanbusiness.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **MBE**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 30 days**

Below is authorized dealer(s) for Canon USA, Inc.

Company Name: **Canon Solutions America, Inc.**

Company Address: **845 Brook Street, Ste 1-91 Tech Center, Rocky Hill CT 06067**

Tel. No.: **860 257-2323**

Fax No.: **860 257-4317**

Contact Person: **Rick Nocera**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [rnocera@csa.canon.com](mailto:rnocera@csa.canon.com) [www.csa.canon.com](http://www.csa.canon.com)

Remittance Address: **12379 Collections Center Drive, Chicago, IL 60693**

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days ARO**

CONTRACT SUPPLEMENT  
 SP-37 - Rev. 4/28/14  
 Prev. Rev. 3/12/14

Janet DelGreco Olson  
 Contract Specialist  
 860-713-5079  
 Telephone Number

# STATE OF CONNECTICUT

DEPARTMENT OF ADMINISTRATIVE SERVICES

PROCUREMENT DIVISION  
 165 Capitol Avenue, 5<sup>th</sup> Floor South  
 HARTFORD, CT 06106-1659

|   |
|---|
| CONTRACT AWARD NO.:<br><b>14PSX0125</b>   |
| Contract Award Date:<br>18 September 2015 |
| Bid Due Date:<br>20 August 2014           |
| SUPPLEMENT DATE:<br>1 July 2016           |

## CONTRACT AWARD SUPPLEMENT #8

**IMPORTANT: THIS IS NOT A PURCHASE ORDER. Do NOT PRODUCE OR SHIP WITHOUT AN AGENCY PURCHASE ORDER.**

DESCRIPTION: **Copiers, Printers and Related Devices - NASPOValupoint**

|  |  |  |   |
|--|--|--|---|
| FOR:<br><b>All Using State Agencies and Political Subdivisions</b> |  | TERM OF CONTRACT:<br><b>September 18, 2015 through December 31, 2019</b> |   |
|  |  | AGENCY REQUISITION NUMBER:   |   |
| CHANGE TO IN STATE (NON-SB)<br>CONTRACT VALUE                      | CHANGE TO DAS-CERTIFIED SMALL<br>BUSINESS CONTRACT VALUE | CHANGE TO OUT OF STATE<br>CONTRACT VALUE                                 | CHANGE TO TOTAL CONTRACT<br>AWARD VALUE |
| n/c  | n/c  | n/c  | n/c                                     |

**NOTICE TO CONTRACTORS:** This notice is not an order to ship. Purchase Orders against contracts will be furnished by the using agency or agencies on whose behalf the contract is made. INVOICE SHALL BE RENDERED DIRECT TO THE ORDERING AGENCY.

**NOTE:** Dollar amounts listed next to each contractor are possible award amounts, however, they do not reflect any expected purchase amounts (actual or implied). They are for CHRO use only.

**NOTICE TO AGENCIES:** A complete explanatory report shall be furnished promptly to the Procurement Manager concerning items delivered and/or services rendered on orders placed against awards listed herein which are found not to comply with the specifications or which are otherwise unsatisfactory from the agency's viewpoint, as well as failure of the contractor to deliver within a reasonable period of time specified. Please issue orders and process invoices promptly.

**CASH DISCOUNTS:** Cash discounts, if any, shall be given SPECIAL ATTENTION, but such cash discount shall not be taken unless payment is made within the discount period.

**PRICE BASIS:** Unless otherwise noted, prices include delivery and transportation charges fully prepaid f.o.b. agency. No extra charge is to be made for packing or packages.

*See Overleaf for Contractor Information*

Note: Supplement #8 has been issued to Contract Award 14PSX0125 to update pricing for Canon U.S.A., Konica Minolta Business and Xerox Corporation. Reference Price Lists marked "Supplement #8" when utilizing Contract. All terms and conditions not otherwise affected by this supplement remain unchanged and in full force and effect.

DEPARTMENT OF ADMINISTRATIVE SERVICES

By: \_\_\_\_\_  
 (Original Signature on Document in Procurement Files)

Name: **JANET DELGRECO OLSON**

Title: Contract Specialist

Date: 7/1/16

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Konica Minolta Business Solutions USA, Inc.**

Company Address: **1595 Spring Hill Road, STE 410, Vienna VA 22182**

Tel. No.: **813 207-8276**

Fax No.:

Contact Person: **Kristen McKenna**

Delivery: **As specified on Purchase Order**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [kmckenna@kmbs.konicaminolta.us](mailto:kmckenna@kmbs.konicaminolta.us)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days**

*Below are small business authorized dealer(s) for Konica Minolta Business Solutions USA, Inc.*

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **A&A Office Systems, Incorporated**

Company Address: **909 Middle Street, Middletown CT 06457**

Tel. No.: **860 635-5053 / 860 486-7426 (cell)**

Fax No.: **860 635-5280**

Contact Person: **Jay Nkonoki (Account Manager)**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [www.aaofficeonline.com](http://www.aaofficeonline.com) [jnkonoki@aaofficeonline.com](mailto:jnkonoki@aaofficeonline.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **SBE**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 30 days**

**Counties: Fairfield, Hartford, Litchfield, Middlesex, New Haven, New London, Tolland, Windham**

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Quality Business Systems, Inc.**

Company Address: **211 Shunpike Road, Suite 2, Cromwell CT 06416**

Tel. No.: **860 635-6987**

Fax No.: **860 632-7973**

Contact Person: **George Melendez**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: <http://qualitybusinesssystem.com/> [gbscromwell@yahoo.com](mailto:gbscromwell@yahoo.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **MBE**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 30 days**

**Counties: Middlesex**

---

*Below are authorized dealers and direct branches for Konica Minolta Business Solutions USA, Inc.*

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **American Copy Service Center**

Company Address: **2095 S. Main Street, Waterbury CT 06706**

Tel. No.: **203 756-1259**

Fax No.: **203 575-1173**

Contact Person: **William Harris**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: <http://www.americancopyservice.com/index.html>

[bill@americancopyservice.com](mailto:bill@americancopyservice.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days**

**Counties: Fairfield, Litchfield, New Haven**

---

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Cataw, Inc. dba Supreme Copy**

Company Address: **15 Giles Avenue, Suite 11A, North Haven CT 06473**

Tel. No.: **203 239-6511**

Fax No.: **203 239-6230**

Contact Person: **Tom Veno**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: <http://supremecopy.com/> [tjveno@supremecopy.com](mailto:tjveno@supremecopy.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days**

**Counties: New Haven**

---

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Derenzy Document Solutions, Inc.**

Company Address: **130 Doty Circle, West Springfield MA 01089**

Tel. No.: **413 739-4706**

Fax No.: **413 739-6407**

Contact Person: **Mary DeRenzy**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: <http://www.derenzy.com/> [maryd@derenzy.com](mailto:maryd@derenzy.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days**

**Counties: Hartford**

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

---

*Company Name:* **Konica Minolta – Hartford Branch**

*Company Address:* **550 Marshall Phelps Road, Windsor CT 06095**

*Tel. No.:* **860 697-2700**

*Fax No.:* **860 697-2393**

*Contact Person:* **Chris Spagnoletti**

*Contact Person Address:* **same as above**

*Company E-mail Address and/or Company Web Site:* <http://konicaminolta.us/> [cspagnoletti@kmbs.konicaminolta.us](mailto:cspagnoletti@kmbs.konicaminolta.us)

*Remittance Address:* n/a

*Certification Type (SBE, MBE or None):* **None**

*Agrees to Supply Political SubDivisions:* **Yes**

*Payment Terms:* **Net 45 days**

**Counties: Hartford, Litchfield, Tolland, Windham**

---

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

---

*Company Name:* **Konica Minolta – Southern Connecticut Branch**

*Company Address:* **2 Enterprise Drive, Suite 410, Shelton CT 06484**

*Tel. No.:* **203 712-2450**

*Fax No.:* **203 925-7720**

*Contact Person:* **Ron Dehmer**

*Contact Person Address:* **same as above**

*Company E-mail Address and/or Company Web Site:* <http://konicaminolta.us/> [dehmerr@kmbs.konicaminolta.us](mailto:dehmerr@kmbs.konicaminolta.us)

*Remittance Address:* n/a

*Certification Type (SBE, MBE or None):* **None**

*Agrees to Supply Political SubDivisions:* **Yes**

*Payment Terms:* **Net 45 days**

**Counties: Fairfield, Middlesex, New Haven, New London**

---

Purchase Orders for Konica Minolta should be filled out as outlined below:

| <b>Orders for Non-Cancelable Rental</b>   | <b>Order for Purchase &amp; Maintenance</b>   |
|---|---|
| Konica Minolta Business Solutions U.S.A., Inc.  | See dealer name and address to fill out purchase order                                      |
| <b>C/O A&amp;A Office System</b>  |   |
| 500 Day Hill Road, Windsor CT 06095   |   |
|   |   |
| Konica Minolta Business Solutions U.S.A., Inc.  | See dealer name and address to fill out purchase order                                      |
| <b>C/O American Copy Service Center</b>   |   |
| 500 Day Hill Road, Windsor CT 06095   |   |
| Email: <a href="mailto:windorders@kmb.konicaminolda.us">windorders@kmb.konicaminolda.us</a> |   |
|   |   |
| Konica Minolta Business Solutions U.S.A., Inc.  | See dealer name and address to fill out purchase order                                      |
| <b>C/O Supreme Copy</b>   |   |
| 500 Day Hill Road, Windsor CT 06095   |   |
| Email: <a href="mailto:windorders@kmb.konicaminolta.us">windorders@kmb.konicaminolta.us</a> |   |
|   |   |
| Konica Minolta Business Solutions U.S.A., Inc.  | See dealer name and address to fill out purchase order                                      |
| <b>C/O Derezny Document Solutions, Inc.</b>   |   |
| 500 Day Hill Road, Windsor CT 06095   |   |
| Email: <a href="mailto:windorders@kmb.konicaminolta.us">windorders@kmb.konicaminolta.us</a> |   |
|   |   |
| Konica Minolta Business Solutions U.S.A., Inc.  | Konica Business Solutions U.S.A., Inc.  |
| <b>C/O KMBS Hartford Branch</b>   | <b>C/O KMBS Hartford Branch</b>   |
| 500 Day Hill Road, Windsor CT 06095   | 500 Day Hill Road, Windsor CT 06095   |
| Email: <a href="mailto:windorders@kmb.konicaminolta.us">windorders@kmb.konicaminolta.us</a> | Email: <a href="mailto:windorders@kmb.konicaminolta.us">windorders@kmb.konicaminolta.us</a> |
|   |   |
| Konica Minolta Business Solutions U.S.A., Inc.  | Konica Minolta Business Solutions U.S.A., Inc.  |
| <b>C/O KMBS Shelton Branch</b>  | <b>C/O KMBS Shelton Branch</b>  |
| 500 Day Hill Road, Windsor CT 06095   | 500 Day Hill Road, Windsor CT 06095   |
| Email: <a href="mailto:windorders@kmb.konicaminolta.us">windorders@kmb.konicaminolta.us</a> | Email: <a href="mailto:windorders@kmb.konicaminolta.us">windorders@kmb.konicaminolta.us</a> |
|   |   |
| Konica Minolta Business Solutions U.S.A., Inc.  | See dealer name and address to fill out purchase order                                      |
| <b>C/O Quality Business Solutions, Inc.</b>   |   |
| 500 Day Hill Road, Windsor CT 06095   |   |
| Email: <a href="mailto:windorders@kmb.konicaminolta.us">windorders@kmb.konicaminolta.us</a> |   |
|   |   |



**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

---

Company Name: **Ricoh USA, Inc.**  
Company Address: **70 Valley Stream Parkway, Malvern PA 91355**  
Tel. No.: **973 882-2000** Fax No.:  Contract Value: **\$1,000,000.00 (est.)**  
Contact Person: **Mike Pallotta** Delivery: **as specified on Purchase Order**  
Contact Person Address: **5 Dedrick Place, West Caldwell NJ 07006**  
Company E-mail Address and/or Company Web Site: [mike.pallotta@ricoh-usa.com](mailto:mike.pallotta@ricoh-usa.com) [www.ricoh-usa.com](http://www.ricoh-usa.com)  
Remittance Address: **Ricoh USA, Inc., Box 827577, Philadelphia PA 19182-7577**  
Certification Type (SBE, MBE or None): **None** Agrees to Supply Political SubDivisions: **Yes**  
Payment Terms: **Net 45 ARO**

---

Below is small business authorized dealer(s) for Ricoh USA, Inc.

Company Name: **A&A Office Systems, Incorporated**  
Company Address: **909 Middle Street, Middletown CT 06457**  
Tel. No.: **860 635-5053/860 486-7426 (cell)** Fax No.: **860 635-5280**  
Contact Person: **Jay Nkonoki (Account Manager)**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [www.aaoofficeonline.com](http://www.aaoofficeonline.com) [jnkonoki@aaoofficeonline.com](mailto:jnkonoki@aaoofficeonline.com)  
Remittance Address: **n/a**  
Certification Type (SBE, MBE or None): **SBE** Agrees to Supply Political SubDivisions: **Yes**  
Payment Terms: **Net 30 days ARO**

---

Company Name: **Advanced Copy Technologies, Inc. dba ACT Group**  
Company Address: **20 Commerce Drive, Cromwell CT 06416**  
Tel. No.: **860 632-9294** Fax No.: **860 632-1324**  
Contact Person: **Cynthia Gondek**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [cindi@advancedcopy.com](mailto:cindi@advancedcopy.com) [www.advancedcopy.com](http://www.advancedcopy.com)  
Remittance Address: **n/a**  
Certification Type (SBE, MBE or None): **MBE** Agrees to Supply Political SubDivisions: **Yes**  
Payment Terms: **Net 30 days**

---

Below is authorized dealer(s) for Ricoh USA, Inc.

Company Name: **Prism Office Solutions**  
Company Address: **158 Bull Hill Lane, West Haven CT 06516**  
Tel. No.: **1-866-GOPRISM / 203 937-6006** Fax No.: **203 937-1470**  
Contact Person:   
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [info@prismoffice.com](mailto:info@prismoffice.com)  
Remittance Address: **n/a**  
Certification Type (SBE, MBE or None): **None** Agrees to Supply Political SubDivisions: **Yes**  
Payment Terms: **Net 45 days ARO**

---

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Xerox Corporation**

Company Address: **45 Glover Avenue, Norwalk CT 06856-4505**

Tel. No.: **480 588-8313**

Fax No.: **877-518-4579**

Contract Value: **\$1,000,000.00 (est.)**

Delivery: **As specified on Purchase Order**

Contact Person: **Annie Van Gilder**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [annie.vangilder@xerox.com](mailto:annie.vangilder@xerox.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days ARO**

*Below is authorized dealer(s) for Xerox Corporation*

Company Name: **Advantage Business Systems**

Company Address: **30 Hazel Terrace, Lower Level, Suite #J, Woodbridge CT**

Tel. No.: **203 77-0011 ext. 712**

Fax No.: **203 725-0231**

**203 745-0231 (cell)**

Contact Person: **Meir Holtzberg**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [mholtzberg@ctxerox.com](mailto:mholtzberg@ctxerox.com) [www.copiersct.com](http://www.copiersct.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days ARO**

Company Name: **Connecticut Business Systems**

Company Address: **100 Great Meadow Road, Wethersfield CT 06190**

Tel. No.: **860 667-2900 ext. 28171**

Fax No.:

Contact Person: **Steve Velardi**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [svelardi@cbs-gisx.com](mailto:svelardi@cbs-gisx.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days ARO**

Company Name: **Connecticut Business Systems**

Company Address: **40 Richards Avenue, Norwalk CT 06854**

Tel. No.: **203 831-9750 / 860 985-5082**

Fax No.:

Contact Person: **Bryan Maler**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [bmaler@cbs-gisx.com](mailto:bmaler@cbs-gisx.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days ARO**

Company Name: **Connecticut Business Systems**  
Company Address: **132 Boston Post Road, Suite #12, East Lyme CT 06333**  
Tel. No.: **860 667-2900 ext. 28171** Fax No.:  
Contact Person: **R. Stephen Velardi**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [svelardi@cbs-gisx.com](mailto:svelardi@cbs-gisx.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **None**  
Payment Terms: **Net 45 days ARO**

Agrees to Supply Political SubDivisions: **Yes**

---

Company Name: **Connecticut Business Systems**  
Company Address: **40 Richards Avenue, Norwalk CT 06854**  
Tel. No.: **203 831-9750** Fax No.:  
Contact Person: **Reed Haggmann**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [rhangmann@cbs-gisx.com](mailto:rhangmann@cbs-gisx.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **None**  
Payment Terms: **Net 45 days ARO**

Agrees to Supply Political SubDivisions: **Yes**

---

Toll Free Services – Xerox Corporation

Customer Service/Billing – Billing Issues  
Phone number: 800-435-6333  
Fax number: 888-323-6556

Xerox Service/Support – Equipment Service Issues  
Phone number: 800-822-2979

Xerox Metered Supplies/Auto Replenishment – to order metered supplies  
Phone number: 800-599-2198  
Fax number: 877-677-7009

Xerox E-Support Team – Support inquiries related to online meter readings and invoice retrieval  
Phone number: 888-998-9922  
Fax number: 972-420-5194  
Email: [cbo@pahv.xerox.com](mailto:cbo@pahv.xerox.com)

Customer Relations Hot Line – Customer Issues that cannot be resolved by the above numbers: 877-979-8498

# List Pricing Worksheet

## Group B - Copiers Color

Vendor Name: **KONICA MINOLTA BUSINESS SOLUTIONS U.S.A., INC. SUPPLEMENT 8**

| Pricing Item  | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS                                |  |                             |                        |  |                              |                            |                              |                            |                            |
|---|---|--|-----------------------------|------------------------|--|------------------------------|----------------------------|------------------------------|----------------------------|----------------------------|
|   | B6<br>B&W<br>(91-119)   | B6<br>B&W<br>(91-119)                        | B6<br>Color/B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139)                       | B7<br>Color/B&W<br>(120-139) | B8<br>B&W<br>(140-159)     | B8<br>Color/B&W<br>(140-159) | B9<br>B&W<br>(160+)        | B9<br>Color/B&W<br>(160+)  |
| <b>Make</b>   | Konica Minolta  | Konica Minolta                               | Konica Minolta              | Konica Minolta         | Konica Minolta                               | Not Available at this time   | Not Available at this time | Not Available at this time   | Not Available at this time | Not Available at this time |
| <b>Model</b>  | <b>bizhub 1100</b>  | <b>bizhub 1052</b>                           | <b>bizhub C1100</b>         | <b>bizhub 1250</b>     | <b>bizhub 1250P</b>                          |                              |                            |                              |                            |                            |
| Marking Engine  | \$44,100.00   | \$65,000.00                                  | \$153,047.00                | \$80,000.00            | \$70,000.00                                  |                              |                            |                              |                            |                            |
| <b>Paper Handling</b>   |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| ADF   | see RADF  | see RADF                                     | see RADF                    | see RADF               | not applicable                               |                              |                            |                              |                            |                            |
| RADF  | Standard  | Standard                                     | \$18,000.00                 | Standard               | not applicable                               |                              |                            |                              |                            |                            |
| Scan Station  | Standard  | Standard                                     | Standard                    | Standard               | not applicable                               |                              |                            |                              |                            |                            |
| Platen Cover  | Included  | Included                                     | Included                    | Included               | Standard                                     |                              |                            |                              |                            |                            |
| Color Scanner   | not applicable  | not applicable                               | Included                    | not applicable         | not applicable                               |                              |                            |                              |                            |                            |
| <i>Additional Option (please describe here)</i>                                 |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| <i>Additional Option (please describe here)</i>                                 |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| <b>Paper Feeding</b>  |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| Base Cabinet  | Standard  | Standard                                     | Standard                    | Standard               | Standard                                     |                              |                            |                              |                            |                            |
| Additional Paper Drawer   | \$3,116.00  | \$6,455.00                                   | Included                    | Standard               | \$6,455.00                                   |                              |                            |                              |                            |                            |
| Paper-Feed Units  | \$6,455.00  | \$10,579.00                                  | see RADF                    | \$10,579.00            | \$10,579.00                                  |                              |                            |                              |                            |                            |
| Bypass Paper Supply   | Included  | Included                                     | Included                    | Included               | Included                                     |                              |                            |                              |                            |                            |
| Large Capacity Tray   | Included  | Included                                     | Included                    | Included               | Included                                     |                              |                            |                              |                            |                            |
| <i>Additional Option (please describe here)</i>                                 |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| <i>Additional Option (please describe here)</i>                                 |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| <b>Finishing</b>  |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| Output Tray   | not available   | not available                                | not available               | not available          | not available                                |                              |                            |                              |                            |                            |
| Internal / Wing Finisher  | not available   | not available                                | not available               | not available          | not available                                |                              |                            |                              |                            |                            |
| 3 - Hole Punch  | not available   | not available                                | not available               | not available          | not available                                |                              |                            |                              |                            |                            |
| <i>Additional Option (please describe here)</i>                                 |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| Basic Office Finisher   | \$5,205.00  | \$5,205.00                                   | \$5,205.00                  | \$5,205.00             | \$5,205.00                                   |                              |                            |                              |                            |                            |
| 3 - Hole Punch  | \$835.00  | \$835.00                                     | \$835.00                    | \$835.00               | \$835.00                                     |                              |                            |                              |                            |                            |
| Saddle Stitch Finishing   | \$1,977.00  | \$1,977.00                                   | \$1,977.00                  | \$1,977.00             | \$1,977.00                                   |                              |                            |                              |                            |                            |
| <i>Additional Option (please describe here)</i>                                 |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| Advanced Office Finisher  | not available   | not available                                | \$18,921.00                 | \$18,921.00            | \$18,921.00                                  |                              |                            |                              |                            |                            |
| 3 - Hole Punch  | not available   | not available                                | included                    | included               | included                                     |                              |                            |                              |                            |                            |
| Saddle Stitch Finishing   | not available   | not available                                | \$27,825.00                 | \$27,825.00            | \$27,825.00                                  |                              |                            |                              |                            |                            |
| <i>Additional Option (please describe here)</i>                                 |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| Post Process Insertion  | \$1,113.00  | \$1,113.00                                   | \$1,558.00                  | \$1,558.00             | \$1,558.00                                   |                              |                            |                              |                            |                            |
| <i>Additional Option (please describe here)</i>                                 |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| <i>Additional Option (please describe here)</i>                                 |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| <i>Additional Option (please describe here)</i>                                 |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| <b>Connectivity / Security</b>  |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| Network Connectivity Kit  | Standard  | Standard                                     | Standard                    | Standard               | Standard                                     |                              |                            |                              |                            |                            |
| Hard Drive Security Kit   | Standard  | Standard                                     | Standard                    | Standard               | Standard                                     |                              |                            |                              |                            |                            |
| Network Security Kit  | Standard  | Standard                                     | Standard                    | Standard               | Standard                                     |                              |                            |                              |                            |                            |
| Power Protection Unit   | Included  | \$1,059 (main unit PF), \$275 (accessory PF) | Included                    | Included               | \$1,059 (main unit PF), \$275 (accessory PF) |                              |                            |                              |                            |                            |
| <i>Additional Option (please describe here)</i>                                 |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| <i>Additional Option (please describe here)</i>                                 |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| <i>Additional Option (please describe here)</i>                                 |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| <b>Accessibility Options</b>  |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| Accessibility Option (please describe here)                                     | not available   | not available                                | not available               | not available          | not available                                |                              |                            |                              |                            |                            |
| Accessibility Option (please describe here)                                     |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| Accessibility Option (please describe here)                                     |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| Accessibility Option (please describe here)                                     |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| <b>Software Options</b>   |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| Advanced Scanning Software ( <i>Dispatcher Phoenix</i> )                        | Due to the significant number of line items that encompass software we have attached the MSRP pricing |  |                             |                        |  |                              |                            |                              |                            |                            |
| <i>Additional Option</i>  |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| Advanced Scanning Interface Software ( <i>I-Pro</i> )                           | Due to the significant number of line items that encompass software we have attached the MSRP pricing |  |                             |                        |  |                              |                            |                              |                            |                            |
| <i>Additional Option</i>  |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| Simple Account Software ( <i>PageScope Enterprise Suite</i> )                   | Due to the significant number of line items that encompass software we have attached the MSRP pricing |  |                             |                        |  |                              |                            |                              |                            |                            |
| <i>Additional Option</i>  |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| Advance Accounting Software ( <i>Equitrac Express/Office</i> )                  | Due to the significant number of line items that encompass software we have attached the MSRP pricing |  |                             |                        |  |                              |                            |                              |                            |                            |
| <i>Additional Option (Pharos)</i>   |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| <i>Additional Option (Production Print Management Software - Fiery Central)</i> | Due to the significant number of line items that encompass software we have attached the MSRP pricing |  |                             |                        |  |                              |                            |                              |                            |                            |
| <i>Additional Option (Job Submission Software - EFI Digital StoreFront)</i>     | Due to the significant number of line items that encompass software we have attached the MSRP pricing |  |                             |                        |  |                              |                            |                              |                            |                            |
| <i>Additional Option (Variable Data Printing Software - PrintShop Mail)</i>     | Due to the significant number of line items that encompass software we have attached the MSRP pricing |  |                             |                        |  |                              |                            |                              |                            |                            |
| <i>Additional Option</i>  |   |  |                             |                        |  |                              |                            |                              |                            |                            |

Please see attached for a complete list of additional optional accessories

# Discount from MSRP Worksheet

## Group B - Copiers Color

**Vendor Name: KONICA MINOLTA BUSINESS SOLUTIONS U.S.A., INC. SUPPLEMENT 8**

| Pricing Item  | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                             |                           |                              |                                       |                                       |                                       |                                       |
|---|--|-----------------------------|---------------------------|------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|
|   | B6<br>B&W<br>(91-119)  | B6<br>Color/B&W<br>(91-119) | B7<br>B&W<br>(120-139)    | B7<br>Color/B&W<br>(120-139) | B8<br>B&W<br>(140-159)                | B8<br>Color/B&W<br>(140-159)          | B9<br>B&W<br>(160+)                   | B9<br>Color/B&W<br>(160+)             |
|   | <b>Make</b>  | <b>Konica<br/>Minolta</b>   | <b>Konica<br/>Minolta</b> | <b>Konica<br/>Minolta</b>    | <b>Not Available<br/>at this time</b> | <b>Not Available<br/>at this time</b> | <b>Not Available<br/>at this time</b> | <b>Not Available<br/>at this time</b> |
| Marking Engine - Discount   | 67.00%   | 56.00%                      | 68.00%                    |                              |                                       |                                       |                                       |                                       |
| Accessories (Paper Handling, Paper Feeding,<br>Finishing, Facsimile) Discount | 30.00%   | 30.00%                      | 30.00%                    |                              |                                       |                                       |                                       |                                       |
| Connectivity / Security Discount  | 30.00%   | 30.00%                      | 30.00%                    |                              |                                       |                                       |                                       |                                       |
| Accessibility Options Discount  | 30.00%   | 30.00%                      | 30.00%                    |                              |                                       |                                       |                                       |                                       |
| Software Discount   | 0.00%  | 0.00%                       | 0.00%                     |                              |                                       |                                       |                                       |                                       |

**NOTE:** Discount must be shown in percent format.



# Cost Per Copy (CPC)

## Segment B - Copiers Color

Vendor Name: **KONICA MINOLTA BUSINESS SOLUTIONS U.S.A., INC. SUPPLEMENT 8**

| Group B - Production Copiers B&W and Color/B&W Segments | KMBS Model | Monthly Volume Range | Monthly Target Volume | CPC for First 30% of Color-BW volume | First 30% of BW Volume | CPC for all Color-BW copies made after the first 30% | CPC for each Color copy made |
|---|------------|----------------------|-----------------------|--------------------------------------|------------------------|--|------------------------------|
| B6 B&W (91-119)   | BH1100     | 50,000-250,000       | 175,000               | \$0.0118                             | 52,500                 | \$0.0045   | N/A                          |
| B6 B&W (91-119)   | BH1052     | 50,000-250,000       | 175,000               | \$0.0154                             | 52,500                 | \$0.0045   | N/A                          |
| B6 Color/B&W (91-119)                                   | C1100      | 50,000-250,000       | 175,000               | \$0.0512                             | 52,500                 | \$0.0155   | \$0.0450                     |
| B7 B&W (120-139)  | BH 1250    | 50,000-500,000       | 375,000               | \$0.0096                             | 112,500                | \$0.0037   | N/A                          |
| B7 B&W (120-139)  | BH 1250P   | 50,000-500,000       | 375,000               | \$0.0090                             | 112,500                | \$0.0037   | N/A                          |
| B7 Color/B&W (120-139)                                  |            |                      |                       |                                      |                        |  |                              |
| B8 B&W (140-159)  |            |                      |                       |                                      |                        |  |                              |
| B8 Color/B&W (140-159)                                  |            |                      |                       |                                      |                        |  |                              |
| B9 B&W (160+)   |            |                      |                       |                                      |                        |  |                              |
| B9 Color/B&W (160+)                                     |            |                      |                       |                                      |                        |  |                              |

Based on 60 Month Term

Monthly Minimum based on 30% of Target Monthly Volume

List Pricing Worksheet  
Group B - Copies Color

Vendor Name: Ricoh USA SUPPLEMENT B

| Pricing Item   | Group B - Production Copiers Includes B&W and Color/B&W SEGMENTS |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |
|--|--|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
|  | 05   |           | 06        |           | 06        |           | 06        |           | 06        |           | 07        |           | 07        |           | 07        |           | 07        |           | 08        |           |
|  | 05   | 05        | 06        | 06        | 06        | 06        | 06        | 06        | 06        | 07        | 07        | 07        | 07        | 07        | 07        | 07        | 07        | 08        | 08        | 08        |
| Model  | Color/B&W  | Color/B&W | Color/B&W | Color/B&W | Color/B&W | Color/B&W | Color/B&W | Color/B&W | Color/B&W | Color/B&W | Color/B&W | Color/B&W | Color/B&W | Color/B&W | Color/B&W | Color/B&W | Color/B&W | Color/B&W | Color/B&W | Color/B&W |
| Part #   | Part #   | Part #    | Part #    | Part #    | Part #    | Part #    | Part #    | Part #    | Part #    | Part #    | Part #    | Part #    | Part #    | Part #    | Part #    | Part #    | Part #    | Part #    | Part #    | Part #    |
| Price  | Price  | Price     | Price     | Price     | Price     | Price     | Price     | Price     | Price     | Price     | Price     | Price     | Price     | Price     | Price     | Price     | Price     | Price     | Price     | Price     |
| Meching Engine                                       | Standard   | Standard  | Standard  | Standard  | Standard  | Standard  | Standard  | Standard  | Standard  | Standard  | Standard  | Standard  | Standard  | Standard  | Standard  | Standard  | Standard  | Standard  | Standard  | Standard  |
| ... (Remaining 300+ rows follow similar pattern) ... |  |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |           |

Note:  
Blank network connect fees are included in making engine pricing.  
Maintenance and Support is required for all software options. The MSRP support pricing can be found on the Master Pricing Schedule.



# Discount from MSRP Worksheet

## Group B - Copiers Color

Vendor Name: Ricoh USA SUPPLEMENT 8

| Pricing Item  | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                             |                             |                        |                              |                              |                        |                              |                     |                           |
|---|--|-----------------------------|-----------------------------|------------------------|------------------------------|------------------------------|------------------------|------------------------------|---------------------|---------------------------|
|   | B6<br>B&W<br>(91-119)  | B6<br>Color/B&W<br>(91-119) | B6<br>Color/B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>Color/B&W<br>(120-139) | B7<br>Color/B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B8<br>Color/B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>Color/B&W<br>(160+) |
| <b>Make</b>   | <b>Ricoh</b>   | <b>Ricoh</b>                | <b>Kodak</b>                | <b>Ricoh</b>           | <b>Ricoh</b>                 | <b>Kodak</b>                 | <b>Kodak</b>           |                              | <b>Kodak</b>        |                           |
| Marking Engine - Discount   | 65.00%   | 22.00%                      | 22.00%                      | 64.00%                 | 22.00%                       | 22.00%                       | 20.00%                 |                              | 20.00%              |                           |
| Accessories (Paper Handling, Paper Feeding,<br>Finishing, Facsimile) Discount | 30.00%   | 0.00%                       | 0.00%                       | 30.00%                 | 0.00%                        | 0.00%                        | 0.00%                  |                              | 0.00%               |                           |
| Connectivity / Security Discount  | 0.00%  | 0.00%                       | 0.00%                       | 0.00%                  | 0.00%                        | 0.00%                        | 0.00%                  |                              | 0.00%               |                           |
| Accessibility Options Discount  | 30.00%   | 0.00%                       | 0.00%                       | 30.00%                 | 0.00%                        | 0.00%                        | 0.00%                  |                              | 0.00%               |                           |
| Software Discount   | 0.00%  | 0.00%                       | 0.00%                       | 0.00%                  | 0.00%                        | 0.00%                        | 0.00%                  |                              | 0.00%               |                           |

**NOTE:** Discount must be shown in percent format.



Ricoh USA

WSCA Nevada For Supplies purchased separately when customers acquire a parts and service only option

SUPPLEMENT 8

| SUPPLIES (Prices Per Unit)  |   |                               |                                      |                        |                 |             |            |
|---|---|-------------------------------|--------------------------------------|------------------------|-----------------|-------------|------------|
| Current Production Models   |   |                               |                                      |                        |                 |             |            |
| Models  | Description (Prices Per Unit)                                       | Yield Per Carton              | Unit Packaging                       | Oracle Unit of Measure | Reorder Numbers | SRP         | WSCA PRICE |
| <b>B/W COPIER MULTIFUNCTIONAL</b>   |   |                               |                                      |                        |                 |             |            |
| Ricoh Pro 8110e / 8120e   | Pro Toner 8100S   | 328000*                       | 4 - Bottles/Ctn.                     | CTN                    | 828277          | 517.12      | #VALUE!    |
|   | Staple Set Type U for SR5060 (Saddle Stitch) Uses Staple Refill Typ | 5,000                         | 1 - Ctg: 5,000 Staples per Cartridge | CTN                    | 404235          | 86.52       | #VALUE!    |
|   | Refill Staple Type T for SR5020 (Saddle Stitch)                     | 10,000                        | 2 - Ctg: 5,000 Staples per Cartridge | CTN                    | 415010          | 44.81       | #VALUE!    |
|   | Staple Type M for SR5000/SR5020 (Usual Staple)                      | 5,000                         | 1 - Ctg: 5,000 Staples per Cartridge | CTN                    | 413013          | 98.88       | #VALUE!    |
|   | Staple Refill Type M for SR5000/SR5020 Usual Staple)                | 25,000                        | 5 - Ctg: 5,000 Staples per Cartridge | CTN                    | 413026          | 216.30      | #VALUE!    |
| BK5030 Finisher   | Staple Cartridge Type BK 5030; 5000 per Ctrg. (3 Ctrg./Ctn)         | 15,000                        | 3 - Ctg: 5,000 Staples per Cartridge | CTN                    | 404461          | 127.72      | #VALUE!    |
| RB5000  | Glue Supply Type A; 1 Bag (EA)                                      | 1,300                         | 1 - Bag                              | EA                     | 404103          | 312.09      | #VALUE!    |
| RB5000  | Ring Supply LT White 100 Type S4                                    | 260 Booklets                  | 5 - Sets of 52                       | CTN                    | 404813          | 239.00      | #VALUE!    |
| RB5000  | Ring Supply LT Black 100 Type S4                                    | 260 Booklets                  | 5 - Sets of 52                       | CTN                    | 404814          | 239.00      | #VALUE!    |
| RB5000  | Ring Supply LT White 50 Type S4                                     | 330 Booklets                  | 5 - Sets of 66                       | CTN                    | 404815          | 265.00      | #VALUE!    |
| RB5000  | Ring Supply LT Black 50 Type S4                                     | 330 Booklets                  | 5 - Sets of 66                       | CTN                    | 404816          | 265.00      | #VALUE!    |
| No Starter Toners   |   |                               |                                      |                        |                 |             |            |
| Note: A4, 6% chart is used to measure the yield.  |   |                               |                                      |                        |                 |             |            |
|   | MICR Supplies   | Toner kit, MICR, ProMark 8100 | 300,000                              | 4 - Bottles/Ctn.       | CTN             | 10877600-DS | 689.00     |
| Ricoh Pro 8100EX / 8100s / 8200s / 8210s  | Pro Toner 8100S   | 328,000                       | 4 - Bottles/Ctn.                     | CTN                    | 828277          | 517.12      | 413.70     |
|   | Refill Staple Type T for SR5020 (Saddle Stitch)                     | 10,000                        | 2 - Ctg: 5,000 Staples per Cartridge | CTN                    | 415010          | 44.81       | 35.85      |
|   | Staple Type M for SR5000/SR5020 (Usual Staple)                      | 5,000                         | 1 - Ctg: 5,000 Staples per Cartridge | CTN                    | 413013          | 98.88       | 79.10      |
|   | Staple Refill Type M for SR5000/SR5020 Usual Staple)                | 25,000                        | 5 - Ctg: 5,000 Staples per Cartridge | CTN                    | 413026          | 216.30      | 173.04     |
| BK5030 Finisher   | Staple Cartridge Type BK 5030; 5000 per Ctrg. (3 Ctrg./Ctn)         | 15,000                        | 3 - Ctg: 5,000 Staples per Cartridge | CTN                    | 404461          | 127.72      | 102.18     |
| RB5000  | Glue Supply Type A; 1 Bag (EA)                                      | 1,300                         | 1 - Bag                              | EA                     | 404103          | 312.09      | 249.67     |
| RB5000  | Ring Supply Type A White 100; 5 - sets of 75 (CTN)                  | 375                           | 5 - Sets of 75                       | CTN                    | 404117          | 342.48      | 273.98     |
| RB5000  | Ring Supply Type A Black 100; 5 - sets of 75 (CTN)                  | 375                           | 5 - Sets of 75                       | CTN                    | 404118          | 342.48      | 273.98     |
| RB5000  | Ring Supply Type A White 50 5 - sets of 75 (CTN)                    | 375                           | 5 - Sets of 75                       | CTN                    | 404119          | 282.22      | 225.78     |
| RB5000  | Ring Supply Type A White Black 5 - sets of 75 (CTN)                 | 375                           | 5 - Sets of 75                       | CTN                    | 404120          | 282.22      | 225.78     |
| <b>PRODUCTION COLOR - COPIER / MULTIFUNCTIONAL</b>  |   |                               |                                      |                        |                 |             |            |
| PRO C7100/7110 Series   | Pro Print Cartridge Black C7100                                     | 45,000*                       | 1 - 1,553g. Bottle                   | EA                     | 828326          | 285.65      | #VALUE!    |
|   | Pro Print Cartridge Yellow C7100                                    | 45,000*                       | 1 - 1,553g. Bottle                   | EA                     | 828327          | 380.01      | #VALUE!    |
|   | Pro Print Cartridge Magenta C7100                                   | 45,000*                       | 1 - 1,674g. Bottle                   | EA                     | 828328          | 380.01      | #VALUE!    |
|   | Pro Print Cartridge Cyan C7100                                      | 45,000*                       | 1 - 1,563g. Bottle                   | EA                     | 828329          | 380.01      | #VALUE!    |
|   | Pro Print Cartridge White C7100                                     | 17,500**                      | 1 - 1,563g. Bottle                   | EA                     | 828342          | 500.00      | #VALUE!    |
|   | Pro Print Cartridge Clear C7100                                     | 27,000**                      | 1 - 1,563g. Bottle                   | EA                     | 828343          | 500.00      | #VALUE!    |
|   | Waste Toner Bottle Type C751  | 77,000***                     | 1 - Each                             | EA                     | 404451          | 90.34       | #VALUE!    |
|   | Ring Supply LT White 100 Type S4                                    | 260 Booklets                  | 5 - Sets of 52                       | CTN                    | 404813          | 239.00      | #VALUE!    |
|   | Ring Supply LT Black 100 Type S4                                    | 260 Booklets                  | 5 - Sets of 52                       | CTN                    | 404814          | 239.00      | #VALUE!    |
|   | Ring Supply LT White 50 Type S4                                     | 330 Booklets                  | 5 - Sets of 66                       | CTN                    | 404815          | 265.00      | #VALUE!    |
|   | Ring Supply LT Black 50 Type S4                                     | 330 Booklets                  | 5 - Sets of 66                       | CTN                    | 404816          | 265.00      | #VALUE!    |
|   | Glue Supply Type A for GB5010                                       | 1,300                         | 1 - Bag                              | EA                     | 404103          | 312.09      | #VALUE!    |
|   | Staple Set Type M for SR5050/SR5060                                 | 5,000                         | 1 x 5,000/Ctn.                       | CTN                    | 413013          | 98.88       | #VALUE!    |
|   | Staple Refill Type M for SR5050/SR5060 (Usual Staple)               | 25,000                        | 5 x 5,000/Ctn.                       | CTN                    | 413026          | 216.30      | #VALUE!    |
|   | Staple Set Type U for SR5060  | 5,000                         | 1 - Ctg: 5,000 Staples per Cartridge | CTN                    | 404235          | 86.52       | #VALUE!    |
|   | Staple Refill Type T for SR5060                                     | 10,000                        | 2 x 5,000/Ctn.                       | CTN                    | 415010          | 44.81       | #VALUE!    |
|   | Staple Set Type BK5030 for PBM350/PBM500 Booklet Maker              | 15,000                        | 3 x 5,000/Ctn.                       | CTN                    | 404461          | 127.72      | #VALUE!    |
| No Starter Toners   |   |                               |                                      |                        |                 |             |            |
| Yield based on recommended average monthly copy volume, 8-1/2" x 11" paper, 35% coverage (8.75% for each color), duplex 80%, 50P/J.   |   |                               |                                      |                        |                 |             |            |
| Yield based on recommended average monthly copy volume, 8-1/2" x 11" paper, 15% coverage 50P/J.   |   |                               |                                      |                        |                 |             |            |
| Waste toner bottle yield when used with 5-color set up, coverage 50% (CMYK @35% + 5th color @15%) is 77,000; yield will increase if used with 4-color set up (CMYK@35%) to 136,000. |   |                               |                                      |                        |                 |             |            |
| PRO C9100/9110 Series   | Pro Print Cartridge Black C9100                                     | 58,000*                       | 1 - 1,508g. Bottle                   | EA                     | 828380          | 226.79      | 181.43     |
|   | Pro Print Cartridge Yellow C9100                                    | 48,000*                       | 1 - 1,508g. Bottle                   | EA                     | 828381          | 239.46      | 191.57     |
|   | Pro Print Cartridge Magenta C9100                                   | 48,000*                       | 1 - 1,508g. Bottle                   | EA                     | 828382          | 239.46      | 191.57     |
|   | Pro Print Cartridge Cyan C9100                                      | 48,000*                       | 1 - 1,508g. Bottle                   | EA                     | 828383          | 239.46      | 191.57     |
|   | Ring Supply Type A White 100  | 375 Booklets                  | 5 - Sets of 75                       | CTN                    | 404117          | 342.48      | 304.43     |
|   | Ring Supply Type A Black 100  | 375 Booklets                  | 5 - Sets of 75                       | CTN                    | 404118          | 342.48      | 304.43     |
|   | Ring Supply Type A White 50   | 375 Booklets                  | 5 - Sets of 75                       | CTN                    | 404119          | 282.22      | 250.86     |
|   | Ring Supply Type A Black 50   | 375 Booklets                  | 5 - Sets of 75                       | CTN                    | 404120          | 282.22      | 250.86     |
|   | Glue Supply Type A for GB5010                                       | 1,300                         | 1 - Bag                              | EA                     | 404103          | 312.09      | 277.41     |
|   | Staple Set Type M for SR5050/SR5060                                 | 5,000                         | 1 x 5,000/Ctn.                       | CTN                    | 413013          | 98.88       | 87.89      |
|   | Staple Refill Type M for SR5050/SR5060 (Usual Staple)               | 25,000                        | 5 x 5,000/Ctn.                       | CTN                    | 413026          | 216.30      | 192.27     |
|   | Staple Set Type U for SR5060  | 5,000                         | 1 x 5,000/Ctn.                       | CTN                    | 404235          | 86.52       | 76.91      |
|   | Staple Refill Type T for SR5060                                     | 10,000                        | 2 x 5,000/Ctn.                       | CTN                    | 415010          | 44.81       | 39.83      |
|   | Staple Set Type BK5030 for PBM350/PBM500 Booklet Maker              | 15,000                        | 3 x 5,000/Ctn.                       | CTN                    | 404461          | 127.72      | 113.53     |
| No Starter Toners   |   |                               |                                      |                        |                 |             |            |
| * Yield based on recommended average monthly copy volume, 8-1/2" x 11" paper, 35% coverage (8.75% for each color), duplex 80%, 50P/J.   |   |                               |                                      |                        |                 |             |            |

## Cost Per Copy (CPC)

### Segment B - Copiers Color

Vendor Name: Ricoh USA SUPPLEMENT 8

| Group B - Production Copiers B&W and Color/B&W Segments | Monthly Volume Range | Monthly Target Volume | CPC for First 30% of B&W Volume | First 30% of Volume | CPC for all B&W copies made after the first 30% | CPC for each Color copy made | Model                   |
|---|----------------------|-----------------------|---------------------------------|---------------------|---|------------------------------|-------------------------|
| B6 B&W (91-119)   | 20,000 - 110,000     | 99,000                | \$ 0.0141                       | 29,700              | \$ 0.00390                                      |                              | Pro 8100EXe             |
| B6 B&W (91-119)   | 20,000 - 110,000     | 99,000                | \$ 0.0156                       | 29,700              | \$ 0.00390                                      |                              | Pro 8100Se              |
| B6 B&W (91-119)   | 30,000 - 160,000     | 134,400               | \$ 0.0142                       | 40,320              | \$ 0.0037                                       |                              | Pro 8110Se              |
| B6 B&W (91-119)   | 30,000 - 160,000     | 134,900               | \$ 0.0144                       | 40,470              | \$ 0.0037                                       |                              | Pro 8110e               |
| B6 B&W (91-119)   | 30,000 - 160,000     | 134,900               | \$ 0.0206                       | 40,470              | \$ 0.0090                                       |                              | Pro 8110e-MICR          |
| B6 Color/B&W (91-119)                                   | 30,000 - 160,000     | 55,000                | \$ 0.1098                       | 16,500              | \$ 0.0068                                       | \$ 0.04800                   | Pro C9100 Entrance Unit |
| B7 B&W (120-139)  | 40,000 - 275,000     | 195,000               | \$ 0.0126                       | 58,500              | \$ 0.0035                                       |                              | Pro 8120Se              |
| B7 B&W (120-139)  | 40,000 - 275,000     | 230,900               | \$ 0.0116                       | 69,270              | \$ 0.0035                                       |                              | Pro 8120e               |
| B7 B&W (120-139)  | 40,000 - 275,000     | 230,900               | \$ 0.0182                       | 69,270              | \$ 0.0090                                       |                              | Pro 8120e-MICR          |
| B7 Color/B&W (120-139)                                  | 30,000 - 160,000     | 66,000                | \$ 0.1116                       | 19,800              | \$ 0.0068                                       | \$ 0.04800                   | Pro C9110 Entrance Unit |
| B7 B&W (120-139)  | 275,000 - 550,000    | 300,000               | \$ 0.0258                       | 90,000              | \$ 0.0067                                       |                              | DM HD 125               |
| B8 B&W (140-159)  | 550,000 - 1,000,000  | 750,000               | \$ 0.0180                       | 225,000             | \$ 0.0063                                       |                              | DM HD 150               |
| B8 Color/B&W (140-159)                                  |                      |                       |                                 | 0                   |   |                              |                         |
| B9 B&W (160+)   | 1,000,000 +          | 1,250,000             | \$ 0.0152                       | 375,000             | \$ 0.0063                                       |                              | DM HD 300               |
| B9 Color/B&W (160+)                                     |                      |                       |                                 | 0                   |   |                              |                         |

**Notes:**

Cost Per copy pricing above is based on 60 month term with volume minimum

For cost per copy pricing for 36 or 48 months, please see WSCA CPC Master Price Schedule

Cost per copy pricing for other terms can be created using the same formula upon request.

CPC pricing below is based on Standard Zone. Contractual uplifts apply for non standard zone placements

## Cost Per Copy (CPC)

### Segment B - Copiers Color

Vendor Name: Ricoh USA

| Group B - Production Copiers B&W and Color/B&W Segments | Monthly Volume Range | Monthly Target Volume | CPC for First 30% of B&W Volume | First 30% of Volume | CPC for all B&W copies made after the first 30% | CPC for each Color copy made | Model                   |
|---|----------------------|-----------------------|---------------------------------|---------------------|---|------------------------------|-------------------------|
| B6 B&W (91-119)   | 20,000 - 110,000     | 99,000                | \$ 0.0161                       | 29,700              | \$ 0.00390                                      |                              | Pro 8100EXe             |
| B6 B&W (91-119)   | 20,000 - 110,000     | 99,000                | \$ 0.0179                       | 29,700              | \$ 0.00390                                      |                              | Pro 8100Se              |
| B6 B&W (91-119)   | 30,000 - 160,000     | 134,400               | \$ 0.0163                       | 40,320              | \$ 0.0037                                       |                              | Pro 8110Se              |
| B6 B&W (91-119)   | 30,000 - 160,000     | 134,900               | \$ 0.0165                       | 40,470              | \$ 0.0037                                       |                              | Pro 8110e               |
| B6 B&W (91-119)   | 30,000 - 160,000     | 134,900               | \$ 0.0229                       | 40,470              | \$ 0.0090                                       |                              | Pro 8110e-MICR          |
| B6 Color/B&W (91-119)                                   | 30,000 - 160,000     | 55,000                | \$ 0.1305                       | 16,500              | \$ 0.0068                                       | \$ 0.04800                   | Pro C9100 Entrance Unit |
| B7 B&W (120-139)  | 40,000 - 275,000     | 195,000               | \$ 0.0144                       | 58,500              | \$ 0.0035                                       |                              | Pro 8120Se              |
| B7 B&W (120-139)  | 40,000 - 275,000     | 230,900               | \$ 0.0133                       | 69,270              | \$ 0.0035                                       |                              | Pro 8120e               |
| B7 B&W (120-139)  | 40,000 - 275,000     | 230,900               | \$ 0.0201                       | 69,270              | \$ 0.0090                                       |                              | Pro 8120e-MICR          |
| B7 Color/B&W (120-139)                                  | 30,000 - 160,000     | 66,000                | \$ 0.1325                       | 19,800              | \$ 0.0068                                       | \$ 0.04800                   | Pro C9110 Entrance Unit |
| B7 B&W (120-139)  | 275,000 - 550,000    | 300,000               | \$ 0.0296                       | 90,000              | \$ 0.0067                                       |                              | DM HD 125               |
| B8 B&W (140-159)  | 550,000 - 1,000,000  | 750,000               | \$ 0.0203                       | 225,000             | \$ 0.0063                                       |                              | DM HD 150               |
| B8 Color/B&W (140-159)                                  |                      |                       |                                 | 0                   |   |                              |                         |
| B9 B&W (160+)   | 1,000,000 +          | 1,250,000             | \$ 0.0170                       | 375,000             | \$ 0.0063                                       |                              | DM HD 300               |
| B9 Color/B&W (160+)                                     |                      |                       |                                 | 0                   |   |                              |                         |

**Notes:**

Cost Per copy pricing above is based on 60 month term without volume minimum

For cost per copy pricing for 36 or 48 months, please see WSCA CPC Master Price Schedule

Cost per copy pricing for other terms can be created using the same formula upon request.

CPC pricing below is based on Standard Zone. Contractual uplifts apply for non standard zone placements

**List Pricing Worksheet**  
**Group C - Wide Format Devices (Black and White /Color)**

Vendor Name: Ricoh USA SUPPLEMENT 8

| Pricing Item  | Group C - Wide Format Devices<br>Includes B&W and Color/B&W<br>SEGMENTS           |                             |                               |                               |                               |                                     |                                     |                             |                              |
|---|---|-----------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------------|-------------------------------------|-----------------------------|------------------------------|
|   | Low B&W<br>(500-10,000)   | Low B&W<br>(500-10,000)     | Low Color/B&W<br>(500-10,000) | Low Color/B&W<br>(500-10,000) | Medium B&W<br>(10,001-50,000) | Medium Color/B&W<br>(10,001-50,000) | Medium Color/B&W<br>(10,001-50,000) | High B&W<br>(50,0001+)      | High Color/B&W<br>(50,0001+) |
| <b>Make</b>   | Ricoth / Savin / Lanier   |                             |                               |                               |                               |                                     |                                     |                             |                              |
| <b>Model</b>  | Ricoth MP W3601 w/PlotWorks / Savin 3406WD w/PlotWorks / Lanier LW426 w/PlotWorks | Ricoth MP W6700SP           | MP CW2200SP                   | MP CW2201SP                   | MP W7100                      | Pro L4130                           | Pro L4160                           | MP W8140                    |                              |
| Marking Engine                                      | \$ 14,077.00  | \$ 22,000.00                | \$ 14,500.00                  | \$ 14,500.00                  | \$ 42,548.85                  | \$ 36,235.29                        | \$ 37,884.00                        | \$ 55,223.00                |                              |
| <b>Paper Handling</b>                               |   |                             |                               |                               |                               |                                     |                                     |                             |                              |
| ADF   | Standard  | Standard                    | Standard                      | Standard                      | Standard                      | Standard                            | Standard                            | Standard                    |                              |
| Scan Station  | \$ 2,116.00   | N/A                         | Standard                      | Standard                      | Standard                      | Standard                            | Standard                            | Standard                    |                              |
| Platen Cover  | N/A   | N/A                         | N/A                           | N/A                           | N/A                           | N/A                                 | N/A                                 | N/A                         |                              |
| Color Scanner                                       | Standard  | Standard                    | Standard                      | Standard                      | Standard                      | Standard                            | Standard                            | Standard                    |                              |
| <i>Additional Option (please describe here)</i>     | See Master Pricing Schedule   | See Master Pricing Schedule | See Master Pricing Schedule   | See Master Pricing Schedule   | See Master Pricing Schedule   | See Master Pricing Schedule         | See Master Pricing Schedule         | See Master Pricing Schedule |                              |
| <b>Paper Feeding</b>                                |   |                             |                               |                               |                               |                                     |                                     |                             |                              |
| Roll Width  | Up to 36 inches   | Up to 37.8 inches           | up to 36 inches               | up to 36 inches               | Up to 36 inches               | up to 54 inches                     | up to 63 inches                     | Up to 36 inches             |                              |
| <i>Additional Roll Width (optional)</i>             | N/A   | N/A                         | N/A                           | N/A                           | N/A                           | N/A                                 | N/A                                 | N/A                         |                              |
| <i>Additional Option (please describe here)</i>     | See Master Pricing Schedule   | See Master Pricing Schedule | See Master Pricing Schedule   | See Master Pricing Schedule   | See Master Pricing Schedule   | See Master Pricing Schedule         | See Master Pricing Schedule         | See Master Pricing Schedule |                              |
| <b>Finishing</b>                                    |   |                             |                               |                               |                               |                                     |                                     |                             |                              |
| Output Tray   | Standard  | Standard                    | Standard                      | Standard                      | Standard                      | Standard                            | Standard                            | Standard                    |                              |
| Rear Stacker  | \$ 410.00   | \$ 719.00                   |                               |                               | N/A                           |                                     |                                     | N/A                         |                              |
| <i>Additional Option (please describe here)</i>     | See Master Pricing Schedule   | See Master Pricing Schedule | See Master Pricing Schedule   | See Master Pricing Schedule   | See Master Pricing Schedule   | See Master Pricing Schedule         | See Master Pricing Schedule         | See Master Pricing Schedule |                              |
| <b>Connectivity / Security</b>                      |   |                             |                               |                               |                               |                                     |                                     |                             |                              |
| Network Connectivity Kit                            | \$ 450.00   | \$ 450.00                   | \$ 450.00                     | \$ 450.00                     | \$ 450.00                     | \$ 450.00                           | \$ 450.00                           | \$ 450.00                   |                              |
| Hard Drive Security Kit                             | Standard  | Standard                    | Standard                      | Standard                      | Standard                      | Standard                            | Standard                            | Standard                    |                              |
| Network Security Kit                                | Standard  | Standard                    | Standard                      | Standard                      | Standard                      | Standard                            | Standard                            | Standard                    |                              |
| Power Protection Unit                               | \$ 346.00   | \$ 365.62                   | \$ 346.00                     | \$ 346.00                     | \$ 365.62                     | \$ 365.62                           | \$ 365.62                           | \$ 365.62                   |                              |
| <i>Additional Option (please describe here)</i>     | See Master Pricing Schedule   | See Master Pricing Schedule | See Master Pricing Schedule   | See Master Pricing Schedule   | See Master Pricing Schedule   | See Master Pricing Schedule         | See Master Pricing Schedule         | See Master Pricing Schedule |                              |
| <b>Accessibility Options</b>                        |   |                             |                               |                               |                               |                                     |                                     |                             |                              |
| <i>Accessibility Option (please describe here)</i>  | N/A   | N/A                         | N/A                           | N/A                           | N/A                           | N/A                                 | N/A                                 | N/A                         |                              |
| <b>Software Options</b>                             |   |                             |                               |                               |                               |                                     |                                     |                             |                              |
| Advanced Scanning Software                          | Standard  | Standard                    |                               |                               | Standard                      |                                     |                                     | Standard                    |                              |
| GlobalScan NX V2 Server 5 and License               | \$ 1,350.00   | \$ 1,350.00                 | \$ 1,350.00                   | \$ 1,350.00                   | \$ 1,350.00                   | \$ 1,350.00                         | \$ 1,350.00                         | \$ 1,350.00                 |                              |
| Nuance Equitrac PCC - E05/EES: Embedde Device al    | \$ 975.00   | \$ 975.00                   | \$ 975.00                     | \$ 975.00                     | \$ 975.00                     | \$ 975.00                           | \$ 975.00                           | \$ 975.00                   |                              |
| NSI AutoStore Express Device Lic and Workflow Dev   | \$ 2,194.00   | \$ 2,194.00                 | \$ 2,194.00                   | \$ 2,194.00                   | \$ 2,194.00                   | \$ 2,194.00                         | \$ 2,194.00                         | \$ 2,194.00                 |                              |
| <i>Additional Option (please describe here)</i>     | See Master Pricing Schedule   | See Master Pricing Schedule | See Master Pricing Schedule   | See Master Pricing Schedule   | See Master Pricing Schedule   | See Master Pricing Schedule         | See Master Pricing Schedule         | See Master Pricing Schedule |                              |
| Advanced Scanning Interface Software                | Included  | Included                    | Included                      | Included                      | Included                      | Included                            | Included                            | Included                    |                              |
| Kofax Capture Standard 1 concurrent station, Image  | \$ 4,805.00   | \$ 4,805.00                 | \$ 4,805.00                   | \$ 4,805.00                   | \$ 4,805.00                   | \$ 4,805.00                         | \$ 4,805.00                         | \$ 4,805.00                 |                              |
| <i>Additional Option (please describe here)</i>     | See Master Pricing Schedule   | See Master Pricing Schedule | See Master Pricing Schedule   | See Master Pricing Schedule   | See Master Pricing Schedule   | See Master Pricing Schedule         | See Master Pricing Schedule         | See Master Pricing Schedule |                              |
| Simple Account Software                             |   |                             |                               |                               |                               |                                     |                                     |                             |                              |
| Streamline NX 1 Device Base License, Secure Print N | \$ 1,380.00   | \$ 1,380.00                 | \$ 1,380.00                   | \$ 1,380.00                   | \$ 1,380.00                   | \$ 1,380.00                         | \$ 1,380.00                         | \$ 1,380.00                 |                              |
| @Remote Office Appliance                            | \$ 949.00   | \$ 949.00                   | \$ 949.00                     | \$ 949.00                     | \$ 949.00                     | \$ 949.00                           | \$ 949.00                           | \$ 949.00                   |                              |
| <i>Additional Option (please describe here)</i>     | See Master Pricing Schedule   | See Master Pricing Schedule | See Master Pricing Schedule   | See Master Pricing Schedule   | See Master Pricing Schedule   | See Master Pricing Schedule         | See Master Pricing Schedule         | See Master Pricing Schedule |                              |
| Advance Accounting Software                         |   |                             |                               |                               |                               |                                     |                                     |                             |                              |
| NSI Output Manager Enterprise MFD Client License    | \$ 899.00   | \$ 899.00                   | \$ 899.00                     | \$ 899.00                     | \$ 899.00                     | \$ 899.00                           | \$ 899.00                           | \$ 899.00                   |                              |
| Nuance Equitrac PCC - E05/EES: Embedde Device al    | \$ 1,345.00   | \$ 1,345.00                 | \$ 1,345.00                   | \$ 1,345.00                   | \$ 1,345.00                   | \$ 1,345.00                         | \$ 1,345.00                         | \$ 1,345.00                 |                              |
| <i>Additional Option (please describe here)</i>     | See Master Pricing Schedule   | See Master Pricing Schedule | See Master Pricing Schedule   | See Master Pricing Schedule   | See Master Pricing Schedule   | See Master Pricing Schedule         | See Master Pricing Schedule         | See Master Pricing Schedule |                              |

**Notes:**  
 Basic network connect fees are included in marking engine pricing.  
 Maintenance and support is required for all software options. The M&S support pricing can be found on the Master Pricing Schedule.

**Discount from MSRP Worksheet**  
**Group C - Wide Format Devices (Black and White / Color)**

| <b>Vendor Name: Ricoh USA SUPPLEMENT 8</b>                                 |  |   |   |   |  |  |
|--|--|---|---|---|--|--|
| <b>Pricing Item</b>  | <b>Group C - Wide Format Devices<br/>Includes B&amp;W and Color/B&amp;W<br/>SEGMENTS</b> |   |   |   |  |  |
|  | <b>Low<br/>B&amp;W<br/>(500-10,000)</b>  | <b>Low<br/>Color/B&amp;W<br/>(500-10,000)</b> | <b>Medium<br/>B&amp;W<br/>(10,001-50,000)</b> | <b>Medium<br/>Color/B&amp;W<br/>(10,001-50,000)</b> | <b>High<br/>B&amp;W<br/>(50,0001+)</b> | <b>High<br/>Color/B&amp;W<br/>(50,0001+)</b> |
| <b>Make</b>  | <b>Ricoh / Savin / Lanier</b>  | <b>Ricoh / Savin / Lanier</b>                 | <b>Ricoh / Savin / Lanier</b>                 | <b>Ricoh / Savin / Lanier</b>                       | <b>Ricoh / Savin / Lanier</b>          |  |
| <b>Model</b>   | <b>Ricoh MP W6700SP</b>  | <b>MP CW2200SP</b>                            | <b>MP W7100</b>                               | <b>Pro L4130</b>                                    | <b>MP W8140</b>                        |  |
| Marking Engine - Discount  | 52.00%   | 50.00%  | 52.00%  | 34.00%  | 51.00%                                 |  |
| Accessories (Paper Handling, Paper Feeding, Finishing, Facsimile) Discount | 23.00%   | 30.00%  | 23.00%  | 30.00%  | 23.00%                                 |  |
| Connectivity / Security Discount   | 0.00%  | 0.00%   | 0.00%   | 0.00%   | 0.00%                                  |  |
| Accessibility Options Discount   | 0.00%  | 0.00%   | 0.00%   | 0.00%   | 0.00%                                  |  |
| Software Discount  | 0.00%  | 0.00%   | 0.00%   | 0.00%   | 0.00%                                  |  |

**NOTE:** Discount must be shown in percent format.

**Service and Supplies Pricing Worksheet**  
 Group C - Wide Format Devices (Black and White / Color)

Vendor Name: Ricoh USA SUPPLEMENT 8

| Pricing Item  | Low B&W (500-10,000)   |                        | Low Color/B&W (500-10,000) |                        | Low Color/B&W (500-10,000) |                        | Medium B&W (10,001-50,000) |                        | Medium Color/B&W (10,001-50,000) |                        | Medium Color/B&W (10,001-50,000) |                        | High B&W (50,0001+)    |                        | High Color/B&W (50,0001+) |                        |
|---|--|------------------------|----------------------------|------------------------|----------------------------|------------------------|----------------------------|------------------------|----------------------------------|------------------------|----------------------------------|------------------------|------------------------|------------------------|---------------------------|------------------------|
|   |  |                        | Color                      | B&W                    | Color                      | B&W                    | Color                      | B&W                    | Color                            | B&W                    | Color                            | B&W                    | Color                  | B&W                    | Color                     | B&W                    |
|   | Make   | Ricoh / Savin / Lanier | Ricoh / Savin / Lanier     | Ricoh / Savin / Lanier | Ricoh / Savin / Lanier     | Ricoh / Savin / Lanier | Ricoh / Savin / Lanier     | Ricoh / Savin / Lanier | Ricoh / Savin / Lanier           | Ricoh / Savin / Lanier | Ricoh / Savin / Lanier           | Ricoh / Savin / Lanier | Ricoh / Savin / Lanier | Ricoh / Savin / Lanier | Ricoh / Savin / Lanier    | Ricoh / Savin / Lanier |
| Model   | Ricoh MP W6700SP   | MP CW2200SP            | MP CW2200SP                | MP CW2201SP            | MP CW2201SP                | MP W7100               | Pro L4130                  | Pro L4130              | Pro L4160                        | Pro L4160              | MP W8140                         |                        |                        |                        |                           |                        |
| Zero Base Service and Supplies Pricing                                  |  |                        |                            |                        |                            |                        |                            |                        |                                  |                        |                                  |                        |                        |                        |                           |                        |
| <b>Optional Included Impression Pricing</b>                             |  |                        |                            |                        |                            |                        |                            |                        |                                  |                        |                                  |                        |                        |                        |                           |                        |
| Option #1 Included Base Number Impressions                              | 1,650  | -                      | 2,600                      | -                      | 2,600                      | 7,500                  | -                          | -                      | -                                | -                      | 3,500                            |                        |                        |                        |                           |                        |
| Option #1 Monthly Base Charge   | \$ 48.00   | \$ -                   | \$ 105.00                  | \$ -                   | \$ 105.00                  | \$ 243.00              | \$ 1,065.00                | \$ 1,065.00            | \$ 1,065.00                      | \$ 958.00              | \$ 0.0304                        |                        |                        |                        |                           |                        |
| Option #1 Overage Rate  | 0.04   | \$ 0.0600              | \$ 0.0400                  | \$ 0.0600              | \$ 0.0400                  | \$ 0.0360              | \$ -                       | \$ -                   | \$ -                             | \$ -                   | \$ 0.0304                        |                        |                        |                        |                           |                        |
| Option #2 Included Base Number Impressions                              |  |                        |                            |                        |                            |                        |                            |                        |                                  |                        |                                  |                        |                        |                        |                           |                        |
| Option #2 Monthly Base Charge   |  |                        |                            |                        |                            |                        |                            |                        |                                  |                        |                                  |                        |                        |                        |                           |                        |
| Option #2 Overage Rate  |  |                        |                            |                        |                            |                        |                            |                        |                                  |                        |                                  |                        |                        |                        |                           |                        |
| Option #3 Included Base Number Impressions                              |  |                        |                            |                        |                            |                        |                            |                        |                                  |                        |                                  |                        |                        |                        |                           |                        |
| Option #3 Monthly Base Charge   |  |                        |                            |                        |                            |                        |                            |                        |                                  |                        |                                  |                        |                        |                        |                           |                        |
| Option #3 Overage Rate  |  |                        |                            |                        |                            |                        |                            |                        |                                  |                        |                                  |                        |                        |                        |                           |                        |
| <b>Additional Service and Supplies Options</b>                          |  |                        |                            |                        |                            |                        |                            |                        |                                  |                        |                                  |                        |                        |                        |                           |                        |
| Increase in rate for inclusion of staples                               | N/A  | N/A                    | N/A                        | N/A                    | N/A                        | N/A                    | N/A                        | N/A                    | N/A                              | N/A                    | N/A                              | N/A                    | N/A                    | N/A                    | N/A                       |                        |
| Base monthly charge for 2 x 5 coverage                                  | In addition to the monthly maintenance agreement extra service is billed at \$150 per hour with a 1.5 hour minimum |                        |                            |                        |                            |                        |                            |                        |                                  |                        |                                  |                        |                        |                        |                           |                        |
| Base monthly charge for 3 x 5 coverage                                  | In addition to the monthly maintenance agreement extra service is billed at \$200 per hour with a two hour minimum |                        |                            |                        |                            |                        |                            |                        |                                  |                        |                                  |                        |                        |                        |                           |                        |
| Base monthly charge for 3 x 5 coverage                                  | In addition to the monthly maintenance agreement extra service is billed at \$200 per hour with a two hour minimum |                        |                            |                        |                            |                        |                            |                        |                                  |                        |                                  |                        |                        |                        |                           |                        |
| Base monthly charge for 1 x 7 coverage                                  | In addition to the monthly maintenance agreement extra service is billed at \$225 per hour with a 1.5 hour minimum |                        |                            |                        |                            |                        |                            |                        |                                  |                        |                                  |                        |                        |                        |                           |                        |
| Base monthly charge for 2 x 7 coverage                                  | In addition to the monthly maintenance agreement extra service is billed at \$250 per hour with a two hour minimum |                        |                            |                        |                            |                        |                            |                        |                                  |                        |                                  |                        |                        |                        |                           |                        |
| Base monthly charge for 3 x 7 coverage                                  | In addition to the monthly maintenance agreement extra service is billed at \$275 per hour with a two hour minimum |                        |                            |                        |                            |                        |                            |                        |                                  |                        |                                  |                        |                        |                        |                           |                        |
| <b>Additional Labor Components</b>                                      |  |                        |                            |                        |                            |                        |                            |                        |                                  |                        |                                  |                        |                        |                        |                           |                        |
| Additional End User Training Cost by hours                              | n/c  | n/c                    | n/c                        | n/c                    | n/c                        | n/c                    | n/c                        | n/c                    | n/c                              | n/c                    | n/c                              | n/c                    | n/c                    | n/c                    | n/c                       |                        |
| Additional Advanced / IT Training Cost by hours                         | \$ 150.00  | \$ 150.00              | \$ 150.00                  | \$ 150.00              | \$ 150.00                  | \$ 150.00              | \$ 150.00                  | \$ 150.00              | \$ 150.00                        | \$ 150.00              | \$ 150.00                        | \$ 150.00              | \$ 150.00              | \$ 150.00              | \$ 150.00                 |                        |
| Additional IT Support by hours  | \$ 150.00  | \$ 150.00              | \$ 150.00                  | \$ 150.00              | \$ 150.00                  | \$ 150.00              | \$ 150.00                  | \$ 150.00              | \$ 150.00                        | \$ 150.00              | \$ 150.00                        | \$ 150.00              | \$ 150.00              | \$ 150.00              | \$ 150.00                 |                        |
| <b>Percentage Increase in Service and Supplies Rate by Service Zone</b> |  |                        |                            |                        |                            |                        |                            |                        |                                  |                        |                                  |                        |                        |                        |                           |                        |
| Percentage Increase for Rural Zone                                      | 15%  | 15%                    | 15%                        | 15%                    | 15%                        | 15%                    | 15%                        | 15%                    | 15%                              | 15%                    | 15%                              | 15%                    | 15%                    | 15%                    | 15%                       |                        |
| Percentage Increase for Remote Zone                                     | 30%  | 30%                    | 30%                        | 30%                    | 30%                        | 30%                    | 30%                        | 30%                    | 30%                              | 30%                    | 30%                              | 30%                    | 30%                    | 30%                    | 30%                       |                        |
| <b>Moving Charges by Zone</b>   |  |                        |                            |                        |                            |                        |                            |                        |                                  |                        |                                  |                        |                        |                        |                           |                        |
| Zone 2 - Flat Fee   | \$ 450.00  | \$ 450.00              | \$ 450.00                  | \$ 450.00              | \$ 450.00                  | \$ 450.00              | \$ 450.00                  | \$ 450.00              | \$ 450.00                        | \$ 450.00              | \$ 450.00                        | \$ 450.00              | \$ 450.00              | \$ 450.00              | \$ 450.00                 |                        |
| Zone 3 Per mile fee   | \$ 0.75  | \$ 0.75                | \$ 0.75                    | \$ 0.75                | \$ 0.75                    | \$ 0.75                | \$ 0.75                    | \$ 0.75                | \$ 0.75                          | \$ 0.75                | \$ 0.75                          | \$ 0.75                | \$ 0.75                | \$ 0.75                | \$ 0.75                   |                        |

**Notes:**  
 All Supplies must be purchased separately. Pricing above is service and parts only pricing  
 Supply pricing can be found on the Consumable Supply Pricing tab



# Ricoh USA

## WSCA Nevada

| SUPPLIES (Prices Per Unit)  |  | SUPPLEMENT 8   |  |                        |  |  |   |
|---|--|--|--|------------------------|--|--|---|
| Current Production Models   |  |  |  |                        |  |  |   |
| Models  | Description (Prices Per Unit)  | Yield Per Carton   | Unit Packaging   | Oracle Unit of Measure | Reorder Numbers  | SRP  | WSCA PRICE  |
| <b>Wide Format</b>  |  |  |  |                        |  |  |   |
| Ricoh MP W3601  | Black Toner 1160W; 6x800g Cartridges   | 25,704   | 6 - 800 g. Cartridges/Crt.   | CTN                    | 888029   | 1,100.56   | 880.45  |
| Ricoh MP W5100/MP W7140 W/F   | Ricoh Toner Black MP W71404/23/2009; 6 - 800 g. Cartridges<br>Toner yield is 3,300 linear feet/cartridge   | * 118,800 Sq. Ft.  | 6 - 800g. Cartridges   | CTN                    | 821021   | 1,075.32   | 860.26  |
| Ricoh MP W6700  | Black Toner 1160W; 6x800g Cartridges<br>Note: Marketing selling UOM can be either Ctn. or Ea.<br>*Toner yield @A1/D, Ricoh 6% chart/cartridge (800g.)  | 77,670 sq. ft.*  | 6 - 800 g. Cartridges/Crt.   | CTN                    | 888029   | 1,100.56   | 880.45  |
| Ricoh MP W7100SP / MP W8140SP W/F   | Ricoh Toner Black MP W71404/23/2009; 6 - 800 g. Cartridges<br>Toner yield is 19,800 square feet/cartridge based on 24" x 36" size paper, 6% image density.   | * 118,800 Sq. Ft.  | 6 - 800g. Cartridges   | CTN                    | 821021   | 1,075.32   | 860.26  |
| <b>Ricoh MP CW2201</b>  | Print Cartridge Black MP CW2200<br>Print Cartridge Cyan MP CW2200<br>Print Cartridge Magenta MP CW2200<br>Print Cartridge Yellow MP CW2200<br>Note: Marketing selling UOM can be either Ctn. or Ea.<br>* Yield (A1Y, 5% Chart, 20% Color DV Ratio) (Sq. Ft.)   | 4,716 Sq. Ft. *<br>2,070 Sq. Ft. *<br>2,205 Sq. Ft. *<br>2,205 Sq. Ft. *   | 1 - 200ml. Cartridge<br>1 - 100ml. Cartridge<br>1 - 100ml. Cartridge<br>1 - 100ml. Cartridge   | EA<br>EA<br>EA<br>EA   | 841720<br>841721<br>841722<br>841723   | 140.00<br>70.00<br>70.00<br>70.00  | 112.00<br>56.00<br>56.00<br>56.00   |
| <b>Ricoh MP CW2200SP</b>  | Print Cartridge Black MP CW2200<br>Print Cartridge Cyan MP CW2200<br>Print Cartridge Magenta MP CW2200<br>Print Cartridge Yellow MP CW2200<br>* Yield (A1Y, 5% Chart, 20% Color DV Ratio) (Sq. Ft.)  | 4,716 Sq. Ft. *<br>2,070 Sq. Ft. *<br>2,205 Sq. Ft. *<br>2,205 Sq. Ft. *   | 1 - 200ml. Cartridge<br>1 - 100ml. Cartridge<br>1 - 100ml. Cartridge<br>1 - 100ml. Cartridge   | EA<br>EA<br>EA<br>EA   | 841720<br>841721<br>841722<br>841723   | 140.00<br>70.00<br>70.00<br>70.00  | 112.00<br>56.00<br>56.00<br>56.00   |
| <b>Pro L4130 / 4160</b>   | Pro Ink Pack Black L4160<br>Pro Ink Pack Cyan L4160<br>Pro Ink Pack Magenta L4160<br>Pro Ink Pack Yellow L4160<br>Pro Ink Pack Orange L4160<br>Pro Ink Pack Green L4160<br>Pro Ink Cartridge White L4160<br>Pro Maintenance Kit Type A<br>Pro Flushing Cartridge Type A<br>Pro Wiper Kit Type A<br>Pro Waste Ink Bottle Type A<br>Pro Cutter Blade Type A<br>Pro Cleaning Stick Type A<br>Pro Absorbent Sponge Kit Type A<br>Pro Eco Cartridge Type A<br>Pro Filter Kit Type A | See Yield Note<br>See Yield Note<br>See Yield Note<br>See Yield Note<br>See Yield Note<br>See Yield Note<br>See Yield Note<br>See Yield Note<br>See Yield Note<br>See Yield Note<br>See Yield Note<br>See Yield Note<br>See Yield Note<br>See Yield Note<br>See Yield Note<br>See Yield Note<br>See Yield Note | 1 - 600ml. Bag<br>1 - 600ml. Bag<br>1 - 600ml. Bag<br>1 - 600ml. Bag<br>1 - 600ml. Bag<br>1 - 600ml. Bag<br>1 - 220ml. Bag<br>1 - Each<br>1 - Each<br>1 - Each<br>1 - Each<br>1 - Each<br>1 - Each<br>1 - Each<br>1 - Each<br>1 - Each |                        | 841976<br>841977<br>841978<br>841979<br>841980<br>841981<br>841982<br>841970<br>841971<br>841906<br>841907<br>841908<br>841909<br>841910<br>841911<br>841912 | 170.00<br>170.00<br>170.00<br>170.00<br>170.00<br>170.00<br>98.00<br>43.42<br>43.42<br>112.50<br>37.50<br>45.39<br>75.00<br>47.37<br>410.53<br>90.79 | 136.00<br>136.00<br>136.00<br>136.00<br>136.00<br>136.00<br>78.40<br>34.74<br>34.74<br>90.00<br>30.00<br>36.31<br>60.00<br>37.90<br>328.42<br>72.63 |
| **Yields may vary depending on the media, resolution and print head passes and therefore cannot be calculated |  |  |  |                        |  |  |   |

# Configuration Cost

## Segment C - Wide Format Devices (Black and White / Color)

| Vendor Name: Ricoh USA SUPPLEMENT 8 |                        |  |                        |                  |                  |
|-------------------------------------|------------------------|--|------------------------|------------------|------------------|
| Segment                             | Model                  | Configuration  | Suggested Retail Price | Discount (% off) | Discounted Price |
| Medium<br>B&W                       | MP W7100               | Complete Unit<br><small>(includes base unit and custom features)</small> | \$46,983.85            | 51.72%           | \$22,685.00      |
|                                     |                        | <b>Itemized Custom Features:</b>   |                        |                  |                  |
|                                     |                        | <i>Base Unit</i>   | \$42,548.85            | 52.00%           | \$20,423.00      |
|                                     |                        | <i>Console</i>   | N/A                    | N/A              | #VALUE!          |
|                                     |                        | <i>Roll Paper Feeder</i>   | \$4,435.00             | 49.00%           | \$2,262.00       |
|                                     | <i>Print/Copy/Scan</i> | Standard   | Included               | #VALUE!          |                  |
| Medium<br>Color/B&W                 | PRO L4130              | Complete Unit<br><small>(includes base unit and custom features)</small> | \$36,235.29            | 33.10%           | \$24,242.00      |
|                                     |                        | <b>Itemized Custom Features:</b>   |                        |                  |                  |
|                                     |                        | <i>Base Unit</i>   | \$36,235.29            | 33.10%           | \$24,242.00      |
|                                     |                        | <i>Console</i>   | N/A                    | N/A              | #VALUE!          |
|                                     |                        | <i>Roll Paper Feeder</i>   | N/A                    | N/A              | #VALUE!          |
|                                     | <i>Print/Copy/Scan</i> | Standard   | Included               | #VALUE!          |                  |

# Cost Per Copy (CPC)

## Segment C - Wide Format Devices (Black and White / Color)

**Vendor Name: Ricoh USA      SUPPLEMENT 8**

| Group C - Wide Format Devices B&W and Color/B&W Segments | Monthly Volume Range | Monthly Target Volume | CPC for First 30% of B&W Volume | First 30% of Volume | CPC for all B&W copies made after the first 30% | CPC for each Color copy made |
|--|----------------------|-----------------------|---------------------------------|---------------------|---|------------------------------|
| Low B&W (500-10,000)                                     |                      |                       |                                 | 0                   |   |                              |
| Low Color/B&W (500-10,000)                               |                      |                       |                                 | 0                   |   |                              |
| Medium B&W (10,001-50,000)                               |                      |                       |                                 | 0                   |   |                              |
| Medium Color/B&W (10,001-50,000)                         |                      |                       |                                 | 0                   |   |                              |
| High B&W (50,0001+)                                      |                      |                       |                                 | 0                   |   |                              |
| High Color/B&W (50,0001+)                                |                      |                       |                                 | 0                   |   |                              |

## List Pricing Worksheet

### Group E - Digital Duplicator

| Vendor Name: Ricoh USA SUPPLEMENT 8                 |                                       |                             |                             |                 |                    |
|---|---------------------------------------|-----------------------------|-----------------------------|-----------------|--------------------|
| Pricing Item  | Group E - Digital Duplicator SEGMENTS |                             |                             |                 |                    |
|   | E1<br>(100-130)                       | E1<br>(100-130)             | E2<br>(131-150)             | E3<br>(151-180) | E4<br>(181+)       |
| Make  | Ricoh/Savin/Lanier                    |                             | Ricoh/Savin/Lanier          |                 | Ricoh/Savin/Lanier |
| Model   | DD 3334 / DD 3334 / DD 3334           |                             | DD 4450                     |                 | DD 6650            |
| Marking Engine                                      | \$ 4,935.00                           | \$ 8,001.00                 | \$ 19,535.00                |                 |                    |
| <b>Paper Handling</b>                               |                                       |                             |                             |                 |                    |
| ADF   | \$ 1,045.00                           | \$ 1,379.00                 | \$ 1,379.00                 |                 |                    |
| RADF  | N/A                                   | N/A                         | N/A                         |                 |                    |
| Scan Station  | N/A                                   | N/A                         | N/A                         |                 |                    |
| Platen Cover  | \$ 137.00                             | \$ 140.00                   | \$ 140.00                   |                 |                    |
| Color Scanner                                       | N/A                                   | N/A                         | N/A                         |                 |                    |
| Color Drum  | \$ 1,045.00                           | \$ 1,152.00                 | \$ 1,379.00                 |                 |                    |
| Short Color Drum                                    | N/A                                   | N/A                         | \$ 1,379.00                 |                 |                    |
| <b>Paper Feeding</b>                                |                                       |                             |                             |                 |                    |
| Base Cabinet  | \$ 371.00                             | \$ 371.00                   | \$ 305.00                   |                 |                    |
| Additional Paper Drawer                             | N/A                                   | N/A                         | N/A                         |                 |                    |
| Paper-Feed Units                                    | N/A                                   | N/A                         | N/A                         |                 |                    |
| Bypass Paper Supply                                 | N/A                                   | N/A                         | N/A                         |                 |                    |
| Large Capacity Tray                                 | N/A                                   | N/A                         | N/A                         |                 |                    |
| Additional Option (please describe here)            | See Master Pricing Schedule           | See Master Pricing Schedule | See Master Pricing Schedule |                 |                    |
| <b>Finishing</b>                                    |                                       |                             |                             |                 |                    |
| Output Tray   | N/A                                   | N/A                         | N/A                         |                 |                    |
| Collating   | \$ 373.00                             | \$ 373.00                   |                             |                 |                    |
| <b>Connectivity / Security</b>                      |                                       |                             |                             |                 |                    |
| Network Connectivity Kit                            | \$ 350.00                             | \$ 350.00                   | \$ 350.00                   |                 |                    |
| Hard Drive Security Kit                             | N/A                                   | N/A                         | N/A                         |                 |                    |
| Network Security Kit                                | Standard                              | Standard                    | Standard                    |                 |                    |
| Power Protection Unit                               | N/A                                   | N/A                         | N/A                         |                 |                    |
| Additional Option (please describe here)            | See Master Pricing Schedule           | See Master Pricing Schedule | See Master Pricing Schedule |                 |                    |
| <b>Accessibility Options</b>                        |                                       |                             |                             |                 |                    |
| Accessibility Option (please describe here)         | N/A                                   | N/A                         | N/A                         |                 |                    |
| <b>Software Options</b>                             |                                       |                             |                             |                 |                    |
| Advanced Scanning Software                          | Standard                              | Standard                    | Standard                    |                 |                    |
| GlobalScan NX V2 Server 5 and License               | \$ 1,350.00                           | \$ 1,350.00                 | \$ 1,350.00                 |                 |                    |
| Nuance Equitrac PCC - EO5/EE5: Embedde Device an    | \$ 975.00                             | \$ 975.00                   | \$ 975.00                   |                 |                    |
| NSi AotoStore Express Device Lic and Workflow Devi  | \$ 2,194.00                           | \$ 2,194.00                 | \$ 2,194.00                 |                 |                    |
| Additional Option (please describe here)            | See Master Pricing Schedule           | See Master Pricing Schedule | See Master Pricing Schedule |                 |                    |
| Advanced Scanning Interface Software                | Standard                              | Standard                    | Standard                    |                 |                    |
| Kofax Capture Standard 1 concurrent station, Image  | \$ 4,805.00                           | \$ 4,805.00                 | \$ 4,805.00                 |                 |                    |
| Additional Option (please describe here)            | See Master Pricing Schedule           | See Master Pricing Schedule | See Master Pricing Schedule |                 |                    |
| Simple Account Software                             |                                       |                             |                             |                 |                    |
| Streamline NX 1 Device Base License, Secure Print M | 1380                                  | 1380                        | 1380                        |                 |                    |
| @Remote Office Appliance                            | 949                                   | 949                         | 949                         |                 |                    |
| Additional Option (please describe here)            | See Master Pricing Schedule           | See Master Pricing Schedule | See Master Pricing Schedule |                 |                    |
| Advance Accounting Software                         |                                       |                             |                             |                 |                    |
| NSI Output Manager Enterprise MFD Client License    | \$ 899.00                             | \$ 899.00                   | \$ 899.00                   |                 |                    |
| Nuance Equitrac PCC - EO5/EE5: Embedde Device an    | \$ 1,345.00                           | \$ 1,345.00                 | \$ 1,345.00                 |                 |                    |
| Additional Option (please describe here)            | See Master Pricing Schedule           | See Master Pricing Schedule | See Master Pricing Schedule |                 |                    |

**Notes:**

Basic network connect fees are included in marking engine pricing.

Maintenance and Support is required for all software options. The M&S support pricing can be found on the Master Pricing Schedule.

# Discount from MSRP Worksheet

## Group E - Digital Duplicator

| Vendor Name: Ricoh USA SUPPLEMENT 8  |                           |                           |                 |              |
|--|---------------------------|---------------------------|-----------------|--------------|
| Pricing Item   |                           |                           |                 |              |
|  | E1<br>(100-130)           | E2<br>(131-150)           | E3<br>(151-180) | E4<br>(181+) |
| <b>Make</b>  | <b>Ricoh/Savin/Lanier</b> | <b>Ricoh/Savin/Lanier</b> |                 |              |
| <b>Model</b>   | <b>DD 4450</b>            | <b>DD 6650</b>            |                 |              |
| Marking Engine - Discount  | 50%                       | 48%                       |                 |              |
| Accessories (Paper Handling, Paper Feeding, Finishing, Facsimile) Discount | 37%                       | 37%                       |                 |              |
| Connectivity / Security Discount   | 0%                        | 0%                        |                 |              |
| Accessibility Options Discount   | n/a                       | n/a                       |                 |              |
| Software Discount  | 0%                        | 0%                        |                 |              |

**NOTE:** Discount must be shown in percent format.

# Configuration Cost

## Segment E - Digital Duplicator

| Vendor Name: Ricoh USA |          | SUPPLEMENT 8   |                        |                  |                  |
|------------------------|----------|--|------------------------|------------------|------------------|
| Segment                | Model    | Configuration  | Suggested Retail Price | Discount (% off) | Discounted Price |
| E2                     | DD 6650P | Complete Unit<br><small>(includes base unit and custom features)</small> | \$19,535.00            | 48.00%           | \$10,158.20      |
|                        |          | Itemized Custom Features:  |                        |                  |                  |
|                        |          | <i>Base Unit</i>   | \$19,535.00            | 48.00%           | \$10,158.20      |
|                        |          | <i>Computer connectivity</i>   | <i>included</i>        | <i>included</i>  | <i>#VALUE!</i>   |
|                        |          | <i>2000+ sheet paper capacity</i>  | <i>n/a</i>             | <i>n/a</i>       | <i>#VALUE!</i>   |









## Configuration Cost

Segment B - Copiers Color

SUPPLEMENT 8

| Vendor Name: XEROX |        |  |                        |                  |                  |
|--------------------|--------|--|------------------------|------------------|------------------|
| Segment            | Model  | Configuration  | Suggested Retail Price | Discount (% off) | Discounted Price |
| B6<br>B&W          | D95CP  | Complete Unit<br><small>(includes base unit and custom features)</small> | \$53,400.00            | 66.80%           | \$17,713.00      |
|                    |        | Itemized Custom Features:  |                        |                  |                  |
|                    |        | Base Unit  | \$46,850.00            | 71.00%           | \$13,586.50      |
|                    |        | Automatic Document Feeder - duplexing                                    | \$0.00                 | 0.00%            | \$0.00           |
|                    |        | 2/3 Hole Punch   | \$0.00                 | 0.00%            | \$0.00           |
|                    |        | Finisher - Stapling  | \$6,550.00             | 37.00%           | \$4,126.50       |
|                    |        | Print/Scan   | \$0.00                 | 0.00%            | \$0.00           |
| B6<br>Color/B&W    | V2100  | Complete Unit<br><small>(includes base unit and custom features)</small> | \$263,250.00           | 39.50%           | \$159,260.00     |
|                    |        | Itemized Custom Features:  |                        |                  |                  |
|                    |        | Base Unit  | \$256,700.00           | 40.00%           | \$154,020.00     |
|                    |        | Automatic Document Feeder - duplexing                                    | \$0.00                 | 0.00%            | \$0.00           |
|                    |        | 2/3 Hole Punch   | \$0.00                 | 0.00%            | \$0.00           |
|                    |        | Finisher - Stapling  | \$6,550.00             | 20.00%           | \$5,240.00       |
|                    |        | Print/Scan   | \$0.00                 | 0.00%            | \$0.00           |
| B7<br>B&W          | D125CP | Complete Unit<br><small>(includes base unit and custom features)</small> | \$76,400.00            | 47.90%           | \$39,750.00      |
|                    |        | Itemized Custom Features:  |                        |                  |                  |
|                    |        | Base Unit  | \$69,850.00            | 49.00%           | \$35,623.50      |
|                    |        | Automatic Document Feeder - duplexing                                    | \$0.00                 | 0.00%            | \$0.00           |
|                    |        | 2/3 Hole Punch   | \$0.00                 | 0.00%            | \$0.00           |
|                    |        | Finisher - Stapling  | \$6,550.00             | 37.00%           | \$4,126.50       |
|                    |        | Print/Scan   | \$0.00                 | 0.00%            | \$0.00           |
| B7<br>Color/B&W    |        | Complete Unit<br><small>(includes base unit and custom features)</small> | \$0.00                 | 0.00%            | \$0.00           |
|                    |        | Itemized Custom Features:  |                        |                  |                  |
|                    |        | Base Unit  | \$0.00                 | 0.00%            | \$0.00           |
|                    |        | Automatic Document Feeder - duplexing                                    | \$0.00                 | 0.00%            | \$0.00           |
|                    |        | 2/3 Hole Punch   | \$0.00                 | 0.00%            | \$0.00           |
|                    |        | Finisher - Stapling  | \$0.00                 | 0.00%            | \$0.00           |
|                    |        | Print/Scan   | \$0.00                 | 0.00%            | \$0.00           |
| B9<br>B&W          | DPS200 | Complete Unit<br><small>(includes base unit and custom features)</small> | \$275,000.00           | 23.60%           | \$210,000.00     |
|                    |        | Itemized Custom Features:  |                        |                  |                  |
|                    |        | Base Unit  | \$250,000.00           | 24.00%           | \$190,000.00     |
|                    |        | Automatic Document Feeder - duplexing                                    | \$0.00                 | 0.00%            | \$0.00           |
|                    |        | 2/3 Hole Punch   | \$0.00                 | 0.00%            | \$0.00           |
|                    |        | Finisher - Stapling  | \$25,000.00            | 20.00%           | \$20,000.00      |
|                    |        | High Capacity Paper Tray - Min 2000 pages                                | \$0.00                 | 0.00%            | \$0.00           |
| B9<br>Color/B&W    |        | Complete Unit<br><small>(includes base unit and custom features)</small> | \$0.00                 | 0.00%            | \$0.00           |
|                    |        | Itemized Custom Features:  |                        |                  |                  |
|                    |        | Base Unit  | \$0.00                 | 0.00%            | \$0.00           |
|                    |        | Automatic Document Feeder - duplexing                                    | \$0.00                 | 0.00%            | \$0.00           |
|                    |        | 2/3 Hole Punch   | \$0.00                 | 0.00%            | \$0.00           |
|                    |        | Finisher - Stapling  | \$0.00                 | 0.00%            | \$0.00           |
|                    |        | High Capacity Paper Tray - Min 2000 pages                                | \$0.00                 | 0.00%            | \$0.00           |

# Cost Per Copy (CPC)

SUPPLEMENT 8

## Segment B - Copiers Color

Vendor Name: XEROX

| Group B - Production Copiers B&W and Color/B&W Segments | Monthly Volume Range | Monthly Target Volume | CPC for First 30% of Color Volume | First 30% of Volume | CPC for all Color copies made after the first 30% | CPC for each Color copy made |
|---|----------------------|-----------------------|-----------------------------------|---------------------|---|------------------------------|
| B6<br>B&W<br>(91-119)                                   |                      |                       |                                   | 0                   |   |                              |
| B6<br>Color/B&W<br>(91-119)                             |                      |                       |                                   | 0                   |   |                              |
| B7<br>B&W<br>(120-139)                                  |                      |                       |                                   | 0                   |   |                              |
| B7<br>Color/B&W<br>(120-139)                            |                      |                       |                                   | 0                   |   |                              |
| B8<br>B&W<br>(140-159)                                  |                      |                       |                                   | 0                   |   |                              |
| B8<br>Color/B&W<br>(140-159)                            |                      |                       |                                   | 0                   |   |                              |
| B9<br>B&W<br>(160+)                                     |                      |                       |                                   | 0                   |   |                              |
| B9<br>Color/B&W<br>(160+)                               |                      |                       |                                   | 0                   |   |                              |

Janet DelGreco Olson  
 Contract Specialist  
 860-713-5079  
 Telephone Number

# STATE OF CONNECTICUT

DEPARTMENT OF ADMINISTRATIVE SERVICES

PROCUREMENT DIVISION  
 165 Capitol Avenue, 5<sup>th</sup> Floor South  
 HARTFORD, CT 06106-1659

|   |
|---|
| CONTRACT AWARD NO.:<br><b>14PSX0125</b>   |
| Contract Award Date:<br>18 September 2015 |
| Bid Due Date:<br>20 August 2014           |
| SUPPLEMENT DATE:<br>6 April 2016          |

**CONTRACT AWARD SUPPLEMENT #7**

**IMPORTANT: THIS IS NOT A PURCHASE ORDER. Do NOT PRODUCE OR SHIP WITHOUT AN AGENCY PURCHASE ORDER.**

DESCRIPTION: **Copiers, Printers and Related Devices – NASPO Valuepoint**

|  |  |  |   |
|--|--|--|---|
| FOR:<br><b>All Using State Agencies and Political Subdivisions</b> |  | TERM OF CONTRACT:<br><b>September 18, 2015 through December 31, 2019</b> |   |
|  |  | AGENCY REQUISITION NUMBER:   |   |
| CHANGE TO IN STATE (NON-SB)<br>CONTRACT VALUE                      | CHANGE TO DAS-CERTIFIED SMALL<br>BUSINESS CONTRACT VALUE | CHANGE TO OUT OF STATE<br>CONTRACT VALUE                                 | CHANGE TO TOTAL CONTRACT<br>AWARD VALUE |
| n/c  | n/c  | n/c  | n/c                                     |

**NOTICE TO CONTRACTORS:** This notice is not an order to ship. Purchase Orders against contracts will be furnished by the using agency or agencies on whose behalf the contract is made. INVOICE SHALL BE RENDERED DIRECT TO THE ORDERING AGENCY.

**NOTE:** Dollar amounts listed next to each contractor are possible award amounts, however, they do not reflect any expected purchase amounts (actual or implied). They are for CHRO use only.

**NOTICE TO AGENCIES:** A complete explanatory report shall be furnished promptly to the Procurement Manager concerning items delivered and/or services rendered on orders placed against awards listed herein which are found not to comply with the specifications or which are otherwise unsatisfactory from the agency's viewpoint, as well as failure of the contractor to deliver within a reasonable period of time specified. Please issue orders and process invoices promptly.

**CASH DISCOUNTS:** Cash discounts, if any, shall be given SPECIAL ATTENTION, but such cash discount shall not be taken unless payment is made within the discount period.

**PRICE BASIS:** Unless otherwise noted, prices include delivery and transportation charges fully prepaid f.o.b. agency. No extra charge is to be made for packing or packages.

*See Overleaf for Contractor Information*

Note: Supplement #7 has been issued to Contract Award 14PSX0125 to update pricing for Canon U.S.A. Inc. Be sure to use Price List marked "Supplement #7" for Canon U.S.A. Inc. when utilizing this award. All terms and conditions not otherwise affected by this supplement remain unchanged and in full force and effect.

DEPARTMENT OF ADMINISTRATIVE SERVICES

By: \_\_\_\_\_  
 (Original Signature on Document in Procurement Files)  
 Name: **JANET DELGRECO OLSON**  
 Title: Contract Specialist  
 Date: April 6, 2016

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Canon U.S.A., Inc.**

Company Address: **1 Canon Park, Melville NY 11747**

Tel. No.: **631 330-3613**

Fax. No.: **631 330-5459**

Contract Value: **\$1,000,000.00**

Delivery: as specified on Purchase Order

Contact Person: **Mike Hurley**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [mhurley@cusa.canon.com](mailto:mhurley@cusa.canon.com) [www.usa.canon.com](http://www.usa.canon.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Prompt Payment Terms: **Net 45 days ARO**

*Below is small business authorized dealer(s) for Canon U.S.A., Inc.*

Company Name: **Aztec Technologies, LLC**

Company Address: **35 Philmack Drive, Middletown CT 06457**

Tel. No.: **866-677-9844**

Fax No.: **866-677-9848**

Contact Person: **Tamara Laskey**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [tlaskey@aztectechnologies.com](mailto:tlaskey@aztectechnologies.com) [www.aztecoffice.com](http://www.aztecoffice.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **MBE**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 30 days ARO**

Company Name: **Ryan Business Systems, Inc.**

Company Address: **455 Governor's Highway, South Windsor CT 06074**

Tel. No.: **860 528-9881**

Fax No.: **860 289-3512**

Contact Person: **Kathleen Ryan**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [kathryryan@ryanbusiness.com](mailto:kathryryan@ryanbusiness.com) [www.ryanbusiness.com](http://www.ryanbusiness.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **MBE**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 30 days ARO**

*Below is authorized dealer(s) for Canon U.S.A., Inc.*

Company Name: **Flo-Tech**

Company Address: **699 Middle Street, Middletown CT 06457**

Tel. No.: **860 613-3333**

Fax No.: **860 613-3340**

Contact Person: **Jennifer LaBonte**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [jennifer.labonte@flotech.net](mailto:jennifer.labonte@flotech.net) <http://flotech.net/>

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days ARO**

CONTRACT SUPPLEMENT  
SP-37 - Rev. 4/28/14  
Prev. Rev. 3/12/14

CONTRACT AWARD NO.: 14PSX0125  
Contract Supplement #7

Company Name: **LDI/Mohegan LLC dba KOTA Solutions**

Company Address: **13 Crow Hill Road, Uncasville CT 06382**

Tel. No.: **860 862-6274**

Fax No.: **860 862-6140**

Contact Person: **Lynn Foster**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [lfoster@kotasolutions.com](mailto:lfoster@kotasolutions.com) <http://www.kotasolutions.com/>

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days ARO**

---

Vendor Name: Canon

| Pricing Item  | Group C - Wide Format Devices<br>Includes B&W and Color/B&W<br>SEGMENTS |                         |                       |                            |                         |                          |                            |                         |                       |                                  |                         |                       |                    |                         |                          |  |
|---|---|-------------------------|-----------------------|----------------------------|-------------------------|--------------------------|----------------------------|-------------------------|-----------------------|----------------------------------|-------------------------|-----------------------|--------------------|-------------------------|--------------------------|--|
|   | Low B&W (500-10,000)  |                         |                       | Low Color/B&W (500-10,000) |                         |                          | Medium B&W (10,001-50,000) |                         |                       | Medium Color/B&W (10,001-50,000) |                         |                       | High B&W (50,000+) |                         | High Color/B&W (50,000+) |  |
|   | Doc/Canon<br>P4240  | Color<br>Canon<br>iP725 | B&W<br>Canon<br>iP725 | Doc/Canon<br>P4500         | Color<br>Canon<br>iP750 | B&W<br>Canon<br>iP750    | Doc/Canon<br>CWS50         | Color<br>Canon<br>CWS50 | B&W<br>Canon<br>CWS50 | Doc/Canon<br>CWT00               | Color<br>Canon<br>CWT00 | B&W<br>Canon<br>CWT00 | Doc/Canon<br>PW900 | Color<br>Canon<br>CWS10 | B&W<br>Canon<br>CWS10    |  |
| Zero Base Service and Supplies Pricing                                  | N/A   | N/A                     | N/A                   | N/A                        | N/A                     | N/A                      | N/A                        | N/A                     | N/A                   | N/A                              | N/A                     | N/A                   | N/A                | N/A                     |                          |  |
| 90 day warranty   | Included  |                         |                       | Included                   |                         |                          | Included                   |                         |                       | Included                         |                         | Included              |                    |                         |                          |  |
| 12 month warranty   |   | Included                |                       |                            |                         |                          |                            |                         |                       | Included                         |                         |                       | Included           |                         |                          |  |
| <b>Optional Included Impression Pricing</b>                             |   |                         |                       |                            |                         |                          |                            |                         |                       |                                  |                         |                       |                    |                         |                          |  |
| <b>Supplies included?</b>   | Limited   | No                      | No                    | Limited                    | Limited                 | Limited                  | Limited                    | Limited                 | Limited               | Limited                          | Limited                 | Limited               | No                 | No                      |                          |  |
| Option #1 Included Base Number Impressions                              | 2,000   | Unlimited               | Unlimited             | 10,000                     | 5,000                   | Incl'd w/ color          | unlimited                  |                         |                       |                                  |                         | 50,000                | 50,000             | Incl'd w/ color         |                          |  |
| Option #1 Monthly Base Charge   | \$ 126.54   |                         |                       | \$ 506.16                  | \$ 531.47               | Incl'd w/ color          | \$ 226.86                  | Incl'd w/ color         | \$ 869.82             | \$ 763.80                        | Incl'd w/ color         |                       |                    | Incl'd w/ color         |                          |  |
| Option #1 Overage Rate  | \$ 0.0635   |                         |                       | \$ 0.0445                  | \$ 0.0433               | Incl'd w/ color          |                            |                         | \$ 0.0148             | \$ 0.0107                        | Incl'd w/ color         |                       |                    |                         |                          |  |
| Option #1 Supplies  | 2 ctns per year   |                         |                       | 8 ctns per year            | 12 ctns per year        | No Imaging devices       |                            |                         |                       |                                  |                         |                       |                    |                         |                          |  |
| Option #2 Included Base Number Impressions                              | 5,000   |                         |                       | 15,000                     | 10,000                  | Incl'd w/ color          | Unlimited                  |                         |                       |                                  |                         | 10,000                | 100,000            | Incl'd w/ color         |                          |  |
| Option #2 Monthly Base Charge   | \$ 287.28   |                         |                       | \$ 678.30                  | \$ 838.24               | Incl'd w/ color          | \$ 454.86                  | Incl'd w/ color         | \$ 1,516.20           | \$ 1,197.00                      | Incl'd w/ color         |                       |                    | Incl'd w/ color         |                          |  |
| Option #2 Overage Rate  | \$ 0.0510   |                         |                       | \$ 0.0342                  | \$ 0.0365               | Incl'd w/ color          |                            |                         | \$ 0.0137             | \$ 0.0097                        | Incl'd w/ color         |                       |                    |                         |                          |  |
| Option #2 Supplies  | 5 ctns per year   |                         |                       | 12 ctns per year           | 24 ctns per year        | Imaging devices included |                            |                         |                       |                                  |                         |                       |                    |                         |                          |  |
| Option #3 Included Base Number Impressions                              | 10,000  |                         |                       | 25,000                     | 15,000                  | Incl'd w/ color          |                            |                         |                       |                                  |                         | 20,000                | 200,000            | Incl'd w/ color         |                          |  |
| Option #3 Monthly Base Charge   | \$ 477.66   |                         |                       | \$ 946.20                  | \$ 1,124.50             | Incl'd w/ color          |                            |                         | \$ 2,738.28           | \$ 1,630.20                      | Incl'd w/ color         |                       |                    | Incl'd w/ color         |                          |  |
| Option #3 Overage Rate  | \$ 0.0464   |                         |                       | \$ 0.0319                  | \$ 0.0296               | Incl'd w/ color          |                            |                         | \$ 0.0137             | \$ 0.0088                        | Incl'd w/ color         |                       |                    |                         |                          |  |
| Option #3 Supplies  | 10 ctns per year  |                         |                       | 19 ctns per year           | 36 ctns per year        |                          |                            |                         |                       |                                  |                         |                       |                    |                         |                          |  |
| <b>Additional Service and Supplies Options</b>                          |   |                         |                       |                            |                         |                          |                            |                         |                       |                                  |                         |                       |                    |                         |                          |  |
| Increase in rate for inclusion of staples                               | N/A   | N/A                     | N/A                   | N/A                        | N/A                     | N/A                      | N/A                        | N/A                     | N/A                   | N/A                              | N/A                     | N/A                   | N/A                | N/A                     |                          |  |
| Base monthly charge for 2 x 5 coverage                                  | N/A   | N/A                     | N/A                   | N/A                        | N/A                     | N/A                      | N/A                        | N/A                     | N/A                   | N/A                              | N/A                     | N/A                   | N/A                | N/A                     |                          |  |
| Base monthly charge for 3 x 5 coverage                                  | N/A   | N/A                     | N/A                   | N/A                        | N/A                     | N/A                      | N/A                        | N/A                     | N/A                   | N/A                              | N/A                     | N/A                   | N/A                | N/A                     |                          |  |
| Base monthly charge for 3 x 5 coverage                                  | N/A   | N/A                     | N/A                   | N/A                        | N/A                     | N/A                      | N/A                        | N/A                     | N/A                   | N/A                              | N/A                     | N/A                   | N/A                | N/A                     |                          |  |
| Base monthly charge for 1 x 7 coverage                                  | N/A   | N/A                     | N/A                   | N/A                        | N/A                     | N/A                      | N/A                        | N/A                     | N/A                   | N/A                              | N/A                     | N/A                   | N/A                | N/A                     |                          |  |
| Base monthly charge for 2 x 7 coverage                                  | N/A   | N/A                     | N/A                   | N/A                        | N/A                     | N/A                      | N/A                        | N/A                     | N/A                   | N/A                              | N/A                     | N/A                   | N/A                | N/A                     |                          |  |
| Base monthly charge for 3 x 7 coverage                                  | N/A   | N/A                     | N/A                   | N/A                        | N/A                     | N/A                      | N/A                        | N/A                     | N/A                   | N/A                              | N/A                     | N/A                   | N/A                | N/A                     |                          |  |
| Additional 1 year warranty printer only                                 | N/A   | \$ 540.00               | N/A                   | N/A                        | N/A                     | N/A                      | N/A                        | N/A                     | N/A                   | N/A                              | N/A                     | N/A                   | N/A                | N/A                     |                          |  |
| Additional 2 year warranty printer only                                 | N/A   | \$ 980.00               | N/A                   | N/A                        | N/A                     | N/A                      | N/A                        | N/A                     | N/A                   | N/A                              | N/A                     | N/A                   | N/A                | N/A                     |                          |  |
| Additional 1 year warranty printer & scanner                            | N/A   | \$ 1,256.00             | N/A                   | N/A                        | N/A                     | N/A                      | N/A                        | N/A                     | N/A                   | N/A                              | N/A                     | N/A                   | N/A                | N/A                     |                          |  |
| Additional 2 year warranty printer & scanner                            | N/A   | \$ 2,336.00             | N/A                   | N/A                        | N/A                     | N/A                      | N/A                        | N/A                     | N/A                   | N/A                              | N/A                     | N/A                   | N/A                | N/A                     |                          |  |
| Scanner monthly base charge   | \$ 45.60  | N/A                     | N/A                   | \$ 45.60                   | \$ 45.60                | N/A                      | \$ 45.60                   | N/A                     | \$ 228.00             | \$ 104.88                        | N/A                     |                       |                    |                         |                          |  |
| Folder monthly base charge  | \$ 114.00   | N/A                     | N/A                   | \$ 114.00                  | \$ 114.00               | N/A                      | \$ 114.00                  | N/A                     | \$ 175.56             | N/A                              | N/A                     |                       |                    |                         |                          |  |
| Stacker monthly base charge   | N/A   | N/A                     | N/A                   | N/A                        | N/A                     | N/A                      | N/A                        | N/A                     | \$ 57.00              | N/A                              | N/A                     |                       |                    |                         |                          |  |
| <b>Additional Labor Components</b>                                      |   |                         |                       |                            |                         |                          |                            |                         |                       |                                  |                         |                       |                    |                         |                          |  |
| Additional End User Training Cost by hours                              |   |                         |                       |                            |                         |                          |                            |                         |                       |                                  |                         |                       |                    |                         |                          |  |
| Additional Advanced / IT Training Cost by hours                         |   |                         |                       |                            |                         |                          |                            |                         |                       |                                  |                         |                       |                    |                         |                          |  |
| Additional IT Support by hours  |   |                         |                       |                            |                         |                          |                            |                         |                       |                                  |                         |                       |                    |                         |                          |  |
| <b>Percentage Increase in Service and Supplies Rate by Service Zone</b> |   |                         |                       |                            |                         |                          |                            |                         |                       |                                  |                         |                       |                    |                         |                          |  |
| Percentage Increase for Rural Zone                                      |   |                         |                       |                            |                         |                          |                            |                         |                       |                                  |                         |                       |                    |                         |                          |  |
| Percentage Increase for Remote Zone                                     |   |                         |                       |                            |                         |                          |                            |                         |                       |                                  |                         |                       |                    |                         |                          |  |
| <b>Moving Charges by Zone</b>   |   |                         |                       |                            |                         |                          |                            |                         |                       |                                  |                         |                       |                    |                         |                          |  |
| Zone 2 - Flat Fee   | N/A   | N/A                     | N/A                   | N/A                        | N/A                     | N/A                      | N/A                        | N/A                     | N/A                   | N/A                              | N/A                     | N/A                   | N/A                | N/A                     |                          |  |
| Zone 3 - Flat Fee   | \$ 11.40  |                         |                       | \$ 78.00                   | \$ 188.10               | Incl'd w/ color          | \$ 188.10                  | Incl'd w/ color         | \$ 328.00             | \$ 328.00                        | Incl'd w/ color         |                       |                    |                         |                          |  |

Janet DelGreco Olson  
 Contract Specialist  
 860-713-5079  
 Telephone Number

# STATE OF CONNECTICUT

DEPARTMENT OF ADMINISTRATIVE SERVICES

PROCUREMENT DIVISION  
 165 Capitol Avenue, 5<sup>th</sup> Floor South  
 HARTFORD, CT 06106-1659

|   |
|---|
| CONTRACT AWARD NO.:<br><b>14PSX0125</b>   |
| Contract Award Date:<br>18 September 2015 |
| Bid Due Date:<br>20 August 2014           |
| SUPPLEMENT DATE:<br>24 March 2016         |

## CONTRACT AWARD SUPPLEMENT #6

**IMPORTANT: THIS IS NOT A PURCHASE ORDER. Do NOT PRODUCE OR SHIP WITHOUT AN AGENCY PURCHASE ORDER.**

DESCRIPTION: **Copiers, Printers and Related Devices – NASPO Valupoint**

|  |  |  |   |
|--|--|--|---|
| FOR:<br><b>All Using State Agencies and Political Subdivisions</b> |  | TERM OF CONTRACT:<br><b>September 18, 2015 through December 31, 2019</b> |   |
|  |  | AGENCY REQUISITION NUMBER:   |   |
| CHANGE TO IN STATE (NON-SB)<br>CONTRACT VALUE                      | CHANGE TO DAS-CERTIFIED SMALL<br>BUSINESS CONTRACT VALUE | CHANGE TO OUT OF STATE<br>CONTRACT VALUE                                 | CHANGE TO TOTAL CONTRACT<br>AWARD VALUE |
| n/c  | n/c  | n/c  | n/c                                     |

NOTICE TO CONTRACTORS: This notice is not an order to ship. Purchase Orders against contracts will be furnished by the using agency or agencies on whose behalf the contract is made. INVOICE SHALL BE RENDERED DIRECT TO THE ORDERING AGENCY.

NOTE: Dollar amounts listed next to each contractor are possible award amounts, however, they do not reflect any expected purchase amounts (actual or implied). They are for CHRO use only.

NOTICE TO AGENCIES: A complete explanatory report shall be furnished promptly to the Procurement Manager concerning items delivered and/or services rendered on orders placed against awards listed herein which are found not to comply with the specifications or which are otherwise unsatisfactory from the agency's viewpoint, as well as failure of the contractor to deliver within a reasonable period of time specified. Please issue orders and process invoices promptly.

CASH DISCOUNTS: Cash discounts, if any, shall be given SPECIAL ATTENTION, but such cash discount shall not be taken unless payment is made within the discount period.

PRICE BASIS: Unless otherwise noted, prices include delivery and transportation charges fully prepaid f.o.b. agency. No extra charge is to be made for packing or packages.

*See Overleaf for Contractor Information:*

Note: Supplement #6 has been issued to Contract Award 14PSX0125 for the following:

1. Add Prism Office Solutions as an additional authorized dealer for Ricoh USA Inc.
2. Add Advantage Business Systems and Connecticut Business Systems (CBS) additional authorized dealers for Xerox Corporation. Add Toll Free Services contact information to Xerox Corporation.

All terms and conditions not otherwise affected by this supplement remain unchanged and in full force and effect.

DEPARTMENT OF ADMINISTRATIVE SERVICES

By: \_\_\_\_\_  
 (Original Signature on Document in Procurement Files)

Name: **JANET DELGRECO OLSON**

Title: Contract Specialist

Date: March 24, 2016



**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

---

Company Name: **Ricoh USA, Inc.**  
Company Address: **70 Valley Stream Parkway, Malvern PA 91355**  
Tel. No.: **973 882-2000** Fax No.: Contract Value: **\$1,000,000.00 (est.)**  
Contact Person: **Mike Pallotta** Delivery: **as specified on Purchase Order**  
Contact Person Address: **5 Detrick Place, West Caldwell NJ 07006**  
Company E-mail Address and/or Company Web Site: [mike.pallotta@ricoh-usa.com](mailto:mike.pallotta@ricoh-usa.com) [www.ricoh-usa.com](http://www.ricoh-usa.com)  
Remittance Address: **Ricoh USA, Inc., Box 827577, Philadelphia PA 19182-7577**  
Certification Type (SBE, MBE or None): **None** Agrees to Supply Political SubDivisions: **Yes**  
Payment Terms: **Net 45 ARO**

---

Below is small business authorized dealer(s) for Ricoh USA, Inc.

Company Name: **A&A Office Systems, Incorporated**  
Company Address: **909 Middle Street, Middletown CT 06457**  
Tel. No.: **860 635-5053/860 486-7426 (cell)** Fax No.: **860 635-5280**  
Contact Person: **Jay Nkonoki (Account Manager)**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [www.aaoofficeonline.com](http://www.aaoofficeonline.com) [jnkonoki@aaoofficeonline.com](mailto:jnkonoki@aaoofficeonline.com)  
Remittance Address: **n/a**  
Certification Type (SBE, MBE or None): **SBE** Agrees to Supply Political SubDivisions: **Yes**  
Payment Terms: **Net 30 days ARO**

---

Company Name: **Advanced Copy Technologies, Inc. dba ACT Group**  
Company Address: **20 Commerce Drive, Cromwell CT 06416**  
Tel. No.: **860 632-9294** Fax No.: **860 632-1324**  
Contact Person: **Cynthia Gondek**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [cindi@advancedcopy.com](mailto:cindi@advancedcopy.com) [www.advancedcopy.com](http://www.advancedcopy.com)  
Remittance Address: **n/a**  
Certification Type (SBE, MBE or None): **MBE** Agrees to Supply Political SubDivisions: **Yes**  
Payment Terms: **Net 30 days**

---

Below is authorized dealer(s) for Ricoh USA, Inc.

Company Name: **Prism Office Solutions**  
Company Address: **158 Bull Hill Lane, West Haven CT 06516**  
Tel. No.: **1-866-GOPRISM / 203 937-6006** Fax No.: **203 937-1470**  
Contact Person:  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [info@prismoffice.com](mailto:info@prismoffice.com)  
Remittance Address: **n/a**  
Certification Type (SBE, MBE or None): **None** Agrees to Supply Political SubDivisions: **Yes**  
Payment Terms: **Net 45 days ARO**

---

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Xerox Corporation**

Company Address: **45 Glover Avenue, Norwalk CT 06856-4505**

Tel. No.: **480 588-8313**

Fax No.: **877-518-4579**

Contract Value: **\$1,000,000.00 (est.)**

Delivery: **As specified on Purchase Order**

Contact Person: **Annie Van Gilder**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [annie.vangilder@xerox.com](mailto:annie.vangilder@xerox.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days ARO**

*Below is authorized dealer(s) for Xerox Corporation*

Company Name: **Advantage Business Systems**

Company Address: **30 Hazel Terrace, Lower Level, Suite #J, Woodbridge CT**

Tel. No.: **203 77-0011 ext. 712**

Fax No.: **203 725-0231**

**203 745-0231 (cell)**

Contact Person: **Meir Holtzberg**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [mholtzberg@ctxerox.com](mailto:mholtzberg@ctxerox.com) [www.copiersct.com](http://www.copiersct.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days ARO**

Company Name: **Connecticut Business Systems**

Company Address: **100 Great Meadow Road, Wethersfield CT 06190**

Tel. No.: **860 667-2900 ext. 28171**

Fax No.:

Contact Person: **Steve Velardi**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [svelardi@cbs-gisx.com](mailto:svelardi@cbs-gisx.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days ARO**

Company Name: **Connecticut Business Systems**

Company Address: **40 Richards Avenue, Norwalk CT 06854**

Tel. No.: **203 831-9750 / 860 985-5082**

Fax No.:

Contact Person: **Bryan Maler**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [bmaler@cbs-gisx.com](mailto:bmaler@cbs-gisx.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days ARO**

Company Name: **Connecticut Business Systems**  
Company Address: **132 Boston Post Road, Suite #12, East Lyme CT 06333**  
Tel. No.: **860 667-2900 ext. 28171** Fax No.:  
Contact Person: **R. Stephen Velardi**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [svelardi@cbs-gisx.com](mailto:svelardi@cbs-gisx.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **None**  
Payment Terms: **Net 45 days ARO**

Agrees to Supply Political SubDivisions: **Yes**

---

Company Name: **Connecticut Business Systems**  
Company Address: **40 Richards Avenue, Norwalk CT 06854**  
Tel. No.: **203 831-9750** Fax No.:  
Contact Person: **Reed Hagmann**  
Contact Person Address: **same as above**  
Company E-mail Address and/or Company Web Site: [rhangmann@cbs-gisx.com](mailto:rhangmann@cbs-gisx.com)  
Remittance Address: n/a  
Certification Type (SBE, MBE or None): **None**  
Payment Terms: **Net 45 days ARO**

Agrees to Supply Political SubDivisions: **Yes**

---

Toll Free Services – Xerox Corporation

Customer Service/Billing – Billing Issues  
Phone number: 800-435-6333  
Fax number: 888-323-6556

Xerox Service/Support – Equipment Service Issues  
Phone number: 800-822-2979

Xerox Metered Supplies/Auto Replenishment – to order metered supplies  
Phone number: 800-599-2198  
Fax number: 877-677-7009

Xerox E-Support Team – Support inquiries related to online meter readings and invoice retrieval  
Phone number: 888-998-9922  
Fax number: 972-420-5194  
Email: [cbo@pahv.xerox.com](mailto:cbo@pahv.xerox.com)

Customer Relations Hot Line – Customer Issues that cannot be resolved by the above numbers: 877-979-8498

CONTRACT SUPPLEMENT  
SP-37 - Rev. 4/28/14  
Prev. Rev. 3/12/14

Janet DelGreco Olson  
Contract Specialist  
860-713-5079  
Telephone Number

# STATE OF CONNECTICUT

DEPARTMENT OF ADMINISTRATIVE SERVICES

PROCUREMENT DIVISION  
165 Capitol Avenue, 5<sup>th</sup> Floor South  
HARTFORD, CT 06106-1659

CONTRACT AWARD NO.:

14PSX0125

Contract Award Date:

18 September 2015

Bid Due Date:

20 August 2014

SUPPLEMENT DATE:

18 February 2016

## CONTRACT AWARD SUPPLEMENT #5

**IMPORTANT: THIS IS NOT A PURCHASE ORDER. DO NOT PRODUCE OR SHIP WITHOUT AN AGENCY PURCHASE ORDER.**

DESCRIPTION: **Copiers, Printers and Related Devices – NASPO Valupoint**

FOR:  
All Using State Agencies and Political Subdivisions

TERM OF CONTRACT:  
September 18, 2015 through December 31, 2019

AGENCY REQUISITION NUMBER:

| CHANGE TO IN STATE (NON-SB)<br>CONTRACT VALUE | CHANGE TO DAS-CERTIFIED SMALL<br>BUSINESS CONTRACT VALUE | CHANGE TO OUT OF STATE<br>CONTRACT VALUE | CHANGE TO TOTAL CONTRACT<br>AWARD VALUE |
|---|--|--|---|
| n/c   | n/c  | n/c                                      | n/c                                     |

**NOTICE TO CONTRACTORS:** This notice is not an order to ship. Purchase Orders against contracts will be furnished by the using agency or agencies on whose behalf the contract is made. INVOICE SHALL BE RENDERED DIRECT TO THE ORDERING AGENCY.

**NOTE:** Dollar amounts listed next to each contractor are possible award amounts, however, they do not reflect any expected purchase amounts (actual or implied). They are for CHRO use only.

**NOTICE TO AGENCIES:** A complete explanatory report shall be furnished promptly to the Procurement Manager concerning items delivered and/or services rendered on orders placed against awards listed herein which are found not to comply with the specifications or which are otherwise unsatisfactory from the agency's viewpoint, as well as failure of the contractor to deliver within a reasonable period of time specified. Please issue orders and process invoices promptly.

**CASH DISCOUNTS:** Cash discounts, if any, shall be given SPECIAL ATTENTION, but such cash discount shall not be taken unless payment is made within the discount period.

**PRICE BASIS:** Unless otherwise noted, prices include delivery and transportation charges fully prepaid f.o.b. agency. No extra charge is to be made for packing or packages.

*See Overleaf for Contractor Information*

Note: Supplement #5 has been issued to Contract Award 14PSX0125 to add additional authorized Canon USA Inc. dealers. All terms and conditions not otherwise affected by this supplement remain unchanged and in full force and effect.

DEPARTMENT OF ADMINISTRATIVE SERVICES

By: \_\_\_\_\_  
(Original Signature on Document in Procurement Files)

Name: **JANET DELGRECO OLSON**

Title: Contract Specialist

Date: February 18, 2016

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Canon U.S.A., Inc.**

Company Address: **1 Canon Park, Melville NY 11747**

Tel. No.: **631 330-3613**

Fax. No.: **631 330-5459**

Contract Value: **\$1,000,000.00**

Delivery: as specified on Purchase Order

Contact Person: **Mike Hurley**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [mhurley@cusa.canon.com](mailto:mhurley@cusa.canon.com) [www.usa.canon.com](http://www.usa.canon.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Prompt Payment Terms: **Net 45 days ARO**

Below is small business authorized dealer(s) for Canon U.S.A., Inc.

Company Name: **Aztec Technologies, LLC**

Company Address: **35 Philmack Drive, Middletown CT 06457**

Tel. No.: **866-677-9844**

Fax No.: **866-677-9848**

Contact Person: **Tamara Laskey**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [tlaskey@aztectechnologies.com](mailto:tlaskey@aztectechnologies.com) [www.aztecoffice.com](http://www.aztecoffice.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **MBE**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 30 days ARO**

Company Name: **Ryan Business Systems, Inc.**

Company Address: **455 Governor's Highway, South Windsor CT 06074**

Tel. No.: **860 528-9881**

Fax No.: **860 289-3512**

Contact Person: **Kathleen Ryan**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [kathyryan@ryanbusiness.com](mailto:kathyryan@ryanbusiness.com) [www.ryanbusiness.com](http://www.ryanbusiness.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **MBE**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 30 days ARO**

Below is authorized dealer(s) for Canon U.S.A., Inc.

Company Name: **Flo-Tech**

Company Address: **699 Middle Street, Middletown CT 06457**

Tel. No.: **860 613-3333**

Fax No.: **860 613-3340**

Contact Person: **Jennifer LaBonte**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [jennifer.labonte@flotech.net](mailto:jennifer.labonte@flotech.net) <http://flotech.net/>

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days ARO**

Company Name: **LDI/Mohegan LLC dba KOTA Solutions**

Company Address: **13 Crow Hill Road, Uncasville CT 06382**

Tel. No.: **860 862-6274**

Fax No.: **860 862-6140**

Contact Person: **Lynn Foster**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [lfoster@kotasolutions.com](mailto:lfoster@kotasolutions.com) <http://www.kotasolutions.com/>

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days ARO**

---

Janet DelGreco Olson  
 Contract Specialist  
 860-713-5079  
 Telephone Number

# STATE OF CONNECTICUT

DEPARTMENT OF ADMINISTRATIVE SERVICES

PROCUREMENT DIVISION  
 165 Capitol Avenue, 5<sup>th</sup> Floor South  
 HARTFORD, CT 06106-1659

|   |
|---|
| CONTRACT AWARD NO.:<br><b>14PSX0125</b>     |
| Contract Award Date:<br>18 September 2015   |
| Bid Due Date:<br>20 August 2014             |
| SUPPLEMENT DATE:<br><b>11 February 2016</b> |

## FINAL CONTRACT AWARD SUPPLEMENT #4

**IMPORTANT: THIS IS NOT A PURCHASE ORDER. Do NOT PRODUCE OR SHIP WITHOUT AN AGENCY PURCHASE ORDER.**

### DESCRIPTION: Copiers, Printers and Related Devices – NASPO Valupoint

|  |  |  |   |
|--|--|--|---|
| <b>FOR:</b><br>All Using State Agencies and Political Subdivisions |  | <b>TERM OF CONTRACT:</b><br>18 September 2015 through 31 December 2019 |   |
| <b>AGENCY REQUISITION NUMBER:</b>                                  |  |  |   |
| <b>CHANGE TO IN STATE (NON-SB) CONTRACT VALUE</b>                  | <b>CHANGE TO DAS-CERTIFIED SMALL BUSINESS CONTRACT VALUE</b> | <b>CHANGE TO OUT OF STATE CONTRACT VALUE</b>                           | <b>CHANGE TO TOTAL CONTRACT AWARD VALUE</b> |
| n/c  | n/c  | \$1,000,000.00 (est.)  | \$4,000,000.00 (est.)                       |

**NOTICE TO CONTRACTORS:** This notice is not an order to ship. Purchase Orders against contracts will be furnished by the using agency or agencies on whose behalf the contract is made. INVOICE SHALL BE RENDERED DIRECT TO THE ORDERING AGENCY.

**NOTE:** Dollar amounts listed next to each contractor are possible award amounts, however, they do not reflect any expected purchase amounts (actual or implied). They are for CHRO use only.

**NOTICE TO AGENCIES:** A complete explanatory report shall be furnished promptly to the Procurement Manager concerning items delivered and/or services rendered on orders placed against awards listed herein which are found not to comply with the specifications or which are otherwise unsatisfactory from the agency's viewpoint, as well as failure of the contractor to deliver within a reasonable period of time specified. Please issue orders and process invoices promptly.

**CASH DISCOUNTS:** Cash discounts, if any, shall be given SPECIAL ATTENTION, but such cash discount shall not be taken unless payment is made within the discount period.

**PRICE BASIS:** Unless otherwise noted, prices include delivery and transportation charges fully prepaid f.o.b. agency. No extra charge is to be made for packing or packages.

*See Overleaf for Contractor Information*

**Note:** Supplement #4 has been issued to Contract Award 14PSX0125 to add Ricoh USA, Inc. to award effective the date of this Supplement #4. Supplement #4 is the Final Award for 14PSX0125. All terms and conditions not otherwise affected by this supplement remain unchanged and in full force and effect.

By: \_\_\_\_\_  
 (Original Signature on Document in Procurement Files)  
 Name: **Carol S. Wilson**  
 Title: Procurement Director  
 Date: 2/11/16

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Ricoh USA, Inc.**

Company Address: **70 Valley Stream Parkway, Malvern PA 91355**

Tel. No.: **973 882-2000**

Fax No.:

Contract Value: **\$1,000,000.00 (est.)**

Delivery: **as specified on Purchase Order**

Contact Person: **Mike Pallotta**

Contact Person Address: **5 Dedrick Place, West Caldwell NJ 07006**

Company E-mail Address and/or Company Web Site: [mike.pallotta@ricoh-usa.com](mailto:mike.pallotta@ricoh-usa.com) [www.ricoh-usa.com](http://www.ricoh-usa.com)

Remittance Address: **Ricoh USA, Inc., Box 827577, Philadelphia PA 19182-7577**

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 ARO**

*Below is small business authorized dealer(s) for Ricoh USA, Inc.*

Company Name: **A&A Office Systems, Incorporated**

Company Address: **909 Middle Street, Middletown CT 06457**

Tel. No.: **860 635-5053/860 486-7426 (cell)** Fax No.: **860 635-5280**

Contact Person: **Jay Nkonoki (Account Manager)**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [www.aaofficeonline.com](http://www.aaofficeonline.com) [jnkonoki@aaofficeonline.com](mailto:jnkonoki@aaofficeonline.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **SBE**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 30 days ARO**

Company Name: **Advanced Copy Technologies, Inc. dba ACT Group**

Company Address: **20 Commerce Drive, Cromwell CT 06416**

Tel. No.: **860 632-9294**

Fax No.: **860 632-1324**

Contact Person: **Cynthia Gondek**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [cindi@advancedcopy.com](mailto:cindi@advancedcopy.com) [www.advancedcopy.com](http://www.advancedcopy.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **MBE**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 30 days**





## **WSCA-NASPO Master Agreement Terms and Conditions**

A Contract for the WSCA-NASPO Cooperative Purchasing Program (WSCA-NASPO)  
Acting by and through the State of Nevada (Lead State)

**Department of Administration, Purchasing Division**  
**515 E Musser Street, Room 300**  
**Carson City NV 89701**

**Contact: Shannon Berry, Assistant Chief Procurement Officer**

**Phone: (775) 684-0171 • Fax: (775) 684-0188**

**Email: [sberry@admin.nv.gov](mailto:sberry@admin.nv.gov)**

and

**Ricoh USA, Inc.**

**70 Valley Stream Parkway**  
**Malvern PA 91355**

**Contact: Bart Lemmon, WSCA/NASPO National Contract Manager**

**Phone: (425) 255-0730 • Fax: (425) 228-2115**

**Email: [bart.lemmon@ricoh-usa.com](mailto:bart.lemmon@ricoh-usa.com)**

### **1. Master Agreement Order of Precedence**

a. Any Order placed under this Master Agreement shall consist of the following documents:

- (1) A Participating Entity's Participating Addendum ("PA");
- (2) These WSCA-NASPO Master Agreement Terms & Conditions;
- (3) A Purchase Order issued against the Master Agreement;
- (4) The Statement of Work specific to Participating Entity;
- (5) The Solicitation, RFP 3091 Copiers, Printers and Related Devices (Attachment AA);
- (6) Negotiated Items (Attachment BB); and
- (7) Contractor's response to the Solicitation, as revised (if permitted) and accepted by the Lead State (Attachment CC).

- Awarded: Groups A, B, C, D and E

- b. These documents shall be read to be consistent and complementary. Any conflict among these documents shall be resolved by giving priority to these documents in the order listed above. Contractor terms and conditions that apply to this Master Agreement are only those that are expressly accepted by the Lead State and must be in writing and attached to this Master Agreement as an Exhibit or Attachment.

## 2. Definitions

**Acceptance** means a written notice from a Purchasing Entity to Contractor advising Contractor that the Product has passed its Acceptance Testing. Acceptance of a Product for which acceptance testing is not required shall occur following the completion of delivery, installation, if required, and a reasonable time for inspection of the Product, unless the Purchasing Entity provides a written notice of rejection to Contractor.

**Acceptance Testing** means the process for ascertaining that the Product meets the standards set forth in the section titled Standard of Performance and Acceptance, prior to Acceptance by the Purchasing Entity.

**Contractor** means the person or entity delivering Products or performing services under the terms and conditions set forth in this Master Agreement.

**Embedded Software** means one or more software applications which permanently reside on a computing device.

**Intellectual Property** means any and all patents, copyrights, service marks, trademarks, trade secrets, trade names, patentable inventions, or other similar proprietary rights, in tangible or intangible form, and all rights, title, and interest therein.

**Lead State** means the State centrally administering any resulting Master Agreement(s).

**Master Agreement** means the underlying agreement executed by and between the Lead State, acting on behalf of WSCA-NASPO, and the Contractor, as now or hereafter amended.

**Order or Purchase Order** means any purchase order, sales order, contract or other document used by a Purchasing Entity to order the Products.

**Participating Addendum** means a bilateral agreement executed by a Contractor and a Participating Entity incorporating this Master Agreement and any other additional Participating Entity specific language or other requirements, e.g. ordering procedures specific to the Participating Entity, other terms and conditions.

**Participating Entity** means a state, or other legal entity, properly authorized to enter into a Participating Addendum.

**Participating State** means a state, the District of Columbia, or one of the territories of the United States that is listed in the Request for Proposal as intending to participate. A Participating State is not required to participate through execution of a Participating Addendum. Upon execution of the Participating Addendum, a Participating State becomes a Participating Entity.



**Product** means any equipment, software (including embedded software), documentation, service or other deliverable supplied or created by the Contractor pursuant to this Master Agreement. The term Products, supplies and services, and products and services are used interchangeably in these terms and conditions.

**Purchasing Entity** means a state, city, county, district, other political subdivision of a State, and a nonprofit organization under the laws of some states if authorized by a Participating Addendum, who issues a Purchase Order against the Master Agreement and becomes financially committed to the purchase.

**WSCA-NASPO** is the WSCA-NASPO Cooperative Purchasing Program, facilitated by the WSCA-NASPO Cooperative Purchasing Organization LLC, a 501(c)(3) limited liability company that is a subsidiary organization the National Association of State Procurement Officials (NASPO), the sole member of WSCA-NASPO. The WSCA-NASPO Cooperative Purchasing Organization facilitates administration of the cooperative group contracting consortium of state chief procurement officials for the benefit of state departments, institutions, agencies, and political subdivisions and other eligible entities (i.e., colleges, school districts, counties, cities, some nonprofit organizations, etc.) for all states and the District of Columbia. The WSCA-NASPO Cooperative Development Team is identified in the Master Agreement as the recipient of reports and may be performing contract administration functions as assigned by the Lead State.

### **3. Term of the Master Agreement**

The initial term of this Master Agreement is for five (5) years; effective upon execution through December 31, 2019. Placements made using the authority provided by this Contract will survive the Contract itself, per terms stated in Section 3.3.10 Survivability of the RFP #3091.

### **4. Amendments**

The terms of this Master Agreement shall not be waived, altered, modified, supplemented or amended in any manner whatsoever without prior written approval of the Lead State.

### **5. Assignment/Subcontracts**

- a. Contractor shall not assign, sell, transfer, subcontract or sublet rights, or delegate responsibilities under this Master Agreement, in whole or in part, without the prior written approval of the Lead State.
- b. The Lead State reserves the right to assign any rights or duties, including written assignment of contract administration duties to the WSCA-NASPO Cooperative Purchasing Organization LLC.

### **6. Price and Rate Guarantee Period**

All prices and rates must be guaranteed for the initial term of the Master Agreement. Following the initial Master Agreement period, any request for price or rate adjustment must be for an equal guarantee period, and must be made at least ninety (90) days prior to the effective date. Requests for price or rate adjustment must include sufficient documentation supporting the request. Any



adjustment or amendment to the Master Agreement shall not be effective unless approved by the Lead State. No retroactive adjustments to prices or rates will be allowed.

## **7. Cancellation**

Unless otherwise stated, this Master Agreement may be canceled by either party upon 60 days written notice prior to the effective date of the cancellation. Further, any Participating Entity may cancel its participation upon 30 days written notice, unless otherwise limited or stated in the Participating Addendum. Cancellation may be in whole or in part. Any cancellation under this provision shall not affect the rights and obligations attending orders outstanding at the time of cancellation, including any right of and Purchasing Entity to indemnification by the Contractor, rights of payment for Products delivered and accepted, and rights attending any warranty or default in performance in association with any Order. Cancellation of the Master Agreement due to Contractor default may be immediate.

## **8. Confidentiality, Non-Disclosure, and Injunctive Relief**

- a. Confidentiality. Contractor acknowledges that it and its employees or agents may, in the course of providing a Product under this Master Agreement, be exposed to or acquire information that is confidential to Purchasing Entity's or Purchasing Entity's clients. Any and all information of any form that is marked as confidential or would by its nature be deemed confidential obtained by Contractor or its employees or agents in the performance of this Master Agreement, including, but not necessarily limited to (1) any Purchasing Entity's records, (2) personnel records, and (3) information concerning individuals, is confidential information of Purchasing Entity ("Confidential Information"). Any reports or other documents or items (including software) that result from the use of the Confidential Information by Contractor shall be treated in the same manner as the Confidential Information. Confidential Information does not include information that (1) is or becomes (other than by disclosure by Contractor) publicly known; (2) is furnished by Purchasing Entity to others without restrictions similar to those imposed by this Master Agreement; (3) is rightfully in Contractor's possession without the obligation of nondisclosure prior to the time of its disclosure under this Master Agreement; (4) is obtained from a source other than Purchasing Entity without the obligation of confidentiality, (5) is disclosed with the written consent of Purchasing Entity or; (6) is independently developed by employees, agents or subcontractors of Contractor who can be shown to have had no access to the Confidential Information.
- b. Non-Disclosure. Contractor shall hold Confidential Information in confidence, using at least the industry standard of confidentiality, and shall not copy, reproduce, sell, assign, license, market, transfer or otherwise dispose of, give, or disclose Confidential Information to third parties or use Confidential Information for any purposes whatsoever other than what is necessary to the performance of Orders placed under this Master Agreement. Contractor shall advise each of its employees and agents of their obligations to keep Confidential Information confidential. Contractor shall use commercially reasonable efforts to assist Purchasing Entity in identifying and preventing any unauthorized use or disclosure of any Confidential Information. Without limiting the generality of the foregoing, Contractor shall advise Purchasing Entity, applicable



Participating Entity, and the Lead State immediately if Contractor learns or has reason to believe that any person who has had access to Confidential Information has violated or intends to violate the terms of this Master Agreement, and Contractor shall at its expense cooperate with Purchasing Entity in seeking injunctive or other equitable relief in the name of Purchasing Entity or Contractor against any such person. Except as directed by Purchasing Entity, Contractor will not at any time during or after the term of this Master Agreement disclose, directly or indirectly, any Confidential Information to any person, except in accordance with this Master Agreement, and that upon termination of this Master Agreement or at Purchasing Entity's request, Contractor shall turn over to Purchasing Entity all documents, papers, and other matter in Contractor's possession that embody Confidential Information. Notwithstanding the foregoing, Contractor may keep one copy of such Confidential Information necessary for quality assurance, audits and evidence of the performance of this Master Agreement.

- c. Injunctive Relief. Contractor acknowledges that breach of this section, including disclosure of any Confidential Information, will cause irreparable injury to Purchasing Entity that is inadequately compensable in damages. Accordingly, Purchasing Entity may seek and obtain injunctive relief against the breach or threatened breach of the foregoing undertakings, in addition to any other legal remedies that may be available. Contractor acknowledges and agrees that the covenants contained herein are necessary for the protection of the legitimate business interests of Purchasing Entity and are reasonable in scope and content.
- d. Purchasing Entity Law. These provisions shall be applicable only to extent they are not in conflict with the applicable public disclosure laws of any Purchasing Entity.

## **9. Right to Publish**

Throughout the duration of this Master Agreement, Contractor must secure from the Lead State prior approval for the release of any information that pertains to the potential work or activities covered by the Master Agreement. The Contractor shall not make any representations of WSCA-NASPO's opinion or position as to the quality or effectiveness of the services that are the subject of this Master Agreement without prior written consent. Failure to adhere to this requirement may result in termination of the Master Agreement for cause.

## **10. Defaults and Remedies**

- a. The occurrence of any of the following events shall be an event of default under this Master Agreement:
  - (1) Nonperformance of contractual requirements; or
  - (2) A material breach of any term or condition of this Master Agreement; or
  - (3) Any certification, representation or warranty by Contractor in response to the solicitation or in this Master Agreement that proves to be untrue or materially misleading; or
  - (4) Institution of proceedings under any bankruptcy, insolvency, reorganization or similar law, by or against Contractor, or the appointment of a receiver or similar



officer for Contractor or any of its property, which is not vacated or fully stayed within thirty (30) calendar days after the institution or occurrence thereof; or

- (5) Any default specified in another section of this Master Agreement.
- b. Upon the occurrence of an event of default, Lead State shall issue a written notice of default, identifying the nature of the default, and providing a period of 15 calendar days in which Contractor shall have an opportunity to cure the default. The Lead State shall not be required to provide advance written notice or a cure period and may immediately terminate this Master Agreement in whole or in part if the Lead State, in its sole discretion, determines that it is reasonably necessary to preserve public safety or prevent immediate public crisis. Time allowed for cure shall not diminish or eliminate Contractor's liability for damages, including liquidated damages to the extent provided for under this Master Agreement.
  - c. If Contractor is afforded an opportunity to cure and fails to cure the default within the period specified in the written notice of default, Contractor shall be in breach of its obligations under this Master Agreement and Lead State shall have the right to exercise any or all of the following remedies:
    - (1) Exercise any remedy provided by law; and
    - (2) Terminate this Master Agreement and any related Contracts or portions thereof; and
    - (3) Impose liquidated damages as provided in this Master Agreement; and
    - (4) Suspend Contractor from being able to respond to future bid solicitations; and
    - (5) Suspend Contractor's performance; and
    - (6) Withhold payment until the default is remedied.
  - d. Unless other specified in the Participating Addendum, in the event of a default under a Participating Addendum, a Participating Entity shall provide a written notice of default as described in this section and have all of the rights and remedies under this paragraph regarding its participation in the Master Agreement, in addition to those set forth in its Participating Addendum. Unless otherwise specified in a Purchase Order, a Purchasing Entity shall provide written notice of default as described in this section and have all of the rights and remedies under this paragraph and any applicable Participating Addendum with respect to an Order placed by the Purchasing Entity. Nothing in these Master Agreement Terms and Conditions shall be construed to limit the rights and remedies available to a Purchasing Entity under the applicable commercial code.

## **11. Shipping and Delivery**

- a. The prices are the delivered price to any Purchasing Entity. All deliveries shall be F.O.B. destination, freight pre-paid, with all transportation and handling charges paid by the Contractor. Responsibility and liability for loss or damage shall remain the Contractor's until final inspection and acceptance when responsibility shall pass to the Buyer except as to latent defects, fraud and Contractor's warranty obligations. The minimum shipment amount, if any, will be found in the special terms and conditions. Any order for less than the specified amount is to be shipped with the freight prepaid and added as a separate



item on the invoice. Any portion of an order to be shipped without transportation charges that is back ordered shall be shipped without charge.

- b. All deliveries will be "Inside Deliveries" as designated by a representative of the Purchasing Entity placing the Order. Inside Delivery refers to a delivery to other than a loading dock, front lobby, or reception area. Specific delivery instructions will be noted on the order form or Purchase Order. Any damage to the building interior, scratched walls, damage to the freight elevator, etc., will be the responsibility of the Offeror. If damage does occur, it is the responsibility of the Offeror to immediately notify the Purchasing Entity placing the Order.
- c. All products must be delivered in the manufacturer's standard package. Costs shall include all packing and/or crating charges. Cases shall be of durable construction, good condition, properly labeled and suitable in every respect for storage and handling of contents. Each shipping carton shall be marked with the commodity, brand, quantity, item code number and the Ordering Entity's Purchase Order number.

## **12. Changes in Contractor Representation**

The Contractor must notify the Lead State of changes in the Contractor's key administrative personnel, in writing within 10 calendar days of the change. The Lead State reserves the right to approve changes in key personnel, as identified in the Contractor's proposal. The Contractor agrees to propose replacement key personnel having substantially equal or better education, training, and experience as was possessed by the key person proposed and evaluated in the Contractor's proposal.

## **13. Force Majeure**

Neither party to this Master Agreement shall be held responsible for delay or default caused by fire, riot, acts of God and/or war which is beyond that party's reasonable control. The Lead State may terminate this Master Agreement after determining such delay or default will reasonably prevent successful performance of the Master Agreement.

## **14. Indemnification**

- a. The Contractor shall defend, indemnify and hold harmless WSCA-NASPO, the Lead State, Participating Entities, and Purchasing Entities, along with their officers, agents, and employees as well as any person or entity for which they may be liable, from and against claims, damages or causes of action including reasonable attorneys' fees and related costs for any death, injury, or damage to property arising from act(s), error(s), or omission(s) of the Contractor, its employees or subcontractors or volunteers, at any tier, relating to the performance under the Master Agreement.
- b. Indemnification – Intellectual Property. The Contractor shall defend, indemnify and hold harmless WSCA-NASPO, the Lead State, Participating Entities, Purchasing Entities, along with their officers, agents, and employees as well as any person or entity for which they may be liable ("Indemnified Party"), from and against claims, damages or causes of action including reasonable attorneys' fees and related costs arising out of the claim that the Product or its use, infringes Intellectual Property rights ("Intellectual Property Claim").



- (1) The Contractor's obligations under this section shall not extend to any combination of the Product with any other product, system or method, unless the Product, system or method is:
  - (a) Provided by the Contractor or the Contractor's subsidiaries or affiliates;
  - (b) Specified by the Contractor to work with the Product; or
  - (c) Reasonably required, in order to use the Product in its intended manner, and the infringement could not have been avoided by substituting another reasonably available product, system or method capable of performing the same function; or
  - (d) It would be reasonably expected to use the Product in combination with such product, system or method.
- (2) The Indemnified Party shall notify the Contractor within a reasonable time after receiving notice of an Intellectual Property Claim. Even if the Indemnified Party fails to provide reasonable notice, the Contractor shall not be relieved from its obligations unless the Contractor can demonstrate that it was prejudiced in defending the Intellectual Property Claim resulting in increased expenses or loss to the Contractor. If the Contractor promptly and reasonably investigates and defends any Intellectual Property Claim, it shall have control over the defense and settlement of it. However, the Indemnified Party must consent in writing for any money damages or obligations for which it may be responsible. The Indemnified Party shall furnish, at the Contractor's reasonable request and expense, information and assistance necessary for such defense. If the Contractor fails to vigorously pursue the defense or settlement of the Intellectual Property Claim, the Indemnified Party may assume the defense or settlement of it and the Contractor shall be liable for all costs and expenses, including reasonable attorneys' fees and related costs, incurred by the Indemnified Party in the pursuit of the Intellectual Property Claim. Unless otherwise agreed in writing, this section is not subject to any limitations of liability in this Master Agreement or in any other document executed in conjunction with this Master Agreement.

## **15. Independent Contractor**

The Contractor shall be an independent contractor. Contractor shall have no authorization, express or implied, to bind the Lead State, Participating States, other Participating Entities, or Purchasing Entities to any agreements, settlements, liability or understanding whatsoever, and agrees not to hold itself out as agent except as expressly set forth herein or as expressly agreed in any Participating Addendum.

## **16. Individual Customers**

Except to the extent modified by a Participating Addendum, each Purchasing Entity shall follow the terms and conditions of the Master Agreement and applicable Participating Addendum and will have the same rights and responsibilities for their purchases as the Lead State has in the Master Agreement, including but not limited to, any indemnity or right to recover any costs as such right is defined in the Master Agreement and applicable Participating Addendum for their



purchases. Each Purchasing Entity will be responsible for its own charges, fees, and liabilities. The Contractor will apply the charges and invoice each Purchasing Entity individually.

## **17. Insurance**

- a. Unless otherwise agreed in a Participating Addendum, Contractor shall, during the term of this Master Agreement, maintain in full force and effect, the insurance described in this section. Contractor shall acquire such insurance from an insurance carrier or carriers licensed to conduct business in each Participating Entity's state and having a rating of A-, Class VII or better, in the most recently published edition of Best's Reports. Failure to buy and maintain the required insurance may result in this Master Agreement's termination or, at a Participating Entity's option; result in termination of its Participating Addendum.
- b. Coverage shall be written on an occurrence basis. The minimum acceptable limits shall be as indicated below, with no deductible for each of the following categories:
  - (1) Commercial General Liability covering premises operations, independent contractors, products and completed operations, blanket contractual liability, personal injury (including death), advertising liability, and property damage, with a limit of not less than \$1 million per occurrence/\$2 million general aggregate;
  - (2) Contractor must comply with any applicable State Workers Compensation or Employers Liability Insurance requirements.
- c. Contractor shall pay premiums on all insurance policies. Such policies shall also reference this Master Agreement and shall have a condition that they not be revoked by the insurer until thirty (30) calendar days after notice of intended revocation thereof shall have been given to Purchasing Entity and Participating Entity by the Contractor.
- d. Prior to commencement of performance, Contractor shall provide to the Lead State a written endorsement to the Contractor's general liability insurance policy or other documentary evidence acceptable to the Lead State that (1) names the Participating States identified in the Request for Proposal as additional insured's, (2) provides that no material alteration, cancellation, non-renewal, or expiration of the coverage contained in such policy shall have effect unless the named Participating State has been given at least thirty (30) days prior written notice, and (3) provides that the Contractor's liability insurance policy shall be primary, with any liability insurance of any Participating State as secondary and noncontributory. Unless otherwise agreed in any Participating Addendum, the Participating Entity's rights and Contractor's obligations are the same as those specified in the first sentence of this subsection. Before performance of any Purchase Order issued after execution of a Participating Addendum authorizing it, the Contractor shall provide to a Purchasing Entity or Participating Entity who requests it the same information described in this subsection.
- e. Contractor shall furnish to the Lead State, Participating Entity, and, on request, the Purchasing Entity copies of certificates of all required insurance within thirty (30) calendar days of the execution of this Master Agreement, the execution of a Participating



Addendum, or the Purchase Order's effective date and prior to performing any work. The insurance certificate shall provide the following information: the name and address of the insured; name, address, telephone number and signature of the authorized agent; name of the insurance company (authorized to operate in all states); a description of coverage in detailed standard terminology (including policy period, policy number, limits of liability, exclusions and endorsements); and an acknowledgment of the requirement for notice of cancellation. Copies of renewal certificates of all required insurance shall be furnished within thirty (30) days after any renewal date. These certificates of insurance must expressly indicate compliance with each and every insurance requirement specified in this section. Failure to provide evidence of coverage may, at sole option of the Lead State, or any Participating Entity, result in this Master Agreement's termination or the termination of any Participating Addendum.

- f. Coverage and limits shall not limit Contractor's liability and obligations under this Master Agreement, any Participating Addendum, or any Purchase Order.

## **18. Laws and Regulations**

Any and all Products offered and furnished shall comply fully with all applicable Federal and State laws and regulations.

## **19. License of Pre-Existing Intellectual Property**

Contractor grants to the Purchasing Entity a nonexclusive, perpetual, royalty-free, irrevocable, unlimited license to publish, translate, reproduce, modify, deliver, perform, display, and dispose of the Intellectual Property, and its derivatives, used or delivered under this Master Agreement, but not created under it ("Pre-existing Intellectual Property"). The license shall be subject to any third party rights in the Pre-existing Intellectual Property. Contractor shall obtain, at its own expense, on behalf of the Purchasing Entity, written consent of the owner for the licensed Pre-existing Intellectual Property.

## **20. No Waiver of Sovereign Immunity**

In no event shall this Master Agreement, any Participating Addendum or any contract or any Purchase Order issued thereunder, or any act of a Lead State, a Participating Entity, or a Purchasing Entity be a waiver of any form of defense or immunity, whether sovereign immunity, governmental immunity, immunity based on the Eleventh Amendment to the Constitution of the United States or otherwise, from any claim or from the jurisdiction of any court.

This section applies to a claim brought against the Participating State only to the extent Congress has appropriately abrogated the Participating State's sovereign immunity and is not consent by the Participating State to be sued in federal court. This section is also not a waiver by the Participating State of any form of immunity, including but not limited to sovereign immunity and immunity based on the Eleventh Amendment to the Constitution of the United States.

## **21. Ordering**

- a. Master Agreement number and purchase order numbers shall be clearly shown on all acknowledgments, shipping labels, packing slips, invoices, and on all correspondence.



- b. The resulting Master Agreements permit Purchasing Entities to define project-specific requirements and informally compete the requirement among companies having a Master Agreement on an “as needed” basis. This procedure may also be used when requirements are aggregated or other firm commitments may be made to achieve reductions in pricing. This procedure may be modified in Participating Addenda and adapted to Purchasing Entity rules and policies. The Purchasing Entity may in its sole discretion determine which Master Agreement Contractors should be solicited for a quote. The Purchasing Agency may select the quote that it considers most advantageous, cost and other factors considered.
- c. Each Purchasing Entity will identify and utilize its own appropriate purchasing procedure and documentation. Contractor is expected to become familiar with the Purchasing Entities’ rules, policies, and procedures regarding the ordering of supplies and/or services contemplated by this Master Agreement.
- d. Contractor shall not begin work without a valid Purchase Order or other appropriate commitment document compliance with the law of the Purchasing Entity.
- e. Orders may be placed consistent with the terms of this Master Agreement during the term of the Master Agreement.
- f. All Orders pursuant to this Master Agreement, at a minimum, shall include:
  - (1) The services or supplies being delivered;
  - (2) The place and requested time of delivery;
  - (3) A billing address;
  - (4) The name, phone number, and address of the Purchasing Entity representative;
  - (5) The price per hour or other pricing elements consistent with this Master Agreement and the contractor’s proposal;
  - (6) A ceiling amount of the order for services being ordered; and
  - (7) The Master Agreement identifier.
- g. All communications concerning administration of Orders placed shall be furnished solely to the authorized purchasing agent within the Purchasing Entity’s purchasing office, or to such other individual identified in writing in the Order.
- h. Orders must be placed pursuant to this Master Agreement prior to the termination date thereof, but may have a delivery date or performance period up to 120 days past the then-current termination date of this Master Agreement. Contractor is reminded that financial obligations of Purchasing Entities payable after the current applicable fiscal year are contingent upon agency funds for that purpose being appropriated, budgeted, and otherwise made available.



- i. Notwithstanding the expiration or termination of this Master Agreement, Contractor agrees to perform in accordance with the terms of any Orders then outstanding at the time of such expiration or termination. Contractor shall not honor any Orders placed after the expiration or termination of this Master Agreement, or otherwise inconsistent with its terms. Orders from any separate indefinite quantity, task orders, or other form of indefinite delivery order arrangement priced against this Master Agreement may not be placed after the expiration or termination of this Master Agreement, notwithstanding the term of any such indefinite delivery order agreement. Placements made using the authority provided by this Contract will survive the Contract itself, per terms stated in Section 3.3.10 Survivability of the RFP #3091.

## 22. Participants

- a. Contractor may not deliver Products under this Master Agreement until a Participating Addendum acceptable to the Participating Entity and Contractor is executed. The WSCA-NASPO Master Agreement Terms and Conditions are applicable to any Order by a Participating Entity (and other Purchasing Entities covered by their Participating Addendum), except to the extent altered, modified, supplemented or amended by a Participating Addendum. By way of illustration and not limitation, this authority may apply to unique delivery and invoicing requirements, confidentiality requirements, defaults on Orders, governing law and venue relating to Orders by a Participating Entity, indemnification, and insurance requirements. Statutory or constitutional requirements relating to availability of funds may require specific language in some Participating Addenda in order to comply with applicable law. The expectation is that these alterations, modifications, supplements, or amendments will be addressed in the Participating Addendum or, with the consent of the Purchasing Entity and Contractor, may be included in the ordering document (e.g. purchase order or contract) used by the Purchasing Entity to place the Order.
- b. Use of specific WSCA-NASPO cooperative Master Agreements by state agencies, political subdivisions and other Participating Entities (including cooperatives) authorized by individual state's statutes to use state contracts are subject to the approval of the respective State Chief Procurement Official. Issues of interpretation and eligibility for participation are solely within the authority of the respective State Chief Procurement Official.
- c. Obligations under this Master Agreement are limited to those Participating Entities who have signed a Participating Addendum and Purchasing Entities within the scope of those Participating Addenda. Financial obligations of Participating States are limited to the orders placed by the departments or other state agencies and institutions having available funds. Participating States incur no financial obligations on behalf of political subdivisions.
- d. WSCA-NASPO Cooperative Purchasing Organization LLC is not a party to the Master Agreement. It is a nonprofit cooperative purchasing organization assisting states in administering the WSCA/NASPO cooperative purchasing program for state government departments, institutions, agencies and political subdivisions (e.g., colleges, school



districts, counties, cities, etc.) for all 50 states, the District of Columbia and the territories of the United States.

- e. State Participating Addenda or other Participating Addenda shall not be construed to amend the terms of this Master Agreement between the Lead State and Contractor.
- f. Participating Entities who are not states may under some circumstances sign their own Participating Addendum, subject to the approval of participation by the Chief Procurement Official of the state where the Participating Entity is located.

## **23. Payment**

Payment for completion of a contract order is normally made within 30 days following the date the entire order is delivered or the date a correct invoice is received, whichever is later. After 45 days the Contractor may assess overdue account charges up to a maximum rate of one percent per month on the outstanding balance. Payments will be remitted by mail. Payments may be made via a State or political subdivision "Purchasing Card" with no additional charge.

## **24. Public Information**

This Master Agreement and all related documents are subject to disclosure pursuant to the Purchasing Entity's public information laws.

## **25. Records Administration and Audit**

- a. The Contractor shall maintain books, records, documents, and other evidence pertaining to this Master Agreement and orders placed by Purchasing Entities under it to the extent and in such detail as shall adequately reflect performance and administration of payments and fees. Contractor shall permit the Lead State, a Participating Entity, a Purchasing Entity, the federal government (including its grant awarding entities and the U.S. Comptroller General), and any other duly authorized agent of a governmental agency, to audit, inspect, examine, copy and/or transcribe Contractor's books, documents, papers and records directly pertinent to this Master Agreement or orders placed by a Purchasing Entity under it for the purpose of making audits, examinations, excerpts, and transcriptions. This right shall survive for a period of five (5) years following termination of this Agreement or final payment for any order placed by a Purchasing Entity against this Agreement, whichever is later, to assure compliance with the terms hereof or to evaluate performance hereunder.
- b. Without limiting any other remedy available to any governmental entity, the Contractor shall reimburse the applicable Lead State, Participating Entity, or Purchasing Entity for any overpayments inconsistent with the terms of the Master Agreement or orders or underpayment of fees found as a result of the examination of the Contractor's records.
- c. The rights and obligations herein right exist in addition to any quality assurance obligation in the Master Agreement requiring the Contractor to self-audit contract obligations and that permits the Lead State to review compliance with those obligations.



## **26. Administrative Fees**

- a. The Contractor shall pay to the WSCA-NASPO Cooperative Purchasing Organization, or its assignee, a WSCA-NASPO Administrative Fee of one-quarter of one percent (0.25% or 0.0025) no later than 60 days following the end of each calendar quarter. The WSCA-NASPO Administrative Fee shall be submitted quarterly and is based on all sales of products and services under the Master Agreement (less any charges for taxes or shipping). The WSCA-NASPO Administrative Fee is not negotiable. This fee is to be included as part of the pricing submitted with proposal.
- b. Additionally, some states may require an additional fee be paid directly to the state only on purchases made by Purchasing Entities within that state. For all such requests, the fee level, payment method and schedule for such reports and payments will be incorporated into the Participating Addendum that is made a part of the Master Agreement. The Contractor may adjust the Master Agreement pricing accordingly for purchases made by Purchasing Entities within the jurisdiction of the state. All such agreements shall not affect the WSCA-NASPO Administrative Fee or the prices paid by the Purchasing Entities outside the jurisdiction of the state requesting the additional fee.

## **27. WSCA-NASPO Summary and Detailed Usage Reports**

In addition to other reports that may be required by this solicitation, the Contractor shall provide the following WSCA-NASPO reports.

- a. **Summary Sales Data.** The Contractor shall submit quarterly sales reports directly to WSCA-NASPO using the WSCA-NASPO Quarterly Sales/Administrative Fee Reporting Tool found at <http://www.naspo.org/WNCPO/Calculator.aspx>. Any/all sales made under the contract shall be reported as cumulative totals by state. Even if Contractor experiences zero sales during a calendar quarter, a report is still required. Reports shall be due no later than 30 day following the end of the calendar quarter (as specified in the reporting tool).
- b. **Detailed Sales Data.** Contractor shall also report detailed sales data by: (1) state; (2) entity/customer type, e.g. local government, higher education, K12, non-profit; (3) Purchasing Entity name; (4) Purchasing Entity bill-to and ship-to locations; (4) Purchasing Entity and Contractor Purchase Order identifier/number(s); (5) Purchase Order Type (e.g. sales order, credit, return, upgrade, determined by industry practices); (6) Purchase Order date; (7) Ship Date; (8) and line item description, including product number if used. The report shall be submitted in any form required by the solicitation. Reports are due on a quarterly basis and must be received by the Lead State and WSCA-NASPO Cooperative Development Team no later than thirty (30) days after the end of the reporting period. Reports shall be delivered to the Lead State and to the WSCA-NASPO Cooperative Development Team electronically through a designated portal, email, CD-Rom, flash drive or other method as determined by the Lead State. Detailed sales data reports shall include sales information for all sales under Participating Addenda executed under this Master Agreement. The format for the detailed sales data report is in shown in Attachment P.



- c. Reportable sales for the summary sales data report and detailed sales data report includes sales to employees for personal use where authorized by the solicitation and the Participating Addendum. Report data for employees should be limited to ONLY the state and entity they are participating under the authority of (state and agency, city, county, school district, etc.) and the amount of sales. No personal identification numbers, e.g. names, addresses, **social security numbers or any other numerical identifier**, may be submitted with any report.
- d. Timely submission of these reports is a material requirement of the Master Agreement. The recipient of the reports shall have exclusive ownership of the media containing the reports. The Lead State and WSCA-NASPO shall have a perpetual, irrevocable, non-exclusive, royalty free, transferable right to display, modify, copy, and otherwise use reports, data and information provided under this section.

## **28. Standard of Performance and Acceptance.**

Any standard of performance under this Master Agreement applies to all Products purchased under this Master Agreement, including any additional, replacement, or substitute Product(s) and any Product(s) which are modified by or with the written approval of Contractor after Acceptance by the Purchasing Entity. The Acceptance Testing period shall be thirty (30) calendar days or other time period identified in the solicitation or the Participating Addendum, starting from the day after the Product is delivered or, if installed, the day after the Product is installed and Contractor certifies that the Product is ready for Acceptance Testing. If the Product does not meet the standard of performance during the initial period of Acceptance Testing, Purchasing Entity may, at its discretion, continue Acceptance Testing on a day-to-day basis until the standard of performance is met. Upon rejection, the Contractor will have fifteen (15) calendar days to cure the standard of performance issue(s). If after the cure period, the Product still has not met the standard of performance, the Purchasing Entity may, at its option: (a) declare Contractor to be in breach and terminate the Order; (b) demand replacement Product from Contractor at no additional cost to Purchasing Entity; or, (c) continue the cure period for an additional time period agreed upon by the Purchasing Entity and the Contractor. Contractor shall pay all costs related to the preparation and shipping of Product returned pursuant to the section. No Product shall be accepted and no charges shall be paid until the standard of performance is met. The warranty period will begin upon Acceptance.

## **29. Warranty**

The Contractor warrants for a period of a minimum of 90 days from the date of Acceptance that: (a) the Product performs according to all specific claims that the Contractor made in its response to the solicitation, (b) the Product is suitable for the ordinary purposes for which such Product is used, (c) the Product is suitable for any special purposes identified in the solicitation or for which the Purchasing Entity has relied on the Contractor's skill or judgment, (d) the Product is designed and manufactured in a commercially reasonable manner, and (e) the Product is free of defects. Upon breach of the warranty, the Contractor will repair or replace (at no charge to the Purchasing Entity) the Product whose nonconformance is discovered and made known to the Contractor. If the repaired and/or replaced Product proves to be inadequate, or fails of its essential purpose, the Contractor will refund the full amount of any payments that have been made. The rights and



remedies of the parties under this warranty are in addition to any other rights and remedies of the parties provided by law or equity, including, without limitation, actual damages, and, as applicable and awarded under the law, to a prevailing party, reasonable attorneys' fees and costs.

### **30. System Failure or Damage**

In the event of system failure or damage caused by the Contractor or its Product, the Contractor agrees to use its best efforts to restore or assist in restoring the system to operational capacity.

### **31. Title of Product**

Upon Acceptance by the Purchasing Entity, Contractor shall convey to Purchasing Entity title to the Product free and clear of all liens, encumbrances, or other security interests. Transfer of title to the Product shall include an irrevocable and perpetual license to use any Embedded Software in the Product. If Purchasing Entity subsequently transfers title of the Product to another entity, Purchasing Entity shall have the right to transfer the license to use the Embedded Software with the transfer of Product title. A subsequent transfer of this software license shall be at no additional cost or charge to either Purchasing Entity or Purchasing Entity's transferee.

### **32. Waiver of Breach**

Failure of the Lead State, Participating Entity, or Purchasing Entity to declare a default or enforce any rights and remedies shall not operate as a waiver under this Master Agreement or Participating Addendum. Any waiver by the Lead State, Participating Entity, or Purchasing Entity must be in writing. Waiver by the Lead State or Participating Entity of any default, right or remedy under this Master Agreement or Participating Addendum, or by Purchasing Entity with respect to any Purchase Order, or breach of any terms or requirements of this Master Agreement, a Participating Addendum, or Purchase Order shall not be construed or operate as a waiver of any subsequent default or breach of such term or requirement, or of any other term or requirement under this Master Agreement, Participating Addendum, or Purchase Order.

### **33. Assignment of Antitrust Rights**

Contractor irrevocably assigns to a Participating Entity any claim for relief or cause of action which the Contractor now has or which may accrue to the Contractor in the future by reason of any violation of state or federal antitrust laws (15 U.S.C. § 1-15 or a Participating Entity's state antitrust provisions), as now in effect and as may be amended from time to time, in connection with any goods or services provided to the Contractor for the purpose of carrying out the Contractor's obligations under this Master Agreement or Participating Addendum, including, at a Participating Entity's option, the right to control any such litigation on such claim for relief or cause of action.

### **34. Debarment**

The Contractor certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction (contract) by any governmental department or agency. This certification represents a recurring certification made at the time any Order is placed under this Master Agreement. If the Contractor cannot certify this statement, attach a written explanation for review by the Lead State.



### **35. Governing Law and Venue**

- a. The procurement, evaluation, and award of the Master Agreement shall be governed by and construed in accordance with the laws of the Lead State sponsoring and administering the procurement. The construction and effect of the Master Agreement after award shall be governed by the law of the state serving as Lead State (in most cases also the Lead State). The construction and effect of any Participating Addendum or Order against the Master Agreement shall be governed by and construed in accordance with the laws of the Participating Entity's or Purchasing Entity's State.
- b. Unless otherwise specified in the RFP, the venue for any protest, claim, dispute or action relating to the procurement, evaluation, and award is in the Lead State. Venue for any claim, dispute or action concerning the terms of the Master Agreement shall be in the state serving as Lead State. Venue for any claim, dispute, or action concerning any Order placed against the Master Agreement or the effect of a Participating Addendum shall be in the Purchasing Entity's State.
- c. If a claim is brought in a federal forum, then it must be brought and adjudicated solely and exclusively within the United States District Court for (in decreasing order of priority): the Lead State for claims relating to the procurement, evaluation, award, or contract performance or administration if the Lead State is a party; the Participating State if a named party; the Participating Entity state if a named party; or the Purchasing Entity state if a named party.

### **36. WSCA-NASPO eMarket Center**

- a. In July 2011, WSCA-NASPO entered into a multi-year agreement with SciQuest, Inc. whereby SciQuest will provide certain electronic catalog hosting and management services to enable eligible WSCA-NASPO entity's customers to access a central online website to view and/or shop the goods and services available from existing WSCA-NASPO Cooperative Contracts. The central online website is referred to as the WSCA-NASPO eMarket Center Contractor shall either upload a hosted catalog into the eMarket Center or integrate a punchout site with the eMarket Center.
- b. Supplier's Interface with the eMarket Center. There is no cost charged by SciQuest to the Contractor for loading a hosted catalog or integrating a punchout site.
- c. At a minimum, the Contractor agrees to the following:
  - (1) Implementation Timeline: WSCA-NASPO eMarket Center Site Admin shall provide a written request to the Contractor to begin enablement process. The Contractor shall have fifteen (15) days from receipt of written request to work with WSCA-NASPO and SciQuest to set up an enablement schedule, at which time SciQuest's technical documentation shall be provided to the Contractor. The schedule will include future calls and milestone dates related to test and go live dates. The contractor shall have a total of Ninety (90) days to deliver either a (1) hosted catalog or (2) punch-out catalog, from date of receipt of written request.



- (2) WSCA-NASPO and SciQuest will work with the Contractor, to decide which of the catalog structures (either hosted or punch-out as further described below) shall be provided by the Contractor. **Whether hosted or punch-out, the catalog must be strictly limited to the Contractor's awarded contract offering (e.g. products and/or services not authorized through the resulting cooperative contract should not be viewable by WSCA-NASPO Participating Entity users).**
- (a) Hosted Catalog. By providing a hosted catalog, the Contractor is providing a list of its awarded products/services and pricing in an electronic data file in a format acceptable to SciQuest, such as Tab Delimited Text files. In this scenario, the Contractor must submit updated electronic data within five days of approval from the Lead State of product updates to the eMarket Center for the Lead State's approval to maintain the most up-to-date version of its product/service offering under the cooperative contract in the eMarket Center.
- (b) Punch-Out Catalog. By providing a punch-out catalog, the Contractor is providing its own online catalog, which must be capable of being integrated with the eMarket Center as a. Standard punch-in via Commerce eXtensible Markup Language (cXML). In this scenario, the Contractor shall validate that its online catalog is up-to-date by providing a written update as needed, to the Lead State stating they have audited the offered products/services and pricing listed on its online catalog. The site must also return detailed UNSPSC codes (as outlined in line 3) for each line item. Contractor also agrees to provide e-Quote functionality to facilitate volume discounts.
- d. Revising Pricing and Product Offerings: Any revisions (whether an increase or decrease) to pricing or product/service offerings (new products, altered SKUs, etc.) must be pre-approved by the Lead State and shall be subject to any other applicable restrictions with respect to the frequency or amount of such revisions. However, no cooperative contract enabled in the eMarket Center may include price changes on a more frequent basis than once per month. The following conditions apply with respect to hosted catalogs:
- (1) Updated pricing files are required by the 1st of the month and shall go into effect in the eMarket Center on the 1st day of the following month (i.e. file received on 1/01/13 would be effective in the eMarket Center on 2/01/13). Files received after the 1st of the month may be delayed up to a month (i.e. file received on 11/06/09 would be effect in the eMarket Center on 1/01/10).
- (2) Lead State-approved price changes are not effective until implemented within the eMarket Center. Errors in the Contractor's submitted pricing files will delay the implementation of the price changes in eMarket Center.
- e. Supplier Network Requirements: Contractor shall join the SciQuest Supplier Network (SQSN) and shall use the SciQuest's Supplier Portal to import the Contractor's catalog and pricing, into the SciQuest system, and view reports on catalog spend and product/pricing freshness. The Contractor can receive orders through electronic delivery (cXML) or through low-tech options such as fax. More information about the SQSN can



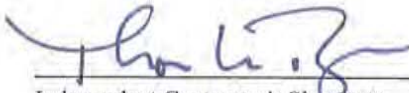
be found at: [www.sciquest.com](http://www.sciquest.com) or call the SciQuest Supplier Network Services team at 800-233-1121.

- f. Minimum Requirements: Whether the Contractor is providing a hosted catalog or a punch-out catalog, the Contractor agrees to meet the following requirements:
- (1) Catalog must contain the most current pricing, including all applicable administrative fees and/or discounts, as well as the most up-to-date product/service offering the Contractor is authorized to provide in accordance with the cooperative contract; and
  - (2) The accuracy of the catalog must be maintained by Contractor throughout the duration of the cooperative contract between the Contractor and the Contract Administrator; and
  - (3) The Catalog must include a Lead State contract identification number; and
  - (4) The Catalog must include detailed product line item descriptions; and
  - (5) The Catalog must include pictures when possible; and
  - (6) The Catalog must include any additional WSCA-NASPO and Participating Addendum requirements. Although suppliers in the SQSN normally submit one (1) catalog, it is possible to have multiple contracts applicable to different WSCA-NASPO Participating Entities. For example, a supplier may have different pricing for state government agencies and Board of Regents institutions. Suppliers have the ability and responsibility to submit separate contract pricing for the same catalog if applicable. The system will deliver the appropriate contract pricing to the user viewing the catalog.
- g. Order Acceptance Requirements: Contractor must be able to accept Purchase Orders via fax or cXML. The Contractor shall provide positive confirmation via phone or email within 24 hours of the Contractor's receipt of the Purchase Order. If the Purchasing Order is received after 3pm EST on the day before a weekend or holiday, the Contractor must provide positive confirmation via phone or email on the next business day.
- h. UNSPSC Requirements: Contractor shall support use of the United Nations Standard Product and Services Code (UNSPSC). UNSPSC versions that must be adhered to are driven by SciQuest for the suppliers and are upgraded every year. WSCA-NASPO reserves the right to migrate to future versions of the UNSPSC and the Contractor shall be required to support the migration effort. All line items, goods or services provided under the resulting statewide contract must be associated to a UNSPSC code. All line items must be identified at the most detailed UNSPSC level indicated by segment, family, class and commodity. More information about the UNSPSC is available at: <http://www.unspsc.com> and <http://www.unspsc.com/FAQs.asp#howdoesunspscwork>.
- i. Applicability: Contractor agrees that WSCA-NASPO controls which contracts appear in the eMarket Center and that WSCA-NASPO may elect at any time to remove any supplier's offering from the eMarket Center.


- j. The Lead State reserves the right to approve the pricing on the eMarket Center. This catalog review right is solely for the benefit of the Lead State and Participating Entities, and the review and approval shall not waive the requirement that products and services be offered at prices (and approved fees) required by the Master Agreement.
- k. Several WSCA-NASPO Participating Entities currently maintain separate SciQuest eMarketplaces, these Participating Entities do enable certain WSCA-NASPO Cooperative Contracts. In the event one of these entities elects to use this WSCA-NASPO Cooperative Contract (available through the eMarket Center) but publish to their own eMarketplace, the Contractor agrees to work in good faith with the entity and WSCA-NASPO to implement the catalog. WSCA-NASPO does not anticipate that this will require substantial additional efforts by the Contractor; however, the supplier agrees to take commercially reasonable efforts to enable such separate SciQuest catalogs.

IN WITNESS WHEREOF, the parties hereto have caused this Contract to be signed and intend to be legally bound thereby.

**Independent Contractor Approval:**


12/1/14
Tom Brown  
 Independent Contractor's Signature                      Date                      Independent's Contractor's Title

**State of Nevada (Lead State) Approval:**


Date
CPO, NV State Purchasing Administrator  
 Greg Smith                      Date                      CPO, NV State Purchasing Administrator

**Approved as to form by:**


On 7 Dec 14  
 Nevada Deputy Attorney General for Attorney General                      (Date)



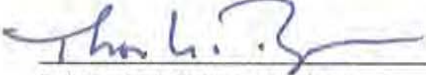
## **Attachment BB**

### **Negotiated Items**

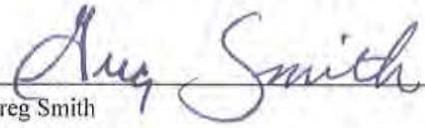
1. Additional Cost for hard drive removal and surrender must be disclosed to the Customer prior to the negotiation and signing of a lease or rental agreement.
2. Models added to a segment within an awarded Group must match or exceed the minimum discount proposed in the awarded Group.
3. Attachment O is meant to be a model Service Level Agreement. Awarded Vendors are to negotiate their own SLA with each Participating Entity at time of initiating the Participating Addendum.
4. The State and WSCA-NASPO do not agree to Ricoh's 30 day notice requirement, language in Section 3.3.11 of the RFP remains.
5. The State and WSCA-NASPO do not agree to a fleet average calculation language in Section 3.4.10 of RFP and amendment 1 remains.
6. The State and WSCA-NASPO do not agree to limit the cost of an audit, language in Section 3.5.6.3 of RFP remains.
7. Excessive Service and Downtime standard is benchmarked at 96% per Amendment 1 to the RFP. Satisfaction of device performance is determined by the Customer not WSCA-NASPO; reference Section 3.5 - Uptime Guarantee.
8. Contractor may assign, solely for financing purposes, their rights to payment to the equipment. Any such assignment however, does not excuse Contractor from bearing any obligation, term and condition as outlined under the WSCA-NASPO term/conditions.
9. Attachment CC – Contractors Response:
  - a. Exception EI noted on Attachment B was not accepted by The State and WSCA-NASPO.

IN WITNESS WHEREOF, the parties hereto have caused this Contract to be signed and intend to be legally bound thereby.

**Independent Contractor Approval:**

      12-5-14      VP, Government & Higher Education  
Independent Contractor's Signature      Date      Independent's Contractor's Title

**State of Nevada (Lead State) Approval:**

      \_\_\_\_\_      CPO, NV State Purchasing Administrator  
Greg Smith      Date

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Ricoh USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 1 of 17

1. Scope: This addendum covers the Copiers, Printers & Related Devices 14-19 lead by the State of Nevada for use by state agencies and other entities located in the Participating **State/Entity** authorized by that state's statutes to utilize **state/entity** contracts with the prior approval of the state's chief procurement official.

The State of Connecticut will utilize the following categories of this award:

- Group B – Production Copiers
- Group C – Wide Format Copiers
- Group E – Digital Duplicators

Ricoh Remanufactured products are also available. In the event of a conflict between the terms and conditions of this PA and any Exhibit subject to this PA, the terms and conditions of the Exhibit prevail.

2. Participation: Use of specific WSCA-NASPO cooperative contracts by agencies, political subdivisions and other entities (including cooperatives) authorized by an individual state's statutes to use **state/entity** contracts are subject to the prior approval of the respective State Chief Procurement Official. Issues of interpretation and eligibility for participation are solely within the authority of the State Chief Procurement Official.

3. Participating State Modifications or Additions to Master Agreement:

The parties agree that Section 14.b of the Master Agreement is modified with the following:

- a.) At the beginning of the paragraph insert "For Ricoh manufactured Products" before "The Contractor shall defend, indemnify..."
- b.) The parties agree that Section 14.b.2 of the Master Agreement is changed with the following:
  1. Sentence three (3), is replaced with the following: "Otherwise, the Contractor shall have control over the defense and settlement of it."
  2. In sentence four (4) after "However," the following is inserted: "regarding the settlement of such claim".
  3. Sentences six (6) and seven (7) are replaced with the following: "If such a claim is made or appears likely to be made, the Indemnified Party agrees to permit Contractor to enable Indemnified Party to continue to use the Product, or to modify it, or replace it with one that is at least functionally equivalent. If Contractor determines that none of these alternatives is reasonably available, Indemnified Party agrees to return the Product to Contractor on its written request. Contractor will then give Indemnified Party a credit equal to Indemnified Party's net book value provided Indemnified Party has followed generally-accepted accounting principles;

This is Contractor's entire obligation to Indemnified Party regarding any claim of infringement."



**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter “Lead State”)**

MASTER AGREEMENT  
Ricoh USA, Inc  
Nevada RFP 3091  
(hereinafter “Contractor”)

And

The State of Connecticut  
(hereinafter “Participating State”)

Page 2 of 17

- c) The State of Connecticut will authorize its Client Agencies to procure equipment and/or services using the following options:
- Purchase
  - Service / Supplies
  - Non-Cancelable Rentals, as defined under the Master Agreement.
  - Cancelable Rentals – cancel with four month penalty on rental payment
  - Cost-Per Copy
- d) The State of Connecticut encourages small business procurement whenever possible. The State of Connecticut will request from Contractor a list of authorized dealers who are Connecticut DAS – certified small (SBE), minority (MBE) business for Client Agencies to procure from using this Contract. Further information about the Connecticut Supplier Diversity Program can be found at the following link: <http://das.ct.gov/cr1.aspx?page=34>
- e) All State of Connecticut Client Agency (each, a “Client Agency”) purchases that are less than \$1,000 shall be made using the State of Connecticut Purchasing Card (MasterCard). Exceptions to this policy would be for purchases that must be approved using the Core 10 process, Contractors who do not accept credit cards and purchases to restock inventories carried in the Core-CT inventory module. Contractor shall be equipped to receive purchase orders against this Contract using the MasterCard. The Contractor shall be responsible for the credit card user-handling fee associated with credit card purchases. The Contractor shall charge the State’s MasterCard only upon delivery of goods or rendering Services. The Contractor shall capture and provide their merchant bank, Level 3 reporting at the line item level for all orders placed using the MasterCard. Questions regarding the MasterCard Program should be directed to Ms. Kerry DiMatteo, Procurement Card Program Administrator at 860 713-5072 or [Kerry.dimatteo@ct.gov](mailto:Kerry.dimatteo@ct.gov) .
- f) **Payment Terms and Billing:** Payments shall be made only after the Client Agency receives and accepts the Goods or Services and after it receives a properly completed invoice. Payment for all accepted Goods or Services shall be due within forty five (45) days after acceptance of the Goods or Services, or thirty (30) days if the Contractor is a certified small Contractor or minority business enterprise as defined in Conn. Gen. Stat. §4a-60g. Contractor shall submit an invoice to the Client Agency for the Performance. The invoice shall include detailed information for Goods or Services, delivered and performed, as applicable, and accepted. Any late payment charges shall be calculated in accordance with the Connecticut General Statutes.
- g) Contractor shall adhere to established security and/or property entrance policies and procedures established for each requesting State of Connecticut Client Agency. It is the responsibility of each Contractor to understand and adhere to those policies and procedures prior to any attempt to enter the premises.

**PARTICIPATING ADDENDUM  
 WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
 COPIERS, PRINTERS & RELATED DEVICES 14-19  
 Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
 Ricoh USA, Inc  
 Nevada RFP 3091  
 (hereinafter "Contractor")

And

The State of Connecticut  
 (hereinafter "Participating State")

- h) Per State of Connecticut General Statute number 4a-67c: equipment and appliances offered under this Contract shall meet or exceed the federal energy conservation standards set forth in the Energy Policy and Conversation Act, 42 USC 6295, any federal regulations adopted thereunder, and shall meet or exceed the federal Energy Star standards established by the United States Environmental Protection Agency and the U.S. Department of Energy.
- i) Equipment Relocation: Contractor shall relocate Equipment as requested by the Client Agency pursuant to the pricing contained in the Master Agreement.

j) Usage/Spend Reports: Contractor must submit reports on a quarterly basis to the State of Connecticut contact person listed above. Reports must include:

- Client Agency/Organization
- Site Street Address
- Site City
- Location (Client Agency Unit /Department)
- Client Contact (name and telephone number and e-mail if available)
- Install Date (of the Equipment)
- Rental Term, 36 or 48 months
- Brand/Model
- Equipment Serial Number
- (Billing) Reconciliation (period)
- Equipment Category (e.g. 13-22 page per minute (ppm) black and white (b/w)).
- B/W Monthly Average
- Color Monthly Average

4. Leases: Leasing of any equipment is not allowed under this Participating Addendum.

5. Primary Contacts: The primary contact individuals for this participating addendum are as follows (or their named successors):

Contractor

|           |  |
|-----------|--|
| Name      | Ricoh USA, Bart Lemmon, WSCA-NASPO National Contract Manager             |
| Address   | 70 Valley Stream Parkway, Malvern, PA 91355                              |
| Telephone | 425-255-0730   |
| Fax       | 425-228-2115   |
| E-mail    | <a href="mailto:bart.lemmon@ricoh-usa.com">bart.lemmon@ricoh-usa.com</a> |

Local Contact for Billing and Customer support

|         |               |
|---------|---------------|
| Name    | Mike Pallotta |
| Address |               |

**PARTICIPATING ADDENDUM  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Ricoh USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

|           |                             |
|-----------|-----------------------------|
| Telephone | 978-621-1276                |
| Fax       |                             |
| E-mail    | Mike.pallotta@ricoh-usa.com |

**Participating Entity**

|           |  |
|-----------|--|
| Name      | Janet DelGreco Olson   |
| Address   | 165 Capitol Avenue, 5 <sup>th</sup> Floor So., Hartford CT 06106 |
| Telephone | 860 713-5079   |
| Fax       | 860 622-2961   |
| E-mail    | <a href="mailto:janet.delgreco@ct.gov">janet.delgreco@ct.gov</a> |

**6. Subcontractors:**

All Ricoh USA, Inc. dealers and resellers authorized in the State of Connecticut, as shown on the dedicated **Ricoh USA, Inc.** (cooperative contract) website, are approved to provide sales and service support to participants in the NASPO Master Price Agreement. The **Ricoh USA, Inc.** dealer's participation will be in accordance with the terms and conditions set forth in the aforementioned Master Agreement. An Authorized Service Provider shall be deemed "Contractor" under this PA for any PO issued directly to and accepted by such Authorized Service Provider and all references in the Rental Agreement to Ricoh shall be deemed to refer to such Authorized Service Provider.

**7. Purchase Order Instructions:**

Orders can be made out to (a) Ricoh USA, Inc or (b) Authorized Service Providers as approved by Ricoh and the State.

All orders should contain the following (1) Mandatory Language "PO is subject to WSCA-NASPO Contract resulting from RFP # 3091 and this Purchase Order shall constitute a Schedule under the Terms and Conditions of the Rental or Purchase Agreement, (2) Your Name, Address, Contact, & Phone-Number (3) Purchase order amount (4) If Rental, type of Rental (Cost per Copy with Minimum, Cost per Copy without Minimum) and monthly payment (5) Itemized list of accessories (6) Service Program selected and CPC rates. Client Agency shall channel PO through one of Contractor's authorized resellers so they can arrange for proper ordering and installation of equipment.

Contractor will provide timely billing and Client Agency will notify Ricoh, USA, Inc., in writing, of any billing concern. Contractor will be allowed a thirty (30) day cure period upon receipt of such notification to address any such billing issue. Invoices that require update due to information being received incorrectly or late from the Client Agency, are not considered inaccurate.

For Ricoh USA, Inc. Orders:

|                             |                             |                          |
|-----------------------------|-----------------------------|--------------------------|
| Address Purchase Orders to: | Purchases Remit Payment to: | Rental Remit Payment to: |
|-----------------------------|-----------------------------|--------------------------|

**PARTICIPATING ADDENDUM  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Ricoh USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

|  |  |                           |
|--|--|---------------------------|
| Ricoh USA, Inc.<br>70 Valley Stream Parkway<br>Malvern, PA 19355 | Ricoh USA, Inc.<br>Box 827577<br>Philadelphia, PA 19182-7577 | Address listed on invoice |
|--|--|---------------------------|

For Authorized Service Provider Orders, address to and remit payments as shown on the dedicated **Ricoh** (cooperative contract) website or, in the case of lease or rental payments, as and if applicable, to the address listed on the invoice.

8. Additional Service Level Agreement Commitments: The Service Level Agreement (SLA) set forth as **Exhibit B** provides additional service level goals.

9. Ricoh / WSCA Master Maintenance & Sale Agreement:

Notwithstanding anything to the contrary in the Master Agreement, Client Agencies are subject to "Ricoh WSCA Maintenance and Sale Agreement" attached and incorporated herein as **Exhibit A**. Unless otherwise agreed, software is provided subject to the terms and conditions of the license applicable to such software.

10. Meter Collection Methods:

As part of its Services, Contractor may, at its discretion and dependent upon device capabilities, provide electronic remote meter reading and equipment monitoring services using technology such as its @Remote solution. This may allow for automated meter reading and submission, automatic placement of low toner alerts, automatic placement of service calls in the event of a critical Product failure and may enable firmware upgrades.

11. MAINTENANCE SERVICES FOR KODAK NEXPRESS PRODUCTS:

State of Connecticut authorized personnel must review and approve before Client Agency executes a Kodak Maintenance Agreement directly with Kodak for service on Nexpress products and Kodak is solely responsible for such service.

12. Price Agreement Number:

All purchase orders issued by purchasing entities within the jurisdiction of this participating addendum shall include the Participating State contract number: **14PSX0125** and the Lead State price agreement number: 3091.

13. Individual Customer:

Each State agency and political subdivision, as a Participating Entity, that purchases products/services will be treated as if they were Individual Customers. Except to the extent modified by a Participating Addendum, each agency and political subdivision will be responsible to follow the terms and conditions of the Master Agreement; and they will have the same rights and responsibilities for their purchases as the Lead State has in the Master Agreement. Each agency and political subdivision will be responsible for their own charges, fees, and liabilities. Each agency and political subdivision will have the same rights to any indemnity or to recover any costs allowed in the contract for their purchases. The Contractor will apply the charges to each Participating Entity individually.

This Participating Addendum and the Master Agreement number 3091 (administered by the State of Nevada)

**PARTICIPATING ADDENDUM  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Ricoh USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 6 of 17

together with its exhibits, set forth the entire agreement between the parties with respect to the subject matter of all previous communications, representations or agreements, whether oral or written, with respect to the subject matter hereof. Terms and conditions inconsistent with, contrary or in addition to the terms and conditions of this Addendum and the Master Agreement, together with its exhibits, shall not be added to or incorporated into this Addendum or the Master Agreement and its exhibits, by any subsequent purchase order or otherwise, and any such attempts to add or incorporate such terms and conditions are hereby rejected unless accepted by signature of both State of Connecticut and Contractor as stated in Section 7 of this PA. The terms and conditions of this Addendum and the Master Agreement and its exhibits shall prevail and govern in the case of any such inconsistent or additional terms within the Participating State.

**14. The parties agree that the following provisions (Participating Addendum) shall apply to any action, purchase or purchase order issued by the State of Connecticut or any of its Client Agency participating entities.**

Definitions: The following definitions apply to this Participating Addendum

- a) **Claims:** All actions, suits, claims, demands, investigations and proceedings of any kind, open, pending or threatened, whether mature, unmatured, contingent, known or unknown, at law or in equity, in any forum.
- b) **Confidential Information:** Any name, number or other information that may be used, alone or in conjunction with any other information, to identify a specific individual including, but not limited to, such individual's name, date of birth, mother's maiden name, motor vehicle operator's license number, Social Security number, employee identification number, employer or taxpayer identification number, alien registration number, government passport number, health insurance identification number, demand deposit account number, savings account number, credit card number, debit card number or unique biometric data such as fingerprint, voice print, retina or iris image, or other unique physical representation. Without limiting the foregoing, Confidential Information shall also include any information that the Department classifies as "confidential" or "restricted." Confidential Information shall not include information that may be lawfully obtained from publicly available sources or from federal, state, or local government records which are lawfully made available to the general public.
- c) **Confidential Information Breach:** This shall mean, generally, an instance where an unauthorized person or entity accesses Confidential Information in any manner, including but not limited to the following occurrences: (1) any Confidential Information that is not encrypted or protected is misplaced, lost, stolen or in any way compromised; (2) one or more third parties have had access to or taken control or possession of any Confidential Information that is not encrypted or protected without prior written authorization from the State; (3) the unauthorized acquisition of encrypted or protected Confidential Information together with the confidential process or key that is capable of compromising the integrity of the Confidential Information; or (4) if there is a substantial risk of identity theft or fraud to the client, the Contractor, the Department or State.

**PARTICIPATING ADDENDUM  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Ricoh USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 7 of 17

- d) Contract: Copiers, Printers and Related Devices, Contract Award Number 14-19 and this Participating Addendum
- e) Contractor: A person or entity who executes the Contract.
- f) Contractor Parties: A Contractor's members, directors, officers, shareholders, partners, managers, principal officers, representatives, agents, servants, consultants, employees or any one of them or any other person or entity with whom **the Contractor is in privity of** oral or written contract and the Contractor intends for such other person or entity to Perform under the Contract in any capacity.

**Whistleblowing.** This Contract may be subject to the provisions of Section 4-61dd of the Connecticut General Statutes. In accordance with this statute, if an officer, employee or appointing authority of the Contractor takes or threatens to take any personnel action against any employee of the Contractor in retaliation for such employee's disclosure of information to any employee of the contracting state or quasi-public agency or the Auditors of Public Accounts or the Attorney General under the provisions of subsection (a) of such statute, the Contractor shall be liable for a civil penalty of not more than five thousand dollars for each offense, up to a maximum of twenty per cent of the value of this Contract. Each violation shall be a separate and distinct offense and in the case of a continuing violation, each calendar day's continuance of the violation shall be deemed to be a separate and distinct offense. The State may request that the Attorney General bring a civil action in the Superior Court for the Judicial District of Hartford to seek imposition and recovery of such civil penalty. In accordance with subsection (f) of such statute, each large state contractor, as defined in the statute, shall post a notice of the provisions of the statute relating to large state contractors in a conspicuous place which is readily available for viewing by the employees of the Contractor.

**Forum and Choice of Law.** The parties deem the Contract to have been made in the City of Hartford, State of Connecticut. Both parties agree that it is fair and reasonable for the validity and construction of the Contract to be, and it shall be, governed by the laws and court decisions of the State of Connecticut, without giving effect to its principles of conflicts of laws. To the extent that any immunities provided by Federal law or the laws of the State of Connecticut do not bar an action against the State, and to the extent that these courts are courts of competent jurisdiction, for the purpose of venue, the complaint shall be made returnable to the Judicial District of Hartford only or shall be brought in the United States District Court for the District of Connecticut only, and shall not be transferred to any other court, provided, however, that nothing here constitutes a waiver or compromise of the sovereign immunity of the State of Connecticut. The Contractor waives any objection which it may now have or will have to the laying of venue of any Claims in any forum and further irrevocably submits to such jurisdiction in any suit, action or proceeding.

**Sovereign Immunity.** The parties acknowledge and agree that nothing in the solicitation or the Contract shall be construed as a modification, compromise or waiver by the State of any rights or defenses of any immunities provided by Federal law or the laws of the State of Connecticut to the State or any of its officers and employees, which they may have had, now have or will have with respect to all matters arising out of the Contract. To the extent that this section conflicts with any other section, this section shall govern.



**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Ricoh USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 8 of 17

**Summary of State Ethics Laws.** Pursuant to the requirements of section 1-101qq of the Connecticut General Statutes, the summary of State ethics laws developed by the State Ethics Commission pursuant to section 1-81b of the Connecticut General Statutes is incorporated by reference into and made a part of the Contract as if the summary had been fully set forth in the Contract.

**Campaign Contribution Restriction.** For all State contracts, defined in Conn. Gen. Stat. §9-612(g)(1) as having a value in a calendar year of \$50,000 or more, or a combination or series of such agreements or contracts having a value of \$100,000 or more, the authorized signatory to this Contract expressly acknowledges receipt of the State Elections Enforcement Commission's notice advising state contractors of state campaign contribution and solicitation prohibitions, and will inform its principals of the contents of the notice, as set forth in "Notice to Executive Branch State Contractors and Prospective State Contractors of Campaign Contribution and Solicitation Limitations," attached to this Participating Addendum.

**Executive Orders.** This Contract is subject to the provisions of Executive Order No. Three of Governor Thomas J. Meskill, promulgated June 16, 1971, concerning labor employment practices, Executive Order No. Seventeen of Governor Thomas J. Meskill, promulgated February 15, 1973, concerning the listing of employment openings and Executive Order No. Sixteen of Governor John G. Rowland promulgated August 4, 1999, concerning violence in the workplace, all of which are incorporated into and are made a part of the Contract as if they had been fully set forth in it. The Contract may also be subject to the applicable parts of Executive Order No. 14 of Governor M. Jodi Rell, promulgated April 17, 2006, concerning procurement of cleaning products and services, in accordance with its respective terms and conditions. If Executive Order 14 is applicable, it is deemed to be incorporated into and are made a part of the Contract as if they had been fully set forth in it. At the Contractor's request, the Department shall provide a copy of these orders to the Contractor.

**Nondiscrimination.**

- (a) For purposes of this Section, the following terms are defined as follows:
- i. "Commission" means the Commission on Human Rights and Opportunities;
  - ii. "Contract" and "contract" include any extension or modification of the Contract or contract;
  - iii. "Contractor" and "contractor" include any successors or assigns of the Contractor or contractor;
  - iv. "Gender identity or expression" means a person's gender-related identity, appearance or behavior, whether or not that gender-related identity, appearance or behavior is different from that traditionally associated with the person's physiology or assigned sex at birth, which gender-related identity can be shown by providing evidence including, but not limited to, medical history, care or treatment of the gender-related identity, consistent and uniform assertion of the gender-related identity or any other evidence that the gender-related identity is sincerely held, part of a person's core identity or not being asserted for an improper purpose;
  - v. "good faith" means that degree of diligence which a reasonable person would exercise in the performance of legal duties and obligations;
  - vi. "good faith efforts" shall include, but not be limited to, those reasonable initial efforts necessary to comply with statutory or regulatory requirements and additional or substituted efforts when it is determined that such initial efforts will not be sufficient to comply with such requirements;



**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Ricoh USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 9 of 17

- vii. "marital status" means being single, married as recognized by the state of Connecticut, widowed, separated or divorced;
- viii. "mental disability" means one or more mental disorders, as defined in the most recent edition of the American Psychiatric Association's "Diagnostic and Statistical Manual of Mental Disorders", or a record of or regarding a person as having one or more such disorders;
- ix. "minority business enterprise" means any small contractor or supplier of materials fifty-one percent or more of the capital stock, if any, or assets of which is owned by a person or persons: (1) who are active in the daily affairs of the enterprise, (2) who have the power to direct the management and policies of the enterprise, and (3) who are members of a minority, as such term is defined in subsection (a) of Connecticut General Statutes § 32-9n; and
- x. "public works contract" means any agreement between any individual, firm or corporation and the State or any political subdivision of the State other than a municipality for construction, rehabilitation, conversion, extension, demolition or repair of a public building, highway or other changes or improvements in real property, or which is financed in whole or in part by the State, including, but not limited to, matching expenditures, grants, loans, insurance or guarantees.

For purposes of this Section, the terms "Contract" and "contract" do not include a contract where each contractor is (1) a political subdivision of the state, including, but not limited to, a municipality, (2) a quasi-public agency, as defined in Conn. Gen. Stat. Section 1-120, (3) any other state, including but not limited to any federally recognized Indian tribal governments, as defined in Conn. Gen. Stat. Section 1-267, (4) the federal government, (5) a foreign government, or (6) an agency of a subdivision, agency, state or government described in the immediately preceding enumerated items (1), (2), (3), (4) or (5).

- (b) (1) The Contractor agrees and warrants that in the performance of the Contract such Contractor will not discriminate or permit discrimination against any person or group of persons on the grounds of race, color, religious creed, age, marital status, national origin, ancestry, sex, gender identity or expression, intellectual disability, mental disability or physical disability, including, but not limited to, blindness, unless it is shown by such Contractor that such disability prevents performance of the work involved, in any manner prohibited by the laws of the United States or of the State of Connecticut; and the Contractor further agrees to take affirmative action to insure that applicants with job-related qualifications are employed and that employees are treated when employed without regard to their race, color, religious creed, age, marital status, national origin, ancestry, sex, gender identity or expression, intellectual disability, mental disability or physical disability, including, but not limited to, blindness, unless it is shown by the Contractor that such disability prevents performance of the work involved; (2) the Contractor agrees, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, to state that it is an "affirmative action-equal opportunity employer" in accordance with regulations adopted by the Commission; (3) the Contractor agrees to provide each labor union or representative of workers with which the Contractor has a collective bargaining Agreement or other contract or understanding and each vendor with which the Contractor has a contract or understanding, a notice to be provided by the Commission, advising the labor union or workers' representative of the Contractor's commitments under this section and to post copies of the notice in conspicuous places available to employees and applicants for employment; (4) the Contractor agrees to comply with each provision of this Section and Connecticut General Statutes §§ 46a-68e and 46a-68f and with each regulation or relevant order issued by said Commission pursuant to Connecticut General Statutes §§ 46a-56, 46a-68e and 46a-68f; and (5) the Contractor agrees to provide the

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Ricoh USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 10 of 17

Commission on Human Rights and Opportunities with such information requested by the Commission, and permit access to pertinent books, records and accounts, concerning the employment practices and procedures of the Contractor as relate to the provisions of this Section and Connecticut General Statutes § 46a-56. If the contract is a public works contract, the Contractor agrees and warrants that he will make good faith efforts to employ minority business enterprises as subcontractors and suppliers of materials on such public works projects.

- (c) Determination of the Contractor's good faith efforts shall include, but shall not be limited to, the following factors: The Contractor's employment and subcontracting policies, patterns and practices; affirmative advertising, recruitment and training; technical assistance activities and such other reasonable activities or efforts as the Commission may prescribe that are designed to ensure the participation of minority business enterprises in public works projects.
- (d) The Contractor shall develop and maintain adequate documentation, in a manner prescribed by the Commission, of its good faith efforts.
- (e) The Contractor shall include the provisions of subsection (b) of this Section in every subcontract or purchase order entered into in order to fulfill any obligation of a contract with the State and such provisions shall be binding on a subcontractor, vendor or manufacturer unless exempted by regulations or orders of the Commission. The Contractor shall take such action with respect to any such subcontract or purchase order as the Commission may direct as a means of enforcing such provisions including sanctions for noncompliance in accordance with Connecticut General Statutes §46a-56; provided if such Contractor becomes involved in, or is threatened with, litigation with a subcontractor or vendor as a result of such direction by the Commission, the Contractor may request the State of Connecticut to enter into any such litigation or negotiation prior thereto to protect the interests of the State and the State may so enter.
- (f) The Contractor agrees to comply with the regulations referred to in this Section as they exist on the date of this Contract and as they may be adopted or amended from time to time during the term of this Contract and any amendments thereto.
- (g) (1) The Contractor agrees and warrants that in the performance of the Contract such Contractor will not discriminate or permit discrimination against any person or group of persons on the grounds of sexual orientation, in any manner prohibited by the laws of the United States or the State of Connecticut, and that employees are treated when employed without regard to their sexual orientation; (2) the Contractor agrees to provide each labor union or representative of workers with which such Contractor has a collective bargaining Agreement or other contract or understanding and each vendor with which such Contractor has a contract or understanding, a notice to be provided by the Commission on Human Rights and Opportunities advising the labor union or workers' representative of the Contractor's commitments under this section, and to post copies of the notice in conspicuous places available to employees and applicants for employment; (3) the Contractor agrees to comply with each provision of this section and with each regulation or relevant order issued by said Commission pursuant to Connecticut General Statutes § 46a-56; and (4) the Contractor agrees to provide the Commission on Human Rights and Opportunities with such information requested by the Commission, and permit access to pertinent books, records and accounts, concerning the employment practices and procedures of the Contractor which relate to the provisions of this Section and Connecticut General Statutes § 46a-56.

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Ricoh USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 11 of 17

- (h) The Contractor shall include the provisions of the foregoing paragraph in every subcontract or purchase order entered into in order to fulfill any obligation of a contract with the State and such provisions shall be binding on a subcontractor, vendor or manufacturer unless exempted by regulations or orders of the Commission. The Contractor shall take such action with respect to any such subcontract or purchase order as the Commission may direct as a means of enforcing such provisions including sanctions for noncompliance in accordance with Connecticut General Statutes § 46a-56; provided, if such Contractor becomes involved in, or is threatened with, litigation with a subcontractor or vendor as a result of such direction by the Commission, the Contractor may request the State of Connecticut to enter into any such litigation or negotiation prior thereto to protect the interests of the State and the State may so enter.

**15 Indemnification.**

- (a) The Contractor shall indemnify, defend and hold harmless the State and its officers, representatives, agents, servants, employees, successors and assigns from and against any and all (1) Claims arising, directly or indirectly, in connection with the Contract, including the acts of commission or omission (collectively, the "Acts") of the Contractor or Contractor Parties; and (2) liabilities, damages, losses, costs and expenses, including but not limited to, attorneys' and other professionals' fees, arising, directly or indirectly, in connection with Claims, Acts or the Contract. The Contractor shall use counsel reasonably acceptable to the State in carrying out its obligations under this section. The Contractor's obligations under this section to indemnify, defend and hold harmless against Claims includes Claims concerning confidentiality of any part of or all of the Contractor's bid, proposal or any Records, any intellectual property rights, other proprietary rights of any person or entity, copyrighted or uncopyrighted compositions, secret processes, patented or unpatented inventions, articles or appliances furnished or used in the performance.
- (b) The Contractor shall not be responsible for indemnifying or holding the State harmless from any liability arising due to the negligence of the State or any other person or entity acting under the direct control or supervision of the State.
- (c) The Contractor shall reimburse the State for any and all damages to the real or personal property of the State caused by the Acts of the Contractor or any Contractor Parties. The State shall give the Contractor reasonable notice of any such Claims.
- (d) The Contractor's duties under this section shall remain fully in effect and binding in accordance with the terms and conditions of the Contract, being lessened or compromised where the State is found to have contributed to the Acts giving rise to the Claims.
- (e) The Contractor shall carry and maintain at all times during the term of the Contract, and during the time that any provisions survive the term of the Contract, sufficient general liability insurance to satisfy its obligations under this Contract. The Contractor shall name the State as an additional insured on the policy and shall provide a copy of the policy or certificate of insurance and applicable endorsements to the Agency prior to the effective date of the Contract. The Contractor shall not begin performance until the delivery of the policy or certificate of insurance and applicable endorsements to the Agency.

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Ricoh USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 12 of 17

- (f) The rights provided in this section for the benefit of the State shall encompass the recovery of attorneys' and other professionals' fees expended in pursuing a Claim against a third party.
- (g) This section shall survive the Termination of the Contract and shall not be limited by reason of any insurance coverage.

**Tangible Personal Property.**

- (a) The Contractor on its behalf and on behalf of its Affiliates, as defined below, shall comply with the provisions of Conn. Gen. Stat. §12-411b, as follows:
  - (1) For the term of the Contract, the Contractor and its Affiliates shall collect and remit to the State of Connecticut, Department of Revenue Services, any Connecticut use tax due under the provisions of Chapter 219 of the Connecticut General Statutes for items of tangible personal property sold by the Contractor or by any of its Affiliates in the same manner as if the Contractor and such Affiliates were engaged in the business of selling tangible personal property for use in Connecticut and had sufficient nexus under the provisions of Chapter 219 to be required to collect Connecticut use tax;
  - (2) A customer's payment of a use tax to the Contractor or its Affiliates relieves the customer of liability for the use tax;
  - (3) The Contractor and its Affiliates shall remit all use taxes they collect from customers on or before the due date specified in the Contract, which may not be later than the last day of the month next succeeding the end of a calendar quarter or other tax collection period during which the tax was collected;
  - (4) The Contractor and its Affiliates are not liable for use tax billed by them but not paid to them by a customer; and
  - (5) Any Contractor or Affiliate who fails to remit use taxes collected on behalf of its customers by the due date specified in the Contract shall be subject to the interest and penalties provided for persons required to collect sales tax under chapter 219 of the general statutes.
- (b) For purposes of this section of the Contract, the word "Affiliate" means any person, as defined in section 12-1 of the general statutes that controls is controlled by, or is under common control with another person. A person controls another person if the person owns, directly or indirectly, more than ten per cent of the voting securities of the other person. The word "voting security" means a security that confers upon the holder the right to vote for the election of members of the board of directors or similar governing body of the business, or that is convertible into, or entitles the holder to receive, upon its exercise, a security that confers such a right to vote. "Voting security" includes a general partnership interest.
- (c) The Contractor represents and warrants that each of its Affiliates has vested in the Contractor plenary authority to so bind the Affiliates in any agreement with the State of Connecticut. The Contractor on its own behalf and on

**PARTICIPATING ADDENDUM  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Ricoh USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 13 of 17

behalf of its Affiliates shall also provide, no later than 30 days after receiving a request by the State's contracting authority, such information as the State may require to ensure, in the State's sole determination, compliance with the provisions of Chapter 219 of the Connecticut General Statutes, including, but not limited to, §12-411b.

Audit and Inspection of Plants, Places of Business and Records.

- (a) The State and its agents, including but not limited to the Connecticut Auditors of Public Accounts, Attorney general and State's Attorney and their respective agents, may, at reasonable hours, inspect and examine all of the parts of the Contractor's and Contractor parties' plants and places of business which, in any way, are related to, or involved in, the performance of this Contract.
- (b) The Contractor shall maintain, and shall require each of the Contractor Parties to maintain, accurate and complete Records. The Contractor shall make all of its and the Contractor Parties' Records available at all reasonable hours for audit and inspection by the State and its agents.
- (c) The State shall make all requests for any audit or inspection in writing and shall provide the Contractor with at least twenty four (24) hours' notice prior to the requested audit and inspection date. If the State suspects fraud or other abuse, or in the event of any emergency, the State is not obligated to provide any prior notice.
- (d) All audits and inspections shall be at the State's expense.

Protection of Confidential Information.

- (a) Contractor and Contractor Parties, at their own expense, have a duty to and shall protect from a Confidential Information Breach any and all Confidential Information which they come to possess or control, wherever and however stored or maintained, in a commercially reasonable manner in accordance with current industry standards.
- (b) Each Contractor or Contractor Party shall develop, implement and maintain a comprehensive data - security program for the protection of Confidential Information. The safeguards contained in such program shall be consistent with and comply with the safeguards for protection of Confidential Information, and information of a similar character, as set forth in all applicable federal and state law and written policy of the Department or State concerning the confidentiality of Confidential Information. Such data-security program shall include, but not be limited to, the following:
  - (i) A security policy for employees related to the storage, access and transportation of data containing Confidential Information;



**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Ricoh USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 14 of 17

- (2) Reasonable restrictions on access to records containing Confidential Information, including access to any locked storage where such records are kept;
  - (3) A process for reviewing policies and security measures at least annually;
  - (4) Creating secure access controls to Confidential Information, including but not limited to passwords; and
  - (5) Encrypting of Confidential Information that is stored on laptops, portable devices or being transmitted electronically.
- (c) The Contractor and Contractor Parties shall notify the Department and the Connecticut Office of the Attorney General as soon as practical, but no later than twenty-four (24) hours, after they become aware of or suspect that any Confidential Information which Contractor or Contractor Parties have come to possess or control has been subject to a Confidential Information Breach. If a Confidential Information Breach has occurred, the Contractor shall, within three (3) business days after the notification, present a credit monitoring and protection plan to the Commissioner of Administrative Services, the Department and the Connecticut Office of the Attorney General, for review and approval. Such credit monitoring or protection plan shall be made available by the Contractor at its own cost and expense to all individuals affected by the Confidential Information Breach. Such credit monitoring or protection plan shall include, but is not limited to reimbursement for the cost of placing and lifting one (1) security freeze per credit file pursuant to Connecticut General Statutes § 36a-701a. Such credit monitoring or protection plans shall be approved by the State in accordance with this Section and shall cover a length of time commensurate with the circumstances of the Confidential Information Breach. The Contractors' costs and expenses for the credit monitoring and protection plan shall not be recoverable from the Department, any State of Connecticut entity or any affected individuals.
- (d) The Contractor shall incorporate the requirements of this Section in all subcontracts requiring each Contractor Party to safeguard Confidential Information in the same manner as provided for in this Section.
- (e) Nothing in this Section shall supersede in any manner Contractor's or Contractor Party's obligations pursuant to HIPAA or the provisions of this Contract concerning the obligations of the Contractor as a Business Associate of the Department.

**Financial Audit for State Grants.**

For purposes of this paragraph, the word "Contractor" shall be deemed to mean "nonstate entity," as that term is defined in Section 4-230 of the Connecticut General Statutes. The contractor shall provide for an annual financial audit

**PARTICIPATING ADDENDUM  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Ricoh USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 15 of 17

acceptable to the Department for any expenditure of state-awarded funds made by the contractor. Such audit shall include management letters and audit recommendations. The State Auditors of Public Accounts shall have access to all records and accounts for the fiscal year(s) in which the award was made. The contractor will comply with federal and state single audit standards as applicable.

**Lead State Terms that shall not apply to Connecticut.**

The parties hereby agree that any provision in the Standard Terms and Conditions of the National Association of State Procurement Officials, the Nevada's Negotiated Terms and Conditions or the Master Agreement between NASPO and West Publishing Corporation and any of its Exhibits, shall not apply to Connecticut or any of the participating entities from Connecticut if the provision violates sovereign immunity or conflicts with this Participating Addendum. Further the parties agree that in any instance where a provision requires the State to indemnify the Contractor or that the parties are bound by binding arbitration that constitutes a violation of sovereign immunity, and therefore is not applicable.

**Data Storage Devices**

With respect to any Ricoh manufactured Products which contain a hard drive, the options for hard drive security are as set forth in Section 3.7.4 of Attachment CC of the Master Agreement. If desired, Purchasing Entity may engage Contractor to perform the following hard drive services, and the PO shall detail the service:

**Hard Drive Surrender Service.**

Under this option, a Contractor service technician can remove the hard drive from the applicable Product (set forth on a PO) and provide Purchasing Entity with custody of the hard drive before the Product is removed from the Purchasing Entity's location, moved to another department or any other disposition of the Product. The cost for the Hard Drive Surrender Services is \$350 per device.

**Data Overwrite Security System (DOSS).**

For any Ricoh-manufactured Product containing a hard drive, such Product will include Data Overwrite Security System (DOSS). DOSS is a Ricoh product designed to overwrite the sector of the hard drive used for data processing after the completion of each job to prevent recovery. Additionally, DOSS also offers the option of overwriting the entire hard drive up to nine (9) times. There is no cost for the Data Overwrite Security System (DOSS).

The Client Agency and Contractor shall agree prior to hard drive handling what the Client Agency's needs are.



**PARTICIPATING ADDENDUM  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Ricoh USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 16 of 17

**HARD DRIVE REMOVAL PROCEDURE**

Digital copiers which have a hard drive shall not be removed from a state facility before the Contractor uninstalls the hard drive from the digital copier and transfers it to your agency.

Overview of Data Storage Device (hard drive) Removal Procedure

1. State Agency provides the Contractor with a written request to remove the digital copier.

State Agency schedules a date and time for removal of the copier with the Contractor. If you need to reschedule a removal time, you must provide a minimum of twenty four (24) hour notice to the Contractor. The Contractor may charge a rescheduling fee if twenty four (24) hour notice is not provided.

2. State Agency identifies the person(s) ("Duly Authorized Agents") from the agency who will secure the hard drive(s) when removed from the digital copier and maintain the required documentation. It is important to have more than one person identified as a Duly Authorized Agent so pickup cancellations and rescheduling are avoided.
3. State Agency shall have the Data Storage Device Transfer Receipt (attached) completed with as much information as available.

The Contractor will assist with serial numbers, and other identification information. It is required that all hard drives be recorded on the Data Storage Device Transfer Receipt and all information is recorded. The Data Storage Device Transfer Receipt must be signed by both the Contractor and the Duly Authorized Agent. A copy of the signed Data Storage Device Transfer Receipt is to be provided to the Contractor.

4. State Agency shall secure the hard drive and the corresponding Data Storage Device Transfer Receipt. The Duly Authorized agent shall maintain all Data Storage Device Transfer Receipts and secure all Data Storage Devices in accordance with The State of Connecticut, Bureau of Enterprise Systems and Technology (BEST) current procedures regarding the storage and destruction of Data Storage Devices".

Encryption of Data Storage Devices

**PARTICIPATING ADDENDUM  
WCSA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Ricoh USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 17 of 17

In addition to the removal of the hard drives, the Contract specifies that all digital copiers with hard drives will have encryption software installed at the Advanced Encryption Standard 256 ("AES256").

IN WITNESS WHEREOF, the parties have executed this Addendum as of the date of execution by both parties below.

|  |  |
|--|--|
| Participating State:<br>The State of Connecticut | Contractor:<br>Ricoh USA, Inc            |
| By:  | By:                                      |
| Name:<br>Carol S. Wilson                         | Name: Tom Brown                          |
| Title:<br>Director of Procurement                | Title: VP, Government & Higher Education |
| Date: 2/11/16                                    | Date: 1/15/16                            |

If you have questions about this Participating Addendum or the participation process, please contact:

WCSA-NASPO COOPERATIVE PURCHASING ORGANIZATION

|           |  |
|-----------|--|
| Name      | Paul Stembler, Cooperative Development Coordinator                             |
| Telephone | 651-206-3858   |
| E-mail    | <a href="mailto:paul.stembler@wsca-naspo.org">paul.stembler@wsca-naspo.org</a> |

[Fully executed PDF copy of this document should be emailed to [PA@wsca-naspo.org](mailto:PA@wsca-naspo.org) to support documentation of participation and posting in appropriate data bases]



EXHIBIT A

MASTER MAINTENANCE & SALE AGREEMENT

| Client Agency Information |  |       |  |          |
|---------------------------|--|-------|--|----------|
| Legal Name                |  |       |  |          |
| Bill To Address           |  |       |  |          |
| City                      |  | State |  | Zip Code |

This Master Maintenance & Sale Agreement (“Agreement”) sets forth the specific terms and conditions under which Ricoh USA, Inc. (“Contractor”) agrees to sell the specific equipment, software, and/or hardware (“Products”) identified on an Order (defined below) entered into pursuant to WSCA Contract #3091 and/or provide the services identified on an Order (“Services”) entered into hereunder to Customer (defined above) from time to time.

The following terms shall apply to all Service transactions:

1. **Services.** (a) In order to obtain Services from Contractor hereunder, Client Agency will issue a valid and signed purchase order to Contractor or use Client’s P-Card referencing WSCA Contract #3091 and Contract #14PSX0125, (each referred to in this Agreement as an “Order”). Each Order must identify the specific Products to be serviced, the term of the Service engagement, the location at which Services shall be performed and the applicable Service charges (each, a “Service Charge”) for such Order. Contractor may not be responsible to provide Services for the Products, in the event the term or locations are not identified on the Order accepted by Contractor.

(b) Contractor will repair or replace in accordance with the terms and conditions of this Agreement and the manufacturer’s specifications any part of the Products that becomes unserviceable due to normal usage (other than consumable supplies). Failure to permit Contractor to repair or replace the Products shall result in a material breach of this Agreement and excuse Contractor from any and all future performance hereunder subject to the terms and conditions included in WSCA Contract #3091 and Contract #14PSX0125. Replacement parts will be furnished on an exchange basis and will be new, reconditioned or used. Except for hard drives on Customer-owned equipment, all parts removed due to replacement will become the property of Contractor.

(c) The Services provided by Contractor under an Order will not include the following: (i) repairs resulting from misuse (including without limitation improper voltage or the use of supplies that do not conform to the manufacturer’s specifications) or the failure to provide, or the failure of, adequate electrical power, air conditioning or humidity control; (ii) repairs made necessary by service performed by persons other than Contractor representatives; (iii) service calls or work which Client Agency requests to be performed outside of Normal Business Hours (defined below) (unless covered under an extended hour service contract or mutually agreed at time of service call) and Service calls or work which Client Agency requests to be performed on Contractor Holidays (defined below); (iv) removable cassette, copy cabinet, exit trays, or any item not related to the mechanical or electrical operation of the Products; (v) consumable supplies such as paper or staples, unless expressly provided for in this Order; (vi) repairs and/or service calls resulting from attachments not purchased from Contractor; (vii) any software, system support or related connectivity unless specified in writing by Contractor; (viii) parts no longer available from the applicable manufacturer; (ix) electrical work external to the Products, including problems resulting from overloaded or improper circuits; (x) installation or de-installation and/or movement of the Products from one location to another unless specified in writing by Contractor; and (xi) repairs of damage or increase in service time caused by force majeure events. Damage to Products or parts arising from causes beyond the control of Contractor are not covered by this Agreement. Contractor may terminate its Service obligations under any Order for Serviced Products that have been modified, damaged, altered or serviced by personnel other than those employed by Contractor subject to WSCA Contract #3091 and Contract #14PSX0125.

2. **Service Calls.** Service calls will be made during 8:00am – 5:00pm local service time, Monday through Friday (“Normal Business Hours”) at the installation address shown on the applicable Order. Service does not include coverage on Contractor holidays, which include New Year’s Day, Memorial Day, 4<sup>th</sup> of July, Labor Day, Thanksgiving and Christmas Day (collectively, “Contractor Holidays”). Travel and labor-time for the service calls after Normal Business Hours, on weekends and on Contractor Holidays, if and when available and only in the event and to the extent that Contractor agrees to provide such non-standard coverage, will be charged at overtime rates in effect at the time the service call is made. Customer is responsible for disconnecting, repairing and re-connecting unauthorized attachments or components.

3. **Engineering Changes.** Engineering changes, determined applicable by Contractor to maintain the advertised performance of the Products, will be controlled and installed by Contractor. Engineering changes which provide additional capabilities to the Contractor Equipment (defined below) covered herein will be made at Client Agency's request at Contractor's applicable time and material rates then in effect.

4. **Term.** Each Order shall become effective on the effective date of the Order and shall continue for the term identified in the Order subject to any earlier termination exercised under WSCA Contract #3091 and Contract #14PSX0125.

5. **Service Charges.** Client Agency acknowledges and agrees that: (i) alterations, attachments, specification changes, or use by Client Agency of supplies other than those conforming to Contractor’s minimally acceptable written specifications that cause excessive service calls may require an increase in Service Charges; (ii) the transfer of the Products from the location indicated on the applicable Order may result in an increase of Service Charges or the termination of the Order; and (iii) the Toner Inclusive Program (if applicable) is based on manufacturer supply consumption rates. Delivery of supplies will not exceed agreed upon usage without additional charge. Consumption of covered supply products significantly in excess of expected usage may result in additional charges for supplies.

6. **Use Of Recommended Supplies; Meter Readings.** (a) It is not a condition of this Agreement that Client Agency use only Contractor-provided supplies. If Client Agency uses supplies other than those conforming to Contractor’s minimally acceptable written specifications provided to the Client Agency at the time of the execution of this Agreement, including developer, toner, and fuser oil, and if such supplies are defective or not acceptable for use on the Product or cause abnormally frequent service calls

or service problems, then Contractor may, at its option, assess a surcharge or terminate the applicable Order with respect to such Product. If so terminated, Client Agency will be offered Service on a "Per Call" basis at Contractor's then-prevailing time and material rates.

(b) If Contractor determines that Client Agency has used more supplies than the manufacturer's recommended specifications as provided by Contractor, Client Agency will pay reasonable charges for those excess supplies and/or Contractor may refuse Client Agency additional supply shipments without a corresponding charge for the excess supplies. Client Agency agrees to provide Contractor true and accurate meter readings monthly and in any reasonable manner requested by Contractor, whether via telephone, email or otherwise. If accurate meter readings are not provided on a timely basis, Contractor reserves the right to estimate the meter readings from previous meter readings and Client Agency agrees to pay Service Charges based on such estimated meter reads. Appropriate adjustments will be made to subsequent billing cycles following receipt of actual and accurate meter readings.

(c) As part of its Services, Contractor may, at its discretion and dependent upon device capabilities, provide remote meter reading and equipment monitoring services using its @Remote solution. This may allow for automated meter reading and submission, automatic placement of low toner alerts, automatic placement of service calls in the event of a critical Product failure and may enable firmware upgrades. The meter count and other information collected by @Remote ("Data") is sent via the internet to remote servers some of which may be located outside the U.S. **@Remote cannot and does not collect Client Agency document content or user information.** Contractor uses reasonably available technology to maintain the security of the Data; however, Client Agency acknowledges that no one can guaranty security of information maintained on computers and on the internet. Contractor retains full rights to the Data (but not Client Agency documents or information), which it or its authorized third parties may use to service the Serviced Products. Contractor may also use the Data for its normal business purposes including product development and marketing research, however, the Data will not be provided to market research consultants in a form that personally identifies the Client Agency. Contractor may dispose of the Data at any time and without notice. The @Remote technology is the confidential and proprietary information of Contractor and/or its licensors protected by copyright, trade secret and other laws and treaties. Contractor retains full title, ownership and all intellectual property rights in and to @Remote. In the event Client Agency does not rely on automatic meter reading devices or equipment monitoring services; Contractor reserves the right to assess a surcharge for manual meter reads in addition to the Service Charges.

7. **Basic Connectivity Services.** If any software, system support or related connectivity Services or training related to the use of the Products are specifically set forth on an Order and accepted by Contractor, Contractor shall provide any such Services and/or training at the Client Agency's location set forth in the Order, as applicable, or on a remote basis. Client Agency shall provide Contractor with such access to its facilities, networks and systems as may be reasonably necessary for Contractor to perform such Services and/or training. Client Agency acknowledges that Contractor's performance of any such Services and/or training is dependent upon Client Agency's timely and effective performance of its responsibilities as set forth in the Order, as applicable. Unless connectivity Services are specifically identified in the Order as part of the Services to be performed by Contractor, Contractor shall have no obligation to perform and no responsibility for the connection of any hardware or software to any Client Agency network or system.

8. **[Intentionally Deleted.]**

9. **Client Agency Obligations.** Client Agency agrees to provide a proper place for the use of the Products, including but not limited to, electric service, as specified by the manufacturer. Client Agency will provide adequate facilities (at no charge) for use by Contractor representatives in connection with the Service of the Products hereunder within a reasonable distance of the Products. Client Agency agrees to provide such access to its facilities, networks and systems as may be reasonably necessary for Contractor to perform its Services, including but not limited to "360 degree" service access to the Products. Client Agency will provide a key operator for the Products and will make operators available for instruction in use and care of the Products. Unless otherwise agreed upon by Contractor in writing or designated in the applicable Order, all supplies for use with the Serviced Products will be provided by Client Agency and will be available "on site" for servicing.

10. **Order, Delivery and Acceptance.** For Equipment purchases only, Client Agency agrees to confirm delivery of all Products covered by each Order when the same is delivered by signing a delivery and acceptance certificate or written delivery acknowledgement. Client Agency shall have thirty (30) days after receiving goods and/or services to unpack, inspect and use before being invoiced by Contractor. Contractor reserves the right at any time to revoke any credit extended to Client Agency because of Client Agency's failure to pay for any Products when due or for any other credit reason.

11. **Returns; Damaged Products.** No Products may be returned without Contractor's prior written consent. Only consumable goods invoiced within sixty (60) days will be considered for return. Products returned without written authorization from Contractor may not be accepted by Contractor and are the sole responsibility of Client Agency. All nonsaleable merchandise (that has been opened or partially used) will be deducted from any credit due to Client Agency. All claims for damaged Products or delay in delivery shall be deemed waived unless made in writing and delivered to Contractor within ninety (90) days after receipt of Products.

12. **Warranty.** Contractor agrees to perform its Services in a professional manner, consistent with applicable industry standards. For any Products manufactured by Contractor ("Contractor Equipment"), Contractor's warranty is as set forth in the WSCA-NASPO MSA, Contract #3091 and Contractor's response to the solicitation. CLIENT AGENCY ACKNOWLEDGES THAT THE LIMITED WARRANTY CONTAINED HEREIN AND THEREIN DOES NOT ASSURE UNINTERRUPTED OPERATION AND USE OF THE CONTRACTOR EQUIPMENT. In connection with any other Product sale, Contractor shall transfer to Client Agency any Product warranties made by the applicable Product manufacturer, to the extent transferable and without recourse. Physical or electronic copies of any applicable Product warranty will be delivered by Contractor to Client Agency only upon Client Agency's specific written request.

CONTRACTOR ASSUMES NO OBLIGATION TO PROVIDE OR INSTALL ANY ANTI-VIRUS OR SIMILAR SOFTWARE AND THE SCOPE OF SERVICES CONTEMPLATED HEREBY DOES NOT INCLUDE ANY SUCH SERVICES. Client Agency must comply with any applicable license agreement or license terms relating to intangible property or associated services included in any Products, such as periodic software licenses and/or prepaid data base subscription rights ("Software License"), whether pursuant to written, click-through, shrink-wrap or other



## EXHIBIT A

agreements for such purpose, with the third party supplier of the software (“Software Supplier”). Contractor has no right, title or interest in any third-party software. Client Agency is solely responsible for entering into Software Licenses with the applicable Software Supplier.

13. **Data Management.** The parties acknowledge and agree that Contractor shall have no obligation to remove, delete, preserve, maintain or otherwise safeguard any information, images or content retained by or resident in any Products, whether through a digital storage device, hard drive or other electronic medium (“Data Management Services”) unless otherwise noted in Participating Addendum.

### CUSTOMER

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

### RICOH USA, INC.

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

## Exhibit B

### RICOH SERVICE LEVEL AGREEMENT (“SLA”)

#### 1. Client Agency Level SLA

##### 1.1 Purpose

The purpose of this addendum is to define service levels; penalties for the performance of the service levels; as well as provide the Client Agency with a defined replacement process for equipment performing below expectations.

##### 1.2 Client Agency Service Level Agreement

Contractor agrees to maintain the following service levels defined below as targets:

| <b>Performance Criteria</b>   | <b>Target Level</b>                |
|-------------------------------|------------------------------------|
| Average Uptime                | 96% or Better                      |
| Average On-Site Response Time | 4 Hours or Less                    |
| First Time Fix                | 80% of all service calls or better |

These service levels will be measured on a quarterly basis between Contractor and the State.

##### 1.3 Calculation of Service Level Points

Once per quarter, upon written request by the customer, Contractor will produce reporting to be measured against the SLA and points will be assigned according to the following chart. These points will be added to produce a total Service Level score. This score will be used to determine the subsequent penalty according to the following schedule where the penalty can be up to 4% of the previous quarter’s service and supplies billing (expressed as a negative %).

|                        | <b>Target Level</b> | <b>Below Target 1</b> | <b>Below Target 2</b> | <b>Below Target 3</b> | <b>Below Target 4</b> |
|------------------------|---------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| <b>Average Uptime</b>  | 98% or Higher       | 97.9% - 96%           | 95.9% - 94%           | 94.9% - 94%           | 93.9% or lower        |
| <b>Possible Points</b> | 4                   | 3                     | 2                     | 2                     | 0                     |

|  | <b>Target Level</b> | <b>Below Target 1</b> | <b>Below Target 2</b> | <b>Below Target 3</b> | <b>Below Target 4</b> |
|--|---------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| <b>Average On-Site Response Time (in Hours)</b>                          | 4 or Less           | 4.1 – 5               | 5.1 - 6               | 6.1 - 7               | 7.1 or more           |
| <b>Possible Points</b>   | 4                   | 3                     | 2                     | 2                     | 0                     |
|  | <b>Target Level</b> | <b>Below Target 1</b> | <b>Below Target 2</b> | <b>Below Target 3</b> | <b>Below Target 4</b> |
| <b>First Time Fix</b>  | 80% or Higher       | 79.9% - 70%           | 69.9% - 60%           | 59.9% - 50%           | Less than 50%         |
| <b>Possible Points</b>   | 4                   | 3                     | 2                     | 2                     | 0                     |
|  | <b>Target Level</b> | <b>Below Target 1</b> | <b>Below Target 2</b> | <b>Below Target 3</b> | <b>Below Target 4</b> |
| <b>Total Score</b>   | 12 – 10             | 9 – 7                 | 6 - 4                 | 3 – 1                 | 0                     |
| Penalty/Award as a percentage of quarterly service and supplies billings | 0%                  | -2.5%                 | -3.0%                 | -3.5%                 | -4.0%                 |

The penalty shall be awarded to the Client Agency as a credit or by check on the following period's service and supplies invoice.

#### 1.4 Equipment Performance

Contractor guarantees that the Client Agency's fleet specified within any maintenance agreement, for units within the Urban service area, will average the monthly uptime as measured on a quarterly basis by product segment listed below.

| <b>Group</b> | <b>Devices</b>      | <b>Segments</b> | <b>Quarterly Uptime</b> |
|--------------|---------------------|-----------------|-------------------------|
| B            | Copiers Color       | All             | 95%                     |
| C            | Wide Format Devices | All             | 95%                     |
| E            | Digital Duplicators | All             | 95%                     |

If any unit fails to maintain this level of performance for the monthly uptime, excluding service calls caused by operator error that system will be subject to replacement at the Client Agency's discretion on a like-for-like basis with then current technology. Prior to installing a substitute product, Contractor will be allowed sixty (60) days to remedy any quality or reliability issues.

Should Contractor determine that it cannot maintain a unit of Equipment or an Accessory in good working order, Contractor shall, at its own expense, replace such Equipment with another unit of the same product designation as that Equipment (a "replacement unit") and Contractor shall bear all installation, transportation, removal and rigging charges in connection with the installation of such replacement unit; provided, however that (a) the replacement unit may be a



reconditioned and (b) if a replacement unit of the same product designation as the unit of Equipment it replaces is not available, the replacement unit may be a product of substantially similar or greater capabilities.

The replacement unit will be in “as new” condition, both in operation and appearance. In addition, all warranties and maintenance coverage that applied to the removed unit will also apply to the permanent replacement equipment.

A designated factory authorized technician must certify each unit’s ability to produce acceptable impressions with acceptable copies between calls or uptime. The guarantee will remain in effect for the term of the contract or up to five (5) years from the date of acceptance of the Equipment, provided the equipment has not been subjected to abuse or neglect and has been continuously covered by a Maintenance Contract. This replacement policy will remain in effect for the term of the contract and is subject to the Client Agency remaining current with Contractor’s payment requirements.

## **1.5 Additional Contractor Guarantees**

1.5.1 **Training** – On-going training as requested by the Client Agency to be performed within two (2) weeks of requested date for on-site training and two (2) hours for phone/technical support.

To aid end-users after the training session, Contractor provides a manual for every device for reference purposes. In addition, Contractor offers Quick Reference Guides and twenty four (24) -hour toll-free end-user technical support for everyday minor troubleshooting.

1.5.2 **Loaner Unit/Backup Production** – If any unit is inoperable for a period in excess of seventy two (72)hours, Contractor shall provide the Client Agency with either:

- i) A loaner unit of similar speed and capabilities until such time as the unit(s) covered by this agreement are operable, or
- ii) Provide the Client Agency with off-site manned production capabilities to accomplish the work of the unit that is inoperable at the sole cost of the Contractor. Such costs shall be limited to cost of production (service and supplies), equipment, labor, power, transportation of jobs to and from the off-site production facility and facilities.

1.5.3 **Invoicing** – Contractor shall maintain timely, accurate invoicing, less service run impressions, as defined below. The assigned copy machine operators, back-up personnel, and office personnel shall respond in a timely manner to the Contractor's e-mails, facsimiles, and phone calls in providing the readings. Receiving meters from end users is a necessary step in the process of generating a complete and accurate invoice.

Invoices that are generated without receiving the proper meter read information, due to the Client Agency’s failure to provide such meters by the last day of the month, are not considered inaccurate. Failure on the Contractor’s part to maintain these levels as defined shall result in a \$50.00 per instance credit on the following invoice. Client Agency will provide written notice of any such alleged invoicing problem and Contractor will be allowed a thirty (30) day cure period to address any such issue.

| <b>Measurable</b>   | <b>Service Level</b>  |
|---------------------|---|
| Timely Invoicing    | Invoices will be submitted no later than the 25 <sup>th</sup> of the month immediately following the close of a billing period. |
| Accurate Invoicing  | Invoices do not require any credits for miss-billing  |
| Service Impressions | Contractor will credit all service run impressions within the same billing cycle  |

## **2. Reporting and Billing**

- 2.1 **Timely Reporting** – Contractor shall produce reporting for the Client Agency within thirty (30) days of the closing of the reporting period. Failure to do so will result in a penalty of \$5.00 per work day beyond the thirty (30) day period.
- 2.2 **Timely Payment of Administrative Fees** – Contractor shall produce payment for any Client Agency Specific Administrative Fee within sixty (60) days of the closing of the reporting period. Failure to do so will result in a penalty of \$5.00 per work day beyond the sixty (60) day period.
- 2.3 **Accuracy of Reporting** – The Client Agency may request at any point proof of the reporting accuracy through the data set supporting the reporting. If the Client Agency has reason to believe that multiple and systemic reporting errors exist, that cannot be corrected to the Client Agency’s reasonable satisfaction; the Client Agency may require an audit by a third party whereby the Contractor will provide supporting documentation to allow such third party to confirm the accuracy of the reporting. If errors are found, the Contractor must reimburse the Client Agency for the cost of the auditor as well as correcting any administrative fee errors.
- 2.4 **Accuracy of Billing** – The Client Agency may request at any point proof of the billing accuracy through the data set supporting the billing. If the Client Agency has reason to believe that multiple and systemic billing errors exist, that cannot be corrected to the Client Agency’s reasonable satisfaction; the Client Agency may require an audit by a third party whereby the Contractor will provide supporting documentation to allow such third party to confirm the accuracy of the reporting. If errors are found, the Contractor must reimburse the Client Agency for the cost of the auditor as well as correcting any billing errors provided.
- 2.5 **Penalties** – All penalties under this, section two (2) of the Service Level Agreement, shall be payable to the Client Agency.

## MSRP LIST PRICING GROUP B - PRODUCTION COPIERS

Vendor Name: Ricoh USA

| Pricing Item  | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                             |                             |                             |                             |                              |                              |                             |                              |                             |                             |
|---|--|-----------------------------|-----------------------------|-----------------------------|-----------------------------|------------------------------|------------------------------|-----------------------------|------------------------------|-----------------------------|-----------------------------|
|   | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119)       | B6<br>B&W<br>(91-119)       | B6<br>Color/B&W<br>(91-119) | B6<br>Color/B&W<br>(91-119) | B7<br>Color/B&W<br>(120-139) | B7<br>Color/B&W<br>(120-139) | B8<br>B&W<br>(140-159)      | B8<br>Color/B&W<br>(140-159) | B9<br>B&W<br>(160+)         | B9<br>Color/B&W<br>(160+)   |
| Make  | Ricoh  | Ricoh                       | Ricoh                       | Ricoh                       | Kodak                       | Ricoh                        | Kodak                        | Kodak                       |                              | Kodak                       | Kodak                       |
| Model   | Pro 8100EX   | Pro 8100S                   | Pro 8110S                   | Pro C9100                   | SX3300                      | Pro C9110                    | SX3900                       | DM HD 150                   |                              | DM HD 300                   | Recon 2500                  |
| Marking Engine                                      | \$ 40,000.00   | \$ 44,488.00                | \$ 55,488.00                | \$ 127,500.00               | \$ 642,000.00               | \$ 157,500.00                | \$ 682,000.00                | \$ 150,000.00               |                              | \$ 190,000.00               | \$ 489,000.00               |
| <b>Paper Handling</b>                               |  |                             |                             |                             |                             |                              |                              |                             |                              |                             |                             |
| ADF   | Standard   | Standard                    | Standard                    | N/A                         | N/A                         | N/A                          | N/A                          | N/A                         |                              | N/A                         | N/A                         |
| RADF  | N/A  | N/A                         | N/A                         | N/A                         | N/A                         | N/A                          | N/A                          | N/A                         |                              | N/A                         | N/A                         |
| Scan Station  | N/A  | Standard                    | Standard                    | N/A                         | N/A                         | N/A                          | N/A                          | N/A                         |                              | N/A                         | N/A                         |
| Platen Cover  | Standard   | Standard                    | Standard                    | N/A                         | N/A                         | N/A                          | N/A                          | N/A                         |                              | N/A                         | N/A                         |
| Color Scanner                                       | \$ 4,488.00  | Standard                    | Standard                    | N/A                         | N/A                         | N/A                          | N/A                          | N/A                         |                              | N/A                         | N/A                         |
| <i>Additional Option (please describe here)</i>     | See Master Pricing Schedule  | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule  | See Master Pricing Schedule  | See Master Pricing Schedule |                              | See Master Pricing Schedule | See Master Pricing Schedule |
| <b>Paper Feeding</b>                                |  |                             |                             |                             |                             |                              |                              |                             |                              |                             |                             |
| Base Cabinet  | N/A  | N/A                         | N/A                         | \$ 14,052.00                | Standard                    | \$ 14,052.00                 | Standard                     | Standard                    |                              | Standard                    | Standard                    |
| Additional Paper Drawer                             | N/A  | N/A                         | N/A                         | See Master Pricing Schedule | N/A                         | See Master Pricing Schedule  | N/A                          | \$ 18,400.00                |                              | \$ 18,400.00                | N/A                         |
| Paper-Feed Units                                    | N/A  | N/A                         | N/A                         | See Master Pricing Schedule | \$ 86,200.00                | See Master Pricing Schedule  | \$ 86,000.00                 | \$ 36,800.00                |                              | KHB694158A00 & above        | N/A                         |
| Bypass Paper Supply                                 | \$ 1,470.00  | \$ 1,470.00                 | \$ 1,470.00                 | \$ 1,952.00                 | N/A                         | \$ 1,952.00                  | N/A                          | N/A                         |                              | N/A                         | N/A                         |
| Large Capacity Tray (small sheet)                   | \$ 5,093.00  | \$ 5,093.00                 | \$ 5,093.00                 | N/A                         | \$ 36,000.00                | N/A                          | \$ 36,000.00                 | See Master Pricing Schedule |                              | See Master Pricing Schedule | N/A                         |
| Large Capacity Tray (large sheet)                   | \$ 9,555.00  | \$ 9,555.00                 | \$ 9,555.00                 | N/A                         | See Master Pricing Schedule | N/A                          | See Master Pricing Schedule  | See Master Pricing Schedule |                              | See Master Pricing Schedule | See Master Pricing Schedule |
| <i>Additional Option (please describe here)</i>     | See Master Pricing Schedule  | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule  | See Master Pricing Schedule  | See Master Pricing Schedule |                              | See Master Pricing Schedule | See Master Pricing Schedule |
| <b>Finishing</b>                                    |  |                             |                             |                             |                             |                              |                              |                             |                              |                             |                             |
| Output Tray   | N/A  | N/A                         | N/A                         |                             | N/A                         |                              | N/A                          | Standard                    |                              | Standard                    | N/A                         |
| Internal / Wing Finisher                            |  |                             |                             | \$ 6,862.00                 | N/A                         | \$ 6,862.00                  | N/A                          | Standard                    |                              | Standard                    | N/A                         |
| 3 - Hole Punch                                      |  |                             |                             | \$ 1,050.00                 | N/A                         | \$ 1,050.00                  | N/A                          | \$ 39,300.00                |                              | \$ 39,300.00                | N/A                         |
| Basic Office Finisher                               | \$ 6,862.00  | \$ 6,862.00                 | \$ 6,862.00                 |                             | N/A                         |                              | N/A                          | N/A                         |                              | N/A                         | N/A                         |
| 3 - Hole Punch                                      | \$ 1,050.00  | \$ 1,050.00                 | \$ 1,050.00                 | \$ 1,050.00                 | N/A                         | \$ 1,050.00                  | N/A                          | N/A                         |                              | N/A                         | N/A                         |
| Saddle Stitch Finishing                             | N/A  | N/A                         | N/A                         | \$ 12,390.00                | N/A                         | \$ 12,390.00                 | N/A                          | N/A                         |                              | N/A                         | N/A                         |
| <i>Additional Option (please describe here)</i>     | See Master Pricing Schedule  | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule  | See Master Pricing Schedule  | See Master Pricing Schedule |                              | See Master Pricing Schedule | See Master Pricing Schedule |
| Advanced Office Finisher                            | \$ 12,390.00   | \$ 12,390.00                | \$ 12,390.00                |                             | N/A                         |                              | N/A                          | N/A                         |                              | N/A                         | N/A                         |
| 3 - Hole Punch                                      | \$ 1,050.00  | \$ 1,050.00                 | \$ 1,050.00                 | \$ 1,050.00                 | N/A                         | \$ 1,050.00                  | N/A                          | N/A                         |                              | N/A                         | N/A                         |
| Saddle Stitch Finishing                             | Standard   | Standard                    | Standard                    | \$ 18,654.00                | N/A                         | \$ 18,654.00                 | N/A                          | N/A                         |                              | N/A                         | N/A                         |
| <i>Additional Option (please describe here)</i>     | See Master Pricing Schedule  | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule  | See Master Pricing Schedule  | See Master Pricing Schedule |                              | See Master Pricing Schedule | See Master Pricing Schedule |
| Past Process Insertion                              | \$ 3,675.00  | \$ 3,675.00                 | \$ 3,675.00                 | \$ 3,675.00                 | N/A                         | \$ 3,675.00                  | N/A                          | \$ 33,000.00                |                              | \$ 33,000.00                | N/A                         |
| <i>Additional Option (please describe here)</i>     | See Master Pricing Schedule  | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule  | See Master Pricing Schedule  | See Master Pricing Schedule |                              | See Master Pricing Schedule | See Master Pricing Schedule |
| <b>Connectivity / Security</b>                      |  |                             |                             |                             |                             |                              |                              |                             |                              |                             |                             |
| Network Connectivity Kit                            | \$ 750.00  | \$ 750.00                   | \$ 750.00                   | See Master Pricing Schedule | Standard                    | See Master Pricing Schedule  | Standard                     | Standard                    |                              | Standard                    | Standard                    |
| Hard Drive Security Kit                             | \$ 960.00  | \$ 960.00                   | \$ 960.00                   | See Master Pricing Schedule | Standard                    | See Master Pricing Schedule  | Standard                     | Standard                    |                              | Standard                    | Standard                    |
| Network Security Kit                                | Standard   | Standard                    | Standard                    | Standard                    | Standard                    | Standard                     | Standard                     | Standard                    |                              | Standard                    | Standard                    |
| Power Protection Unit                               | \$ 365.62  | \$ 365.62                   | \$ 365.62                   | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule  | See Master Pricing Schedule  | See Master Pricing Schedule |                              | See Master Pricing Schedule | See Master Pricing Schedule |
| <i>Additional Option (please describe here)</i>     | See Master Pricing Schedule  | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule  | See Master Pricing Schedule  | See Master Pricing Schedule |                              | See Master Pricing Schedule | See Master Pricing Schedule |
| <b>Accessibility Options</b>                        |  |                             |                             |                             |                             |                              |                              |                             |                              |                             |                             |
| <i>Accessibility Option (please describe here)</i>  | N/A  | N/A                         | N/A                         | N/A                         | N/A                         | N/A                          | N/A                          | N/A                         |                              | N/A                         | N/A                         |
| <i>Accessibility Option (please describe here)</i>  | See Master Pricing Schedule  | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule  | See Master Pricing Schedule  | See Master Pricing Schedule |                              | See Master Pricing Schedule | See Master Pricing Schedule |
| <b>Software Options</b>                             |  |                             |                             |                             |                             |                              |                              |                             |                              |                             |                             |
| Advanced Scanning Software                          |  | Standard                    | Standard                    |                             |                             |                              |                              |                             |                              |                             |                             |
| GlobalScan NX V2 Server 5 and License               | \$ 1,350.00  | \$ 1,350.00                 | \$ 1,350.00                 | \$ 1,350.00                 | \$ 1,350.00                 | \$ 1,350.00                  | \$ 1,350.00                  | \$ 1,350.00                 |                              | \$ 1,350.00                 | \$ 1,350.00                 |
| Nuance Equitrac PCC - E05/EES; Embedde Device ar    | \$ 1,245.00  | \$ 1,245.00                 | \$ 1,245.00                 | \$ 1,245.00                 | \$ 1,245.00                 | \$ 1,245.00                  | \$ 1,245.00                  | \$ 1,245.00                 |                              | \$ 1,245.00                 | \$ 1,245.00                 |
| NSI AutoStore Express Device Lic and Workflow Devi  | \$ 2,194.00  | \$ 2,194.00                 | \$ 2,194.00                 | \$ 2,194.00                 | \$ 2,194.00                 | \$ 2,194.00                  | \$ 2,194.00                  | \$ 2,194.00                 |                              | \$ 2,194.00                 | \$ 2,194.00                 |
| <i>Additional Option (please describe here)</i>     | See Master Pricing Schedule  | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule  | See Master Pricing Schedule  | See Master Pricing Schedule |                              | See Master Pricing Schedule | See Master Pricing Schedule |
| Advanced Scanning Interface Software                |  | Standard                    | Standard                    |                             |                             |                              |                              |                             |                              |                             |                             |
| Kofax Capture Standard 1 concurrent station, image  | \$ 4,805.00  | \$ 4,805.00                 | \$ 4,805.00                 | \$ 4,805.00                 | \$ 4,805.00                 | \$ 4,805.00                  | \$ 4,805.00                  | \$ 4,805.00                 |                              | \$ 4,805.00                 | \$ 4,805.00                 |
| <i>Additional Option (please describe here)</i>     | See Master Pricing Schedule  | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule  | See Master Pricing Schedule  | See Master Pricing Schedule |                              | See Master Pricing Schedule | See Master Pricing Schedule |
| Simple Account Software                             |  | Standard                    | Standard                    |                             |                             |                              |                              |                             |                              |                             |                             |
| Streamline NX 1 Device Base License, Secure Print M | \$ 1,379.00  | \$ 1,379.00                 | \$ 1,379.00                 | \$ 1,379.00                 | \$ 1,379.00                 | \$ 1,379.00                  | \$ 1,379.00                  | \$ 1,379.00                 |                              | \$ 1,379.00                 | \$ 1,379.00                 |
| @Remote Office Appliance                            | \$ 889.00  | \$ 889.00                   | \$ 889.00                   | \$ 889.00                   | \$ 889.00                   | \$ 889.00                    | \$ 889.00                    | \$ 889.00                   |                              | \$ 889.00                   | \$ 889.00                   |
| <i>Additional Option (please describe here)</i>     | See Master Pricing Schedule  | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule  | See Master Pricing Schedule  | See Master Pricing Schedule |                              | See Master Pricing Schedule | See Master Pricing Schedule |
| Advance Accounting Software                         |  |                             |                             |                             |                             |                              |                              |                             |                              |                             |                             |
| NSI Output Manager Enterprise MFD Client License    | \$ 899.00  | \$ 899.00                   | \$ 899.00                   | \$ 899.00                   | \$ 899.00                   | \$ 899.00                    | \$ 899.00                    | \$ 899.00                   |                              | \$ 899.00                   | \$ 899.00                   |
| Nuance Equitrac PCC - E05/EES; Embedde Device ar    | \$ 1,295.00  | \$ 1,295.00                 | \$ 1,295.00                 | \$ 1,295.00                 | \$ 1,295.00                 | \$ 1,295.00                  | \$ 1,295.00                  | \$ 1,295.00                 |                              | \$ 1,295.00                 | \$ 1,295.00                 |
| <i>Additional Option (please describe here)</i>     | See Master Pricing Schedule  | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule | See Master Pricing Schedule  | See Master Pricing Schedule  | See Master Pricing Schedule |                              | See Master Pricing Schedule | See Master Pricing Schedule |

**Notes:**  
Basic network connect fees are included in marking engine pricing.  
Maintenance and Support is required for all software options. The M&S support pricing can be found on the Master Pricing Schedule.

# Discount from MSRP Worksheet

## Group B - Production Copiers

**Vendor Name: Ricoh USA**

| Pricing Item   | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                             |                        |                              |                        |                              |                     |                           |
|--|--|-----------------------------|------------------------|------------------------------|------------------------|------------------------------|---------------------|---------------------------|
|  | B6<br>B&W<br>(91-119)  | B6<br>Color/B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>Color/B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B8<br>Color/B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>Color/B&W<br>(160+) |
| <b>Make</b>  | <b>Ricoh</b>   | <b>Ricoh</b>                | <b>Ricoh</b>           | <b>Ricoh</b>                 | <b>Kodak</b>           |                              | <b>Kodak</b>        |                           |
| Marking Engine - Discount  | 65.00%   | 22.00%                      | 64.00%                 | 22.00%                       | 20.00%                 |                              | 20.00%              |                           |
| Accessories (Paper Handling, Paper Feeding, Finishing, Facsimile) Discount | 30.00%   | 0.00%                       | 30.00%                 | 0.00%                        | 0.00%                  |                              | 0.00%               |                           |
| Connectivity / Security Discount   | 0.00%  | 0.00%                       | 0.00%                  | 0.00%                        | 0.00%                  |                              | 0.00%               |                           |
| Accessibility Options Discount   | 30.00%   | 0.00%                       | 30.00%                 | 0.00%                        | 0.00%                  |                              | 0.00%               |                           |
| Software Discount  | 0.00%  | 0.00%                       | 0.00%                  | 0.00%                        | 0.00%                  |                              | 0.00%               |                           |

**NOTE: Discount must be shown in percent format.**



Group B - Production Copiers  
Consumable Supply Pricing

Ricoh USA

WSCA Nevada For Supplies purchased seperately when customers acquire a parts and service only option

| SUPPLIES (Prices Per Unit)               |   |                  |                                       |                        |                 |        |            |
|--|---|------------------|---------------------------------------|------------------------|-----------------|--------|------------|
| Current Production Models                |   |                  |                                       |                        |                 |        |            |
| Models                                   | Description (Prices Per Unit)   | Yield Per Carton | Unit Packaging                        | Oracle Unit of Measure | Reorder Numbers | SRP    | WSCA PRICE |
| <b>B/W COPIER MULTIFUNCTIONAL</b>        |   |                  |                                       |                        |                 |        |            |
| Ricoh Pro 8100EX / 8100s / 8200s / 8210s | Pro Toner 8100S   | 328,000          | 4 - Bottles/Ctn.                      | CTN                    | 828277          | 517.12 | 413.70     |
|  | Refill Staple Type T for SR5020 (Saddle Stitch)   | 10,000           | 2 - Ctgs; 5,000 Staples per Cartridge | CTN                    | 415010          | 44.81  | 35.85      |
|  | Staple Type M for SR5000/SR5020 (Usual Staple)  | 5,000            | 1 - Ctrg; 5,000 Staples per Cartridge | CTN                    | 413013          | 98.88  | 79.10      |
|  | Staple Refill Type M for SR5000/SR5020 Usual Staple)  | 25,000           | 5 - Ctgs; 5,000 Staples per Cartridge | CTN                    | 413026          | 216.30 | 173.04     |
| BK5030 Finisher                          | Staple Cartridge Type BK 5030; 5000 per Ctrg. (3 Ctrg./Ctn)   | 15,000           | 3 - Ctgs; 5,000 Staples per Cartridge | CTN                    | 404461          | 127.72 | 102.18     |
| RB5000                                   | Glue Supply Type A; 1 Bag (EA)  | 1,300            | 1 - Bag                               | EA                     | 404103          | 312.09 | 249.67     |
| RB5000                                   | Ring Supply Type A White 100; 5 - sets of 75 (CTN)  | 375              | 5 - Sets of 75                        | CTN                    | 404117          | 342.48 | 273.98     |
| RB5000                                   | Ring Supply Type A Black 100; 5 - sets of 75 (CTN)  | 375              | 5 - Sets of 75                        | CTN                    | 404118          | 342.48 | 273.98     |
| RB5000                                   | Ring Supply Type A White; 50 5 - sets of 75 (CTN)   | 375              | 5 - Sets of 75                        | CTN                    | 404119          | 282.22 | 225.78     |
| RB5000                                   | Ring Supply Type A White Black; 5 - sets of 75 (CTN)  | 375              | 5 - Sets of 75                        | CTN                    | 404120          | 282.22 | 225.78     |
| <b>PRO C9100/9110 Series</b>             | Pro Print Cartridge Black C9100   | 58,000 *         | 1 - 1,508g. Bottle                    | EA                     | 828380          | 226.79 | 181.43     |
|  | Pro Print Cartridge Yellow C9100  | 48,000 *         | 1 - 1,508g. Bottle                    | EA                     | 828381          | 239.46 | 191.57     |
|  | Pro Print Cartridge Magenta C9100   | 48,000 *         | 1 - 1,508g. Bottle                    | EA                     | 828382          | 239.46 | 191.57     |
|  | Pro Print Cartridge Cyan C9100  | 48,000 *         | 1 - 1,508g. Bottle                    | EA                     | 828383          | 239.46 | 191.57     |
|  | Ring Supply Type A White 100  | 375 Booklets     | 5 - Sets of 75                        | CTN                    | 404117          | 342.48 | 304.43     |
|  | Ring Supply Type A Black 100  | 375 Booklets     | 5 - Sets of 75                        | CTN                    | 404118          | 342.48 | 304.43     |
|  | Ring Supply Type A White 50   | 375 Booklets     | 5 - Sets of 75                        | CTN                    | 404119          | 282.22 | 250.86     |
|  | Ring Supply Type A Black 50   | 375 Booklets     | 5 - Sets of 75                        | CTN                    | 404120          | 282.22 | 250.86     |
|  | Glue Supply Type A for GB5010   | 1,300            | 1 - Bag                               | EA                     | 404103          | 312.09 | 277.41     |
|  | Staple Set Type M for SR5050/SR5060   | 5,000            | 1 x 5,000/Ctn.                        | CTN                    | 413013          | 98.88  | 87.89      |
|  | Staple Refill Type M for SR5050/SR5060 (Usual Staple)   | 25,000           | 5 x 5,000/Ctn.                        | CTN                    | 413026          | 216.30 | 192.27     |
|  | Staple Set Type U for SR5060  | 5,000            | 1 x 5,000/Ctn.                        | CTN                    | 404235          | 86.52  | 76.91      |
|  | Staple Refill Type T for SR5060   | 10,000           | 2 x 5,000/Ctn.                        | CTN                    | 415010          | 44.81  | 39.83      |
|  | Staple Set Type BK5030 for PBM350/PBM500 Booklet Maker  | 15,000           | 3 x 5,000/Ctn.                        | CTN                    | 404461          | 127.72 | 113.53     |
|  | <b>No Starter Toners</b>  |                  |                                       |                        |                 |        |            |
|  | * Yield based on recommended average monthly copy volume, 8-1/2" x 11" paper, 35% coverage (8.75% for each color), duplex 80%, 50P/J. |                  |                                       |                        |                 |        |            |

## Cost Per Copy (CPC) with Minimums

### Group B - Production Copiers

Vendor Name: Ricoh USA

| Group B - Production Copiers B&W and Color/B&W Segments | Monthly Volume Range | Monthly Target Volume | CPC for First 30% of B&W Volume | First 30% of Volume | CPC for all B&W copies made after the first 30% | CPC for each Color copy made | Model      |
|---|----------------------|-----------------------|---------------------------------|---------------------|---|------------------------------|------------|
| B6 B&W (91-119)   | 20,000 - 110,000     | 99,000                | \$ 0.0141                       | 29,700              | \$ 0.00390                                      |                              | Pro 8100EX |
| B6 B&W (91-119)   | 20,000 - 110,000     | 99,000                | \$ 0.0156                       | 29,700              | \$ 0.00390                                      |                              | Pro 8100S  |
| B6 B&W (91-119)   | 30,000 - 160,000     | 134,400               | \$ 0.0142                       | 40,320              | \$ 0.0037                                       |                              | Pro 8110S  |
| B6 Color/B&W (91-119)                                   |                      |                       |                                 | 0                   |   |                              |            |
| B7 B&W (120-139)  | 40,000 - 275,000     | 195,000               | \$ 0.0126                       | 58,500              | \$ 0.0035                                       |                              | Pro 8120S  |
| B7 B&W (120-139)  | 275,000 - 550,000    | 300,000               | \$ 0.0258                       | 90,000              | \$ 0.0067                                       |                              | DM HD 125  |
| B7 Color/B&W (120-139)                                  |                      |                       |                                 | 0                   |   |                              |            |
| B8 B&W (140-159)  | 550,000 - 1,000,000  | 750,000               | \$ 0.0180                       | 225,000             | \$ 0.0063                                       |                              | DM HD 150  |
| B8 Color/B&W (140-159)                                  |                      |                       |                                 | 0                   |   |                              |            |
| B9 B&W (160+)   | 1,000,000 -+         | 1,250,000             | \$ 0.0152                       | 375,000             | \$ 0.0063                                       |                              | DM HD 300  |
| B9 Color/B&W (160+)                                     |                      |                       |                                 | 0                   |   |                              |            |

**Notes:**

*Cost Per copy pricing above is based on 60 month term with volume minimum*

*For cost per copy pricing for 36 or 48 months, please see WSCA CPC Master Price Schedule*

*Cost per copy pricing for other terms can be created using the same formula upon request.*

*CPC pricing below is based on Standard Zone. Contractual uplifts apply for non standard zone placements*



# Cost Per Copy (CPC) without Minimums

## Group B - Production Copiers

Vendor Name: Ricoh USA

| Group B - Production Copiers B&W and Color/B&W Segments | Monthly Volume Range | Monthly Target Volume | CPC for First 30% of B&W Volume | First 30% of Volume | CPC for all B&W copies made after the first 30% | CPC for each Color copy made | Model      |
|---|----------------------|-----------------------|---------------------------------|---------------------|---|------------------------------|------------|
| B6 B&W (91-119)   | 20,000 - 110,000     | 99,000                | \$ 0.0161                       | 29,700              | \$ 0.00390                                      |                              | Pro 8100EX |
| B6 B&W (91-119)   | 20,000 - 110,000     | 99,000                | \$ 0.0179                       | 29,700              | \$ 0.00390                                      |                              | Pro 8100S  |
| B6 B&W (91-119)   | 30,000 - 160,000     | 134,400               | \$ 0.0163                       | 40,320              | \$ 0.0037                                       |                              | Pro 8110S  |
| B6 Color/B&W (91-119)                                   |                      |                       |                                 | 0                   |   |                              |            |
| B7 B&W (120-139)  | 40,000 - 275,000     | 195,000               | \$ 0.0144                       | 58,500              | \$ 0.0035                                       |                              | Pro 8120S  |
| B7 B&W (120-139)  | 275,000 - 550,000    | 300,000               | \$ 0.0296                       | 90,000              | \$ 0.0067                                       |                              | DM HD 125  |
| B7 Color/B&W (120-139)                                  |                      |                       |                                 | 0                   |   |                              |            |
| B8 B&W (140-159)  | 550,000 - 1,000,000  | 750,000               | \$ 0.0203                       | 225,000             | \$ 0.0063                                       |                              | DM HD 150  |
| B8 Color/B&W (140-159)                                  |                      |                       |                                 | 0                   |   |                              |            |
| B9 B&W (160+)   | 1,000,000 -+         | 1,250,000             | \$ 0.0170                       | 375,000             | \$ 0.0063                                       |                              | DM HD 300  |
| B9 Color/B&W (160+)                                     |                      |                       |                                 | 0                   |   |                              |            |

**Notes:**

Cost Per copy pricing above is based on 60 month term without volume minimum

For cost per copy pricing for 36 or 48 months, please see WSCA CPC Master Price Schedule

Cost per copy pricing for other terms can be created using the same formula upon request.

CPC pricing below is based on Standard Zone. Contractual uplifts apply for non standard zone placements

**MSRP List Pricing Worksheet**  
**Group C - Wide Format Devices (Black and White /Color)**

| Vendor Name: Ricoh USA                              |   |                                  |                                  |  |  |                             |                                 |
|---|---|----------------------------------|----------------------------------|--|--|-----------------------------|---------------------------------|
| Pricing Item  | Group C - Wide Format Devices<br>Includes B&W and Color/B&W<br>SEGMENTS               |                                  |                                  |  |  |                             |                                 |
|   | Low<br>B&W<br>(500-10,000)  | Low<br>Color/B&W<br>(500-10,000) | Medium<br>B&W<br>(10,001-50,000) | Medium<br>Color/B&W<br>(10,001-50,000) | Medium<br>Color/B&W<br>(10,001-50,000)   | High<br>B&W<br>(50,0001+)   | High<br>Color/B&W<br>(50,0001+) |
| Make  | Rico / Savin / Lanier   |                                  | Rico / Savin / Lanier            |  | Rico / Savin / Lanier  |                             | Rico / Savin / Lanier           |
| Model   | Rico MP W3601 w/PlotWorks /<br>Savin 3406WD w/PlotWorks /<br>Lanier LW426 w/PlotWorks |                                  | MP CW2200SP                      |  | Rico Aficio MP W5100en<br>w/PlotWorks / Savin en5100WD<br>w/PlotWorks / Lanier LW5100en<br>w/PlotWorks |                             | Pro L4130                       |
| Marking Engine                                      | \$ 14,077.00  | \$ 14,500.00                     | \$ 36,999.00                     | \$ 36,235.29                           | \$ 37,884.00   | \$ 48,020.00                |                                 |
| Paper Handling                                      |   |                                  |                                  |  |  |                             |                                 |
| ADF   | Standard  | Standard                         | Standard                         | Standard                               | Standard   | Standard                    |                                 |
| Scan Station  | \$ 2,116.00   | Standard                         | \$ 1,353.00                      | Standard                               | Standard   | \$ 1,353.00                 |                                 |
| Platen Cover  | N/A   | N/A                              | N/A                              | N/A                                    | N/A  | N/A                         |                                 |
| Color Scanner                                       | Standard  | Standard                         | Standard                         | Standard                               | Standard   | Standard                    |                                 |
| Additional Option (please describe here)            | See Master Pricing Schedule   | See Master Pricing Schedule      | See Master Pricing Schedule      | See Master Pricing Schedule            | See Master Pricing Schedule  | See Master Pricing Schedule | See Master Pricing Schedule     |
| Paper Feeding                                       |   |                                  |                                  |  |  |                             |                                 |
| Roll Width  | Up to 36 inches   | up to 36 inches                  | Up to 36 inches                  | up to 54 inches                        | up to 63 inches  | Up to 36 inches             |                                 |
| Additional Roll Width (optional)                    | N/A   | N/A                              | N/A                              | N/A                                    | N/A  | N/A                         |                                 |
| Additional Option (please describe here)            | See Master Pricing Schedule   | See Master Pricing Schedule      | See Master Pricing Schedule      | See Master Pricing Schedule            | See Master Pricing Schedule  | See Master Pricing Schedule | See Master Pricing Schedule     |
| Finishing   |   |                                  |                                  |  |  |                             |                                 |
| Output Tray   | Standard  | Standard                         | Standard                         | Standard                               | Standard   | Standard                    |                                 |
| Rear Stacker  | \$ 410.00   |                                  | N/A                              |  |  | N/A                         |                                 |
| Additional Option (please describe here)            | See Master Pricing Schedule   | See Master Pricing Schedule      | See Master Pricing Schedule      | See Master Pricing Schedule            | See Master Pricing Schedule  | See Master Pricing Schedule | See Master Pricing Schedule     |
| Connectivity / Security                             |   |                                  |                                  |  |  |                             |                                 |
| Network Connectivity Kit                            | \$ 450.00   | \$ 450.00                        | \$ 450.00                        | \$ 450.00                              | \$ 450.00  | \$ 450.00                   |                                 |
| Hard Drive Security Kit                             | Standard  | Standard                         | Standard                         | Standard                               | Standard   | Standard                    |                                 |
| Network Security Kit                                | Standard  | Standard                         | Standard                         | Standard                               | Standard   | Standard                    |                                 |
| Power Protection Unit                               | \$ 346.00   | \$ 346.00                        | \$ 365.62                        | \$ 365.62                              | \$ 365.62  | \$ 365.62                   |                                 |
| Additional Option (please describe here)            | See Master Pricing Schedule   | See Master Pricing Schedule      | See Master Pricing Schedule      | See Master Pricing Schedule            | See Master Pricing Schedule  | See Master Pricing Schedule | See Master Pricing Schedule     |
| Accessibility Options                               |   |                                  |                                  |  |  |                             |                                 |
| Accessibility Option (please describe here)         | N/A   | N/A                              | N/A                              | N/A                                    | N/A  | N/A                         |                                 |
| Software Options                                    |   |                                  |                                  |  |  |                             |                                 |
| Advanced Scanning Software                          | Standard  |                                  | Standard                         |  |  | Standard                    |                                 |
| GlobalScan NX V2 Server 5 and License               | \$ 1,350.00   | \$ 1,350.00                      | \$ 1,350.00                      | \$ 1,350.00                            | \$ 1,350.00  | \$ 1,350.00                 |                                 |
| Nuance Equitrac PCC - EO5/EE5: Embedde Device ar    | \$ 1,245.00   | \$ 1,245.00                      | \$ 1,245.00                      | \$ 1,245.00                            | \$ 1,245.00  | \$ 1,245.00                 |                                 |
| NSI AotoStore Express Device Lic and Workflow Dev   | \$ 2,194.00   | \$ 2,194.00                      | \$ 2,194.00                      | \$ 2,194.00                            | \$ 2,194.00  | \$ 2,194.00                 |                                 |
| Additional Option (please describe here)            | See Master Pricing Schedule   | See Master Pricing Schedule      | See Master Pricing Schedule      | See Master Pricing Schedule            | See Master Pricing Schedule  | See Master Pricing Schedule | See Master Pricing Schedule     |
| Advanced Scanning Interface Software                | Included  |                                  | Included                         |  |  | Included                    |                                 |
| Kofax Capture Standard 1 concurrent station, Image  | \$ 4,805.00   | \$ 4,805.00                      | \$ 4,805.00                      | \$ 4,805.00                            | \$ 4,805.00  | \$ 4,805.00                 |                                 |
| Additional Option (please describe here)            | See Master Pricing Schedule   | See Master Pricing Schedule      | See Master Pricing Schedule      | See Master Pricing Schedule            | See Master Pricing Schedule  | See Master Pricing Schedule | See Master Pricing Schedule     |
| Simple Account Software                             |   |                                  |                                  |  |  |                             |                                 |
| Streamline NX 1 Device Base License, Secure Print N | \$ 1,379.00   | \$ 1,379.00                      | \$ 1,379.00                      | \$ 1,379.00                            | \$ 1,379.00  | \$ 1,379.00                 |                                 |
| @Remote Office Appliance                            | \$ 889.00   | \$ 889.00                        | \$ 889.00                        | \$ 889.00                              | \$ 889.00  | \$ 889.00                   |                                 |
| Additional Option (please describe here)            | See Master Pricing Schedule   | See Master Pricing Schedule      | See Master Pricing Schedule      | See Master Pricing Schedule            | See Master Pricing Schedule  | See Master Pricing Schedule | See Master Pricing Schedule     |
| Advance Accounting Software                         |   |                                  |                                  |  |  |                             |                                 |
| NSI Output Manager Enterprise MFD Client License    | \$ 899.00   | \$ 899.00                        | \$ 899.00                        | \$ 899.00                              | \$ 899.00  | \$ 899.00                   |                                 |
| Nuance Equitrac PCC - EO5/EE5: Embedde Device ar    | \$ 1,295.00   | \$ 1,295.00                      | \$ 1,295.00                      | \$ 1,295.00                            | \$ 1,295.00  | \$ 1,295.00                 |                                 |
| Additional Option (please describe here)            | See Master Pricing Schedule   | See Master Pricing Schedule      | See Master Pricing Schedule      | See Master Pricing Schedule            | See Master Pricing Schedule  | See Master Pricing Schedule | See Master Pricing Schedule     |

**Notes:**  
Basic network connect fees are included in marking engine pricing.  
Maintenance and support is required for all software options. The M&S support pricing can be found on the Master Pricing Schedule.

**Discount from MSRP Worksheet**  
**Group C - Wide Format Devices (Black and White / Color)**

| <b>Vendor Name: Ricoh USA</b>  |  |   |   |   |  |  |
|--|--|---|---|---|--|--|
| <b>Pricing Item</b>  | <b>Group C - Wide Format Devices<br/>Includes B&amp;W and Color/B&amp;W<br/>SEGMENTS</b> |   |   |   |  |  |
|  | <b>Low<br/>B&amp;W<br/>(500-10,000)</b>  | <b>Low<br/>Color/B&amp;W<br/>(500-10,000)</b> | <b>Medium<br/>B&amp;W<br/>(10,001-50,000)</b> | <b>Medium<br/>Color/B&amp;W<br/>(10,001-50,000)</b> | <b>High<br/>B&amp;W<br/>(50,0001+)</b> | <b>High<br/>Color/B&amp;W<br/>(50,0001+)</b> |
| <b>Make</b>  | <b>Ricoh / Savin / Lanier</b>  | <b>Ricoh / Savin / Lanier</b>                 | <b>Ricoh / Savin / Lanier</b>                 | <b>Ricoh / Savin / Lanier</b>                       | <b>Ricoh / Savin / Lanier</b>          |  |
| Marking Engine - Discount  | 52.00%   | 50.00%  | 52.00%  | 34.00%  | 51.00%                                 |  |
| Accessories (Paper Handling, Paper Feeding, Finishing, Facsimile) Discount | 23.00%   | 30.00%  | 23.00%  | 30.00%  | 23.00%                                 |  |
| Connecivity / Security Discount  | 0.00%  | 0.00%   | 0.00%   | 0.00%   | 0.00%                                  |  |
| Accessibility Options Discount   | 0.00%  | 0.00%   | 0.00%   | 0.00%   | 0.00%                                  |  |
| Software Discount  | 0.00%  | 0.00%   | 0.00%   | 0.00%   | 0.00%                                  |  |

**NOTE:** Discount must be shown in percent format.

**Service and Supplies Pricing Worksheet**  
**Group C - Wide Format Devices (Black and White / Color)**

**Vendor Name: Ricoh USA**

| Pricing Item  | Group C - Wide Format Devices<br>Includes B&W and Color/B&W<br>SEGMENTS  |                                  |                           |  |  |                           |  |                           |                           |  |     |
|---|--|----------------------------------|---------------------------|--|--|---------------------------|--|---------------------------|---------------------------|--|-----|
|   | Low<br>B&W<br>(500-10,000)   | Low<br>Color/B&W<br>(500-10,000) |                           | Medium<br>B&W<br>(10,001-50,000)   | Medium<br>Color/B&W<br>(10,001-50,000) |                           | Medium<br>Color/B&W<br>(10,001-50,000) |                           | High<br>B&W<br>(50,0001+) | High<br>Color/B&W<br>(50,0001+)  |     |
|   |  | Color                            | B&W                       |  | Color                                  | B&W                       | Color                                  | B&W                       |                           | Color  | B&W |
| Make  | Ricoh / Savin /<br>Lanier  | Ricoh / Savin /<br>Lanier        | Ricoh / Savin /<br>Lanier | Ricoh / Savin /<br>Lanier  | Ricoh / Savin /<br>Lanier              | Ricoh / Savin /<br>Lanier | Ricoh / Savin /<br>Lanier              | Ricoh / Savin /<br>Lanier | Ricoh / Savin /<br>Lanier |  |     |
| Model   | Ricoh MP W3601<br>w/PlotWorks /<br>Savin 3406WD<br>w/PlotWorks /<br>Lanier LW426<br>w/PlotWorks                    | MP CW2200SP                      | MP CW2200SP               | Ricoh Aficio MP<br>W5100en<br>w/PlotWorks /<br>Savin en5100WD<br>w/PlotWorks /<br>Lanier LW5100en<br>w/PlotWorks | Pro L4130                              | Pro L4130                 |  | Pro L4160                 | Pro L4160                 | Ricoh Aficio MP<br>W7140en<br>w/PlotWorks /<br>Savin en7140WD<br>w/PlotWorks /<br>Lanier LW7140en<br>w/PlotWorks |     |
| Zero Base Service and Supplies Pricing                                  |  | 0.06                             |                           |  | \$ 1,065.00                            |                           |  | \$ 1,065.00               |                           |  |     |
| <b>Optional Included Impression Pricing</b>                             |  |                                  |                           |  |  |                           |  |                           |                           |  |     |
| Option #1 Included Base Number Impressions                              | 1,650  | -                                | 2,600                     | 7,500  |  |                           |  |                           | 3,500                     |  |     |
| Option #1 Monthly Base Charge   | \$ 48.00   | \$ -                             | \$ 105.00                 | \$ 243.00  |  |                           |  |                           | \$ 958.00                 |  |     |
| Option #1 Overage Rate  | 0.04   | \$ 0.0600                        | \$ 0.0400                 | \$ 0.0360  |  |                           |  |                           | \$ 0.0304                 |  |     |
| Option #2 Included Base Number Impressions                              |  |                                  |                           |  |  |                           |  |                           |                           |  |     |
| Option #2 Monthly Base Charge   |  |                                  |                           |  |  |                           |  |                           |                           |  |     |
| Option #2 Overage Rate  |  |                                  |                           |  |  |                           |  |                           |                           |  |     |
| Option #3 Included Base Number Impressions                              |  |                                  |                           |  |  |                           |  |                           |                           |  |     |
| Option #3 Monthly Base Charge   |  |                                  |                           |  |  |                           |  |                           |                           |  |     |
| Option #3 Overage Rate  |  |                                  |                           |  |  |                           |  |                           |                           |  |     |
| <b>Additional Service and Supplies Options</b>                          |  |                                  |                           |  |  |                           |  |                           |                           |  |     |
| Increase in rate for inclusion of staples                               | N/A  | N/A                              | N/A                       | N/A  | N/A                                    | N/A                       | N/A                                    | N/A                       | N/A                       | N/A  |     |
| Base monthly charge for 2 x 5 coverage                                  | In addition to the monthly maintenance agreement extra service is billed at \$150 per hour with a 1.5 hour minimum |                                  |                           |  |  |                           |  |                           |                           |  |     |
| Base monthly charge for 3 x 5 coverage                                  | In addition to the monthly maintenance agreement extra service is billed at \$200 per hour with a two hour minimum |                                  |                           |  |  |                           |  |                           |                           |  |     |
| Base monthly charge for 3 x 5 coverage                                  | In addition to the monthly maintenance agreement extra service is billed at \$200 per hour with a two hour minimum |                                  |                           |  |  |                           |  |                           |                           |  |     |
| Base monthly charge for 1 x 7 coverage                                  | In addition to the monthly maintenance agreement extra service is billed at \$225 per hour with a 1.5 hour minimum |                                  |                           |  |  |                           |  |                           |                           |  |     |
| Base monthly charge for 2 x 7 coverage                                  | In addition to the monthly maintenance agreement extra service is billed at \$250 per hour with a two hour minimum |                                  |                           |  |  |                           |  |                           |                           |  |     |
| Base monthly charge for 3 x 7 coverage                                  | In addition to the monthly maintenance agreement extra service is billed at \$275 per hour with a two hour minimum |                                  |                           |  |  |                           |  |                           |                           |  |     |
| <b>Additional Labor Components</b>                                      |  |                                  |                           |  |  |                           |  |                           |                           |  |     |
| Additional End User Training Cost by hours                              | n/c  | n/c                              | n/c                       | n/c  | n/c                                    | n/c                       | n/c                                    | n/c                       | n/c                       | n/c  |     |
| Additional Advanced / IT Training Cost by hours                         | \$ 150.00  | \$ 150.00                        | \$ 150.00                 | \$ 150.00  | \$ 150.00                              | \$ 150.00                 | \$ 150.00                              | \$ 150.00                 | \$ 150.00                 | \$ 150.00  |     |
| Additional IT Support by hours  | \$ 150.00  | \$ 150.00                        | \$ 150.00                 | \$ 150.00  | \$ 150.00                              | \$ 150.00                 | \$ 150.00                              | \$ 150.00                 | \$ 150.00                 | \$ 150.00  |     |
| <b>Percentage Increase in Service and Supplies Rate by Service Zone</b> |  |                                  |                           |  |  |                           |  |                           |                           |  |     |
| Percentage Increase for Rural Zone                                      | 15%  | 15%                              | 15%                       | 15%  | 15%                                    | 15%                       | 15%                                    | 15%                       | 15%                       | 15%  |     |
| Percentage Increase for Remote Zone                                     | 30%  | 30%                              | 30%                       | 30%  | 30%                                    | 30%                       | 30%                                    | 30%                       | 30%                       | 30%  |     |
| <b>Moving Charges by Zone</b>   |  |                                  |                           |  |  |                           |  |                           |                           |  |     |
| Zone 2 - Flat Fee   | \$ 450.00  | \$ 450.00                        | \$ 450.00                 | \$ 450.00  | \$ 450.00                              | \$ 450.00                 | \$ 450.00                              | \$ 450.00                 | \$ 450.00                 | \$ 450.00  |     |
| Zone 3 Per mile fee   | \$ 0.75  | \$ 0.75                          | \$ 0.75                   | \$ 0.75  | \$ 0.75                                | \$ 0.75                   | \$ 0.75                                | \$ 0.75                   | \$ 0.75                   | \$ 0.75  |     |

**Notes:**  
*All Supplies must be purchased separately. Pricing above is service and parts only pricing  
 Supply pricing can be found on the Consumable Supply Pricing tab*

**GROUP C - WIDE FORMAT  
Consumable Supply Pricing**

**Ricoh USA  
WSCA Nevada**

| <b>SUPPLIES (Prices Per Unit)<br/>Current Production Models</b>                  |  |                         |                            |                               |                        |            |                   |
|--|--|-------------------------|----------------------------|-------------------------------|------------------------|------------|-------------------|
| <b>Models</b>  | <b>Description (Prices Per Unit)</b>   | <b>Yield Per Carton</b> | <b>Unit Packaging</b>      | <b>Oracle Unit of Measure</b> | <b>Reorder Numbers</b> | <b>SRP</b> | <b>WSCA PRICE</b> |
| <b>Wide Format</b>   |  |                         |                            |                               |                        |            |                   |
| <b>Ricoh MP W3601</b>  | Black Toner 1160W; 6x800g Cartridges   | 25,704                  | 6 - 800 g. Cartridges/Crt. | CTN                           | 888029                 | 1,100.56   | 880.45            |
| <b>Ricoh MP W5100/MP W7140 W/F</b><br>Toner yield is 3,300 linear feet/cartridge | Ricoh Toner Black MP W71404/23/2009; 6 - 800 g. Cartridges   | 0                       | 6 - 800g. Cartridges       | CTN                           | 821021                 | 1,075.32   | 860.26            |
| <b>Ricoh MP CW2200SP</b>   | Print Cartridge Black MP CW2200  | 4,716 Sq. Ft. *         | 1 - 200ml. Cartridge       | EA                            | 841720                 | 140.00     | 112.00            |
|  | Print Cartridge Cyan MP CW2200   | 2,070 Sq. Ft. *         | 1 - 100ml. Cartridge       | EA                            | 841721                 | 70.00      | 56.00             |
|  | Print Cartridge Magenta MP CW2200  | 2,205 Sq. Ft. *         | 1 - 100ml. Cartridge       | EA                            | 841722                 | 70.00      | 56.00             |
|  | Print Cartridge Yellow MP CW2200   | 2,205 Sq. Ft. *         | 1 - 100ml. Cartridge       | EA                            | 841723                 | 70.00      | 56.00             |
|  | * Yield (A1Y, 5% Chart, 20% Color DV Ratio) (Sq. Ft.)  |                         |                            |                               |                        |            |                   |
| <b>Pro L4130 / 4160</b>  | Pro Ink Pack Black L4160   | See Yield Note          | 1 - 600ml. Bag             |                               | 841976                 | 170.00     | 136.00            |
|  | Pro Ink Pack Cyan L4160  | See Yield Note          | 1 - 600ml. Bag             |                               | 841977                 | 170.00     | 136.00            |
|  | Pro Ink Pack Magenta L4160   | See Yield Note          | 1 - 600ml. Bag             |                               | 841978                 | 170.00     | 136.00            |
|  | Pro Ink Pack Yellow L4160  | See Yield Note          | 1 - 600ml. Bag             |                               | 841979                 | 170.00     | 136.00            |
|  | Pro Ink Pack Orange L4160  | See Yield Note          | 1 - 600ml. Bag             |                               | 841980                 | 170.00     | 136.00            |
|  | Pro Ink Pack Green L4160   | See Yield Note          | 1 - 600ml. Bag             |                               | 841981                 | 170.00     | 136.00            |
|  | Pro Ink Cartridge White L4160  | See Yield Note          | 1 - 220ml. Bag             |                               | 841982                 | 98.00      | 78.40             |
|  | Pro Maintenance Kit Type A   | See Yield Note          | 1 - Each                   |                               | 841970                 | 43.42      | 34.74             |
|  | Pro Flushing Cartridge Type A  | See Yield Note          | 1 - Each                   |                               | 841971                 | 43.42      | 34.74             |
|  | Pro Wiper Kit Type A   | See Yield Note          | 1 - Each                   |                               | 841906                 | 112.50     | 90.00             |
|  | Pro Waste Ink Bottle Type A  | See Yield Note          | 1 - Each                   |                               | 841907                 | 37.50      | 30.00             |
|  | Pro Cutter Blade Type A  | See Yield Note          | 1 - Each                   |                               | 841908                 | 45.39      | 36.31             |
|  | Pro Cleaning Stick Type A  | See Yield Note          | 1 - Each                   |                               | 841909                 | 75.00      | 60.00             |
|  | Pro Absorbent Sponge Kit Type A  | See Yield Note          | 1 - Each                   |                               | 841910                 | 47.37      | 37.90             |
|  | Pro Eco Cartridge Type A   | See Yield Note          | 1 - Each                   |                               | 841911                 | 410.53     | 328.42            |
|  | Pro Filter Kit Type A  | See Yield Note          | 1 - Each                   |                               | 841912                 | 90.79      | 72.63             |
|  | <b>**Yields may vary depending on the media, resolution and print head passes and therefore cannot be calculated</b> |                         |                            |                               |                        |            |                   |

# Cost Per Copy (CPC)

## Group C - Wide Format Devices (Black and White / Color)

Vendor Name: Ricoh USA

| Group C - Wide Format Devices B&W and Color/B&W Segments | Monthly Volume Range | Monthly Target Volume | CPC for First 30% of B&W Volume | First 30% of Volume | CPC for all B&W copies made after the first 30% | CPC for each Color copy made |
|--|----------------------|-----------------------|---------------------------------|---------------------|---|------------------------------|
| Low B&W (500-10,000)                                     |                      |                       |                                 | 0                   |   |                              |
| Low Color/B&W (500-10,000)                               |                      |                       |                                 | 0                   |   |                              |
| Medium B&W (10,001-50,000)                               |                      |                       |                                 | 0                   |   |                              |
| Medium Color/B&W (10,001-50,000)                         |                      |                       |                                 | 0                   |   |                              |
| High B&W (50,0001+)                                      |                      |                       |                                 | 0                   |   |                              |
| High Color/B&W (50,0001+)                                |                      |                       |                                 | 0                   |   |                              |

## MSRP List Pricing Worksheet

### Group E - Digital Duplicator

| Vendor Name: Ricoh USA                              |                                       |                             |                             |                 |                    |
|---|---------------------------------------|-----------------------------|-----------------------------|-----------------|--------------------|
| Pricing Item  | Group E - Digital Duplicator SEGMENTS |                             |                             |                 |                    |
|   | E1<br>(100-130)                       | E1<br>(100-130)             | E2<br>(131-150)             | E3<br>(151-180) | E4<br>(181+)       |
| Make  | Ricoh/Savin/Lanier                    |                             | Ricoh/Savin/Lanier          |                 | Ricoh/Savin/Lanier |
| Model   | DD 3334 / DD 3334 / DD 3334           |                             | DD 4450                     | DD 6650         |                    |
| Marking Engine                                      | \$ 4,935.00                           | \$ 8,001.00                 | \$ 19,535.00                |                 |                    |
| <b>Paper Handling</b>                               |                                       |                             |                             |                 |                    |
| ADF   | \$ 1,045.00                           | \$ 1,379.00                 | \$ 1,379.00                 |                 |                    |
| RADF  | N/A                                   | N/A                         | N/A                         |                 |                    |
| Scan Station  | N/A                                   | N/A                         | N/A                         |                 |                    |
| Platen Cover  | \$ 137.00                             | \$ 140.00                   | \$ 140.00                   |                 |                    |
| Color Scanner                                       | N/A                                   | N/A                         | N/A                         |                 |                    |
| Color Drum  | \$ 1,045.00                           | \$ 1,152.00                 | \$ 1,379.00                 |                 |                    |
| Short Color Drum                                    | N/A                                   | N/A                         | \$ 1,379.00                 |                 |                    |
| <b>Paper Feeding</b>                                |                                       |                             |                             |                 |                    |
| Base Cabinet  | \$ 371.00                             | \$ 371.00                   | \$ 305.00                   |                 |                    |
| Additional Paper Drawer                             | N/A                                   | N/A                         | N/A                         |                 |                    |
| Paper-Feed Units                                    | N/A                                   | N/A                         | N/A                         |                 |                    |
| Bypass Paper Supply                                 | N/A                                   | N/A                         | N/A                         |                 |                    |
| Large Capacity Tray                                 | N/A                                   | N/A                         | N/A                         |                 |                    |
| Additional Option (please describe here)            | See Master Pricing Schedule           | See Master Pricing Schedule | See Master Pricing Schedule |                 |                    |
| <b>Finishing</b>                                    |                                       |                             |                             |                 |                    |
| Output Tray   | N/A                                   | N/A                         | N/A                         |                 |                    |
| Collating   | \$ 373.00                             | \$ 373.00                   |                             |                 |                    |
| <b>Connectivity / Security</b>                      |                                       |                             |                             |                 |                    |
| Network Connectivity Kit                            | \$ 350.00                             | \$ 350.00                   | \$ 350.00                   |                 |                    |
| Hard Drive Security Kit                             | N/A                                   | N/A                         | N/A                         |                 |                    |
| Network Security Kit                                | Standard                              | Standard                    | Standard                    |                 |                    |
| Power Protection Unit                               | N/A                                   | N/A                         | N/A                         |                 |                    |
| Additional Option (please describe here)            | See Master Pricing Schedule           | See Master Pricing Schedule | See Master Pricing Schedule |                 |                    |
| <b>Accessibility Options</b>                        |                                       |                             |                             |                 |                    |
| Accessibility Option (please describe here)         | N/A                                   | N/A                         | N/A                         |                 |                    |
| <b>Software Options</b>                             |                                       |                             |                             |                 |                    |
| Advanced Scanning Software                          | Standard                              | Standard                    | Standard                    |                 |                    |
| GlobalScan NX V2 Server 5 and License               | \$ 1,350.00                           | \$ 1,350.00                 | \$ 1,350.00                 |                 |                    |
| Nuance Equitrac PCC - EO5/EE5: Embedde Device an    | \$ 1,245.00                           | \$ 1,245.00                 | \$ 1,245.00                 |                 |                    |
| NSi AotoStore Express Device Lic and Workflow Devi  | \$ 2,194.00                           | \$ 2,194.00                 | \$ 2,194.00                 |                 |                    |
| Additional Option (please describe here)            | See Master Pricing Schedule           | See Master Pricing Schedule | See Master Pricing Schedule |                 |                    |
| Advanced Scanning Interface Software                | Standard                              | Standard                    | Standard                    |                 |                    |
| Kofax Capture Standard 1 concurrent station, Image  | \$ 4,805.00                           | \$ 4,805.00                 | \$ 4,805.00                 |                 |                    |
| Additional Option (please describe here)            | See Master Pricing Schedule           | See Master Pricing Schedule | See Master Pricing Schedule |                 |                    |
| Simple Account Software                             |                                       |                             |                             |                 |                    |
| Streamline NX 1 Device Base License, Secure Print M | 1379                                  | 1379                        | 1379                        |                 |                    |
| @Remote Office Appliance                            | 889                                   | 889                         | 889                         |                 |                    |
| Additional Option (please describe here)            | See Master Pricing Schedule           | See Master Pricing Schedule | See Master Pricing Schedule |                 |                    |
| Advance Accounting Software                         |                                       |                             |                             |                 |                    |
| NSI Output Manager Enterprise MFD Client License    | \$ 899.00                             | \$ 899.00                   | \$ 899.00                   |                 |                    |
| Nuance Equitrac PCC - EO5/EE5: Embedde Device an    | \$ 1,295.00                           | \$ 1,295.00                 | \$ 1,295.00                 |                 |                    |
| Additional Option (please describe here)            | See Master Pricing Schedule           | See Master Pricing Schedule | See Master Pricing Schedule |                 |                    |

**Notes:**

Basic network connect fees are included in marking engine pricing.

Maintenance and Support is required for all software options. The M&S support pricing can be found on the Master Pricing Schedule.



# Discount from MSRP Worksheet

## Group E - Digital Duplicator

| Vendor Name: Ricoh USA   |                    |                    |                 |              |
|--|--------------------|--------------------|-----------------|--------------|
| Pricing Item   |                    |                    |                 |              |
|  | E1<br>(100-130)    | E2<br>(131-150)    | E3<br>(151-180) | E4<br>(181+) |
| Make   | Ricoh/Savin/Lanier | Ricoh/Savin/Lanier |                 |              |
| Marking Engine - Discount  | 50%                | 48%                |                 |              |
| Accessories (Paper Handling, Paper Feeding, Finishing, Facsimile) Discount | 37%                | 37%                |                 |              |
| Connectivity / Security Discount   | 0%                 | 0%                 |                 |              |
| Accessibility Options Discount   | n/a                | n/a                |                 |              |
| Software Discount  | 0%                 | 0%                 |                 |              |

**NOTE: Discount must be shown in percent format.**

CONTRACT SUPPLEMENT  
 SP-37 - Rev. 4/28/14  
 Prev. Rev. 3/12/14

Janet DelGreco Olson  
 Contract Specialist  
 860-713-5079  
 Telephone Number

# STATE OF CONNECTICUT

DEPARTMENT OF ADMINISTRATIVE SERVICES

PROCUREMENT DIVISION  
 165 Capitol Avenue, 5<sup>th</sup> Floor South  
 HARTFORD, CT 06106-1659

|   |
|---|
| CONTRACT AWARD NO.:<br><b>14PSX0125</b>   |
| Contract Award Date:<br>18 September 2015 |
| Bid Due Date:<br>20 August 2014           |
| SUPPLEMENT DATE:<br>20 January 2016       |

## CONTRACT AWARD SUPPLEMENT #3

**IMPORTANT: THIS IS NOT A PURCHASE ORDER. Do NOT PRODUCE OR SHIP WITHOUT AN AGENCY PURCHASE ORDER.**

DESCRIPTION: **Copiers, Printers and Related Devices - NASPOValupoint**

|  |  |  |   |
|--|--|--|---|
| FOR:<br><b>All Using State Agencies and Political Subdivisions</b> |  | TERM OF CONTRACT:<br><b>September 18, 2015 through December 31, 2019</b> |   |
|  |  | AGENCY REQUISITION NUMBER:   |   |
| CHANGE TO IN STATE (NON-SB)<br>CONTRACT VALUE                      | CHANGE TO DAS-CERTIFIED SMALL<br>BUSINESS CONTRACT VALUE | CHANGE TO OUT OF STATE<br>CONTRACT VALUE                                 | CHANGE TO TOTAL CONTRACT<br>AWARD VALUE |
| n/c  | n/c  | n/c  | n/c                                     |

**NOTICE TO CONTRACTORS:** This notice is not an order to ship. Purchase Orders against contracts will be furnished by the using agency or agencies on whose behalf the contract is made. INVOICE SHALL BE RENDERED DIRECT TO THE ORDERING AGENCY.

**NOTE:** Dollar amounts listed next to each contractor are possible award amounts, however, they do not reflect any expected purchase amounts (actual or implied). They are for CHRO use only.

**NOTICE TO AGENCIES:** A complete explanatory report shall be furnished promptly to the Procurement Manager concerning items delivered and/or services rendered on orders placed against awards listed herein which are found not to comply with the specifications or which are otherwise unsatisfactory from the agency's viewpoint, as well as failure of the contractor to deliver within a reasonable period of time specified. Please issue orders and process invoices promptly.

**CASH DISCOUNTS:** Cash discounts, if any, shall be given SPECIAL ATTENTION, but such cash discount shall not be taken unless payment is made within the discount period.

**PRICE BASIS:** Unless otherwise noted, prices include delivery and transportation charges fully prepaid f.o.b. agency. No extra charge is to be made for packing or packages.

*See Overleaf for Contractor Information*

Note: Supplement #3 has been issued to add additional authorized Konica Minolta Business Solutions USA, Inc. dealers and direct branches. All terms and conditions not otherwise affected by this supplement remain unchanged and in full force and effect.

DEPARTMENT OF ADMINISTRATIVE SERVICES

By: \_\_\_\_\_  
 (Original Signature on Document in Procurement Files)

Name: **JANET DELGRECO OLSON**

Title: Contract Specialist

Date: January 20, 2016

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Konica Minolta Business Solutions USA, Inc.**  
Company Address: **1595 Spring Hill Road, STE 410, Vienna VA 22182**  
Tel. No.: **813 207-8276** Fax No.:

Delivery: **As specified on Purchase Order**

Contact Person: **Kristen McKenna**  
Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [kmckenna@kmbs.konicaminolta.us](mailto:kmckenna@kmbs.konicaminolta.us)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days**

*Below are small business authorized dealer(s) for Konica Minolta Business Solutions USA, Inc.*

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **A&A Office Systems, Incorporated**  
Company Address: **909 Middle Street, Middletown CT 06457**  
Tel. No.: **860 635-5053 / 860 486-7426 (cell)** Fax No.: **860 635-5280**

Contact Person: **Jay Nkonoki (Account Manager)**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [www.aaofficeonline.com](http://www.aaofficeonline.com) [jnkonoki@aaofficeonline.com](mailto:jnkonoki@aaofficeonline.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **SBE**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 30 days**

**Counties: Fairfield, Hartford, Litchfield, Middlesex, New Haven, New London, Tolland, Windham**

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Quality Business Systems, Inc.**  
Company Address: **211 Shunpike Road, Suite 2, Cromwell CT 06416**  
Tel. No.: **860 635-6987** Fax No.: **860 632-7973**

Contact Person: **George Melendez**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: <http://qualitybusinesssystem.com/> [qbscromwell@yahoo.com](mailto:qbscromwell@yahoo.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **MBE**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 30 days**

**Counties: Middlesex**

---

*Below are authorized dealers and direct branches for Konica Minolta Business Solutions USA, Inc.*

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

*Company Name:* **American Copy Service Center**

*Company Address:* **2095 S. Main Street, Waterbury CT 06706**

*Tel. No.:* **203 756-1259**

*Fax No.:* **203 575-1173**

*Contact Person:* **William Harris**

*Contact Person Address:* **same as above**

*Company E-mail Address and/or Company Web Site:* <http://www.americancopyservice.com/index.html>

[bill@americancopyservice.com](mailto:bill@americancopyservice.com)

*Remittance Address:* n/a

*Certification Type (SBE, MBE or None):* **None**

*Agrees to Supply Political SubDivisions:* **Yes**

*Payment Terms:* **Net 45 days**

**Counties:** **Fairfield, Litchfield, New Haven**

---

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

*Company Name:* **Cataw, Inc. dba Supreme Copy**

*Company Address:* **15 Giles Avenue, Suite 11A, North Haven CT 06473**

*Tel. No.:* **203 239-6511**

*Fax No.:* **203 239-6230**

*Contact Person:* **Tom Veno**

*Contact Person Address:* **same as above**

*Company E-mail Address and/or Company Web Site:* <http://supremecopy.com/> [tjveno@supremecopy.com](mailto:tjveno@supremecopy.com)

*Remittance Address:* n/a

*Certification Type (SBE, MBE or None):* **None**

*Agrees to Supply Political SubDivisions:* **Yes**

*Payment Terms:* **Net 45 days**

**Counties:** **New Haven**

---

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

*Company Name:* **Derenzy Document Solutions, Inc.**

*Company Address:* **130 Doty Circle, West Springfield MA 01089**

*Tel. No.:* **413 739-4706**

*Fax No.:* **413 739-6407**

*Contact Person:* **Mary DeRenzy**

*Contact Person Address:* **same as above**

*Company E-mail Address and/or Company Web Site:* <http://www.derenzy.com/> [maryd@derenzy.com](mailto:maryd@derenzy.com)

*Remittance Address:* n/a

*Certification Type (SBE, MBE or None):* **None**

*Agrees to Supply Political SubDivisions:* **Yes**

*Payment Terms:* **Net 45 days**

**Counties:** **Hartford**

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

---

*Company Name:* **Konica Minolta – Hartford Branch**

*Company Address:* **550 Marshall Phelps Road, Windsor CT 06095**

*Tel. No.:* **860 697-2700**

*Fax No.:* **860 697-2393**

*Contact Person:* **Chris Spagnoletti**

*Contact Person Address:* **same as above**

*Company E-mail Address and/or Company Web Site:* <http://konicaminolta.us/> [cspagnoletti@kmbs.konicaminolta.us](mailto:cspagnoletti@kmbs.konicaminolta.us)

*Remittance Address:* n/a

*Certification Type (SBE, MBE or None):* **None**

*Agrees to Supply Political SubDivisions:* **Yes**

*Payment Terms:* **Net 45 days**

**Counties: Hartford, Litchfield, Tolland, Windham**

---

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

---

*Company Name:* **Konica Minolta – Southern Connecticut Branch**

*Company Address:* **2 Enterprise Drive, Suite 410, Shelton CT 06484**

*Tel. No.:* **203 712-2450**

*Fax No.:* **203 925-7720**

*Contact Person:* **Ron Dehmer**

*Contact Person Address:* **same as above**

*Company E-mail Address and/or Company Web Site:* <http://konicaminolta.us/> [dehmerr@kmbs.konicaminolta.us](mailto:dehmerr@kmbs.konicaminolta.us)

*Remittance Address:* n/a

*Certification Type (SBE, MBE or None):* **None**

*Agrees to Supply Political SubDivisions:* **Yes**

*Payment Terms:* **Net 45 days**

**Counties: Fairfield, Middlesex, New Haven, New London**

---

Purchase Orders for Konica Minolta should be filled out as outlined below:

| <b>Orders for Non-Cancelable Rental</b>   | <b>Order for Purchase &amp; Maintenance</b>  |
|---|--|
| Konica Minolta Business Solutions U.S.A., Inc.<br><b>C/O A&amp;A Office System</b><br>500 Day Hill Road, Windsor CT 06095   | See dealer name and address to fill out purchase order   |
| Konica Minolta Business Solutions U.S.A., Inc.<br><b>C/O American Copy Service Center</b><br>500 Day Hill Road, Windsor CT 06095<br>Email: <a href="mailto:windorders@kmb.konicaminolda.us">windorders@kmb.konicaminolda.us</a>     | See dealer name and address to fill out purchase order   |
| Konica Minolta Business Solutions U.S.A., Inc.<br><b>C/O Supreme Copy</b><br>500 Day Hill Road, Windsor CT 06095<br>Email: <a href="mailto:windorders@kmb.konicaminolta.us">windorders@kmb.konicaminolta.us</a>                     | See dealer name and address to fill out purchase order   |
| Konica Minolta Business Solutions U.S.A., Inc.<br><b>C/O Derezny Document Solutions, Inc.</b><br>500 Day Hill Road, Windsor CT 06095<br>Email: <a href="mailto:windorders@kmb.konicaminolta.us">windorders@kmb.konicaminolta.us</a> | See dealer name and address to fill out purchase order   |
| Konica Minolta Business Solutions U.S.A., Inc.<br><b>C/O KMBS Hartford Branch</b><br>500 Day Hill Road, Windsor CT 06095<br>Email: <a href="mailto:windorders@kmb.konicaminolta.us">windorders@kmb.konicaminolta.us</a>             | Konica Business Solutions U.S.A., Inc.<br><b>C/O KMBS Hartford Branch</b><br>500 Day Hill Road, Windsor CT 06095<br>Email: <a href="mailto:windorders@kmb.konicaminolta.us">windorders@kmb.konicaminolta.us</a>        |
| Konica Minolta Business Solutions U.S.A., Inc.<br><b>C/O KMBS Shelton Branch</b><br>500 Day Hill Road, Windsor CT 06095<br>Email: <a href="mailto:windorders@kmb.konicaminolta.us">windorders@kmb.konicaminolta.us</a>              | Konica Minolta Business Solutions U.S.A., Inc.<br><b>C/O KMBS Shelton Branch</b><br>500 Day Hill Road, Windsor CT 06095<br>Email: <a href="mailto:windorders@kmb.konicaminolta.us">windorders@kmb.konicaminolta.us</a> |
| Konica Minolta Business Solutions U.S.A., Inc.<br><b>C/O Quality Business Solutions, Inc.</b><br>500 Day Hill Road, Windsor CT 06095<br>Email: <a href="mailto:windorders@kmb.konicaminolta.us">windorders@kmb.konicaminolta.us</a> | See dealer name and address to fill out purchase order   |

CONTRACT SUPPLEMENT  
SP-37 - Rev. 4/28/14  
Prev. Rev. 3/12/14

Janet DelGreco Olson  
Contract Specialist  
860-713-5079  
Telephone Number

# STATE OF CONNECTICUT

DEPARTMENT OF ADMINISTRATIVE SERVICES

PROCUREMENT DIVISION  
165 Capitol Avenue, 5<sup>th</sup> Floor South  
HARTFORD, CT 06106-1659

CONTRACT AWARD NO.:

14PSX0125

Contract Award Date:

18 September 2015

Bid Due Date:

20 August 2014

SUPPLEMENT DATE:

28 December 2015

## CONTRACT AWARD SUPPLEMENT #2

**IMPORTANT: THIS IS NOT A PURCHASE ORDER. Do NOT PRODUCE OR SHIP WITHOUT AN AGENCY PURCHASE ORDER.**

DESCRIPTION: **Copiers, Printers and Related Devices – NASPO ValuePoint**

|   |  |   |   |
|---|--|---|---|
| FOR:<br>All Using State Agencies and Political Subdivisions |  | TERM OF CONTRACT:<br>September 18, 2015 through December 31, 2019 |   |
|   |  | AGENCY REQUISITION NUMBER:  |   |
| CHANGE TO IN STATE (NON-SB)<br>CONTRACT VALUE               | CHANGE TO DAS-CERTIFIED SMALL<br>BUSINESS CONTRACT VALUE | CHANGE TO OUT OF STATE<br>CONTRACT VALUE                          | CHANGE TO TOTAL CONTRACT<br>AWARD VALUE |
| n/c   | n/c  | \$1,000,000.00 (est.)   | \$3,000,000.00 (est.)                   |

**NOTICE TO CONTRACTORS:** This notice is not an order to ship. Purchase Orders against contracts will be furnished by the using agency or agencies on whose behalf the contract is made. INVOICE SHALL BE RENDERED DIRECT TO THE ORDERING AGENCY.

**NOTE:** Dollar amounts listed next to each contractor are possible award amounts, however, they do not reflect any expected purchase amounts (actual or implied). They are for CHRO use only.

**NOTICE TO AGENCIES:** A complete explanatory report shall be furnished promptly to the Procurement Manager concerning items delivered and/or services rendered on orders placed against awards listed herein which are found not to comply with the specifications or which are otherwise unsatisfactory from the agency's viewpoint, as well as failure of the contractor to deliver within a reasonable period of time specified. Please issue orders and process invoices promptly.

**CASH DISCOUNTS:** Cash discounts, if any, shall be given SPECIAL ATTENTION, but such cash discount shall not be taken unless payment is made within the discount period.

**PRICE BASIS:** Unless otherwise noted, prices include delivery and transportation charges fully prepaid f.o.b. agency. No extra charge is to be made for packing or packages.

*See Overleaf for Contractor Information*

**Note:** Supplement #2 has been issued to Contract Award 14PSX0125 to add Canon U.S.A., Inc. to award effective the date of this Supplement #2. All terms and conditions not otherwise affected by this supplement remain unchanged and in full force and effect.

DEPARTMENT OF ADMINISTRATIVE SERVICES

By: \_\_\_\_\_  
(Original Signature on Document in Procurement Files)

Name: **CAROL S. WILSON**

Title: Procurement Director

Date: 12/28/15



**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

Company Name: **Canon U.S.A., Inc.**

Company Address: **1 Canon Park, Melville NY 11747**

Tel. No.: **631 330-3613**

Fax. No.: **631 330-5459**

Contract Value: **\$1,000,000.00**

Delivery: as specified on Purchase Order

Contact Person: **Mike Hurley**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [mhurley@cusa.canon.com](mailto:mhurley@cusa.canon.com) [www.usa.canon.com](http://www.usa.canon.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Prompt Payment Terms: **Net 45 days ARO**

*Below is small business authorized dealer(s) for Canon U.S.A., Inc.*

Company Name: **Aztec Technologies, LLC**

Company Address: **35 Philmack Drive, Middletown CT 06457**

Tel. No.: **866-677-9844**

Fax No.: **866-677-9848**

Contact Person: **Tamara Laskey**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [tlaskey@aztectechologies.com](mailto:tlaskey@aztectechologies.com) [www.aztecoffice.com](http://www.aztecoffice.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **MBE**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 30 days ARO**

Company Name: **Ryan Business Systems, Inc.**

Company Address: **455 Governor's Highway, South Windsor CT 06074**

Tel. No.: **860 528-9881**

Fax No.: **860 289-3512**

Contact Person: **Kathleen Ryan**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [kathyryan@ryanbusiness.com](mailto:kathyryan@ryanbusiness.com) [www.ryanbusiness.com](http://www.ryanbusiness.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **MBE**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 30 days**



## **WSCA-NASPO Master Agreement Terms and Conditions**

A Contract for the WSCA-NASPO Cooperative Purchasing Program (WSCA-NASPO)  
Acting by and through the State of Nevada (Lead State)

**Department of Administration, Purchasing Division**

**515 E Musser Street, Room 300**

**Carson City NV 89701**

**Contact: Shannon Berry, Assistant Chief Procurement Officer**

**Phone: (775) 684-0171 • Fax: (775) 684-0188**

**Email: [sberry@admin.nv.gov](mailto:sberry@admin.nv.gov)**

and

**Canon USA**

**1 Canon Park**

**Melville NY 11747**

**Contact: Mike Hurley, Supervisor, Contract Admin**

**Phone: (631) 330-3613 • Fax: (631) 330-5459**

**Email: [mhurley@cusa.canon.com](mailto:mhurley@cusa.canon.com)**

### **1. Master Agreement Order of Precedence**

a. Any Order placed under this Master Agreement shall consist of the following documents:

- (1) A Participating Entity's Participating Addendum ("PA");
- (2) These WSCA-NASPO Master Agreement Terms & Conditions;
- (3) A Purchase Order issued against the Master Agreement;
- (4) The Statement of Work specific to Participating Entity;
- (5) The Solicitation, RFP 3091 Copiers, Printers and Related Devices (Attachment AA);
- (6) Negotiated Items (Attachment BB); and
- (7) Contractor's response to the Solicitation, as revised (if permitted) and accepted by the Lead State (Attachment CC).

- Awarded: Groups A, B, C, D, and F

- b. These documents shall be read to be consistent and complementary. Any conflict among these documents shall be resolved by giving priority to these documents in the order listed above. Contractor terms and conditions that apply to this Master Agreement are only those that are expressly accepted by the Lead State and must be in writing and attached to this Master Agreement as an Exhibit or Attachment.

## 2. Definitions

**Acceptance** means a written notice from a Purchasing Entity to Contractor advising Contractor that the Product has passed its Acceptance Testing. Acceptance of a Product for which acceptance testing is not required shall occur following the completion of delivery, installation, if required, and a reasonable time for inspection of the Product, unless the Purchasing Entity provides a written notice of rejection to Contractor.

**Acceptance Testing** means the process for ascertaining that the Product meets the standards set forth in the section titled Standard of Performance and Acceptance, prior to Acceptance by the Purchasing Entity.

**Contractor** means the person or entity delivering Products or performing services under the terms and conditions set forth in this Master Agreement.

**Embedded Software** means one or more software applications which permanently reside on a computing device.

**Intellectual Property** means any and all patents, copyrights, service marks, trademarks, trade secrets, trade names, patentable inventions, or other similar proprietary rights, in tangible or intangible form, and all rights, title, and interest therein.

**Lead State** means the State centrally administering any resulting Master Agreement(s).

**Master Agreement** means the underlying agreement executed by and between the Lead State, acting on behalf of WSCA-NASPO, and the Contractor, as now or hereafter amended.

**Order** or **Purchase Order** means any purchase order, sales order, contract or other document used by a Purchasing Entity to order the Products.

**Participating Addendum** means a bilateral agreement executed by a Contractor and a Participating Entity incorporating this Master Agreement and any other additional Participating Entity specific language or other requirements, e.g. ordering procedures specific to the Participating Entity, other terms and conditions.

**Participating Entity** means a state, or other legal entity, properly authorized to enter into a Participating Addendum.

**Participating State** means a state, the District of Columbia, or one of the territories of the United States that is listed in the Request for Proposal as intending to participate. A Participating State is not required to participate through execution of a Participating Addendum. Upon execution of the Participating Addendum, a Participating State becomes a Participating Entity.

**Product** means any equipment, software (including embedded software), documentation, service or other deliverable supplied or created by the Contractor pursuant to this Master Agreement. The term Products, supplies and services, and products and services are used interchangeably in these terms and conditions.

**Purchasing Entity** means a state, city, county, district, other political subdivision of a State, and a nonprofit organization under the laws of some states if authorized by a Participating Addendum, who issues a Purchase Order against the Master Agreement and becomes financially committed to the purchase.

**WSCA-NASPO** is the WSCA-NASPO Cooperative Purchasing Program, facilitated by the WSCA-NASPO Cooperative Purchasing Organization LLC, a 501(c)(3) limited liability company that is a subsidiary organization the National Association of State Procurement Officials (NASPO), the sole member of WSCA-NASPO. The WSCA-NASPO Cooperative Purchasing Organization facilitates administration of the cooperative group contracting consortium of state chief procurement officials for the benefit of state departments, institutions, agencies, and political subdivisions and other eligible entities (i.e., colleges, school districts, counties, cities, some nonprofit organizations, etc.) for all states and the District of Columbia. The WSCA-NASPO Cooperative Development Team is identified in the Master Agreement as the recipient of reports and may be performing contract administration functions as assigned by the Lead State.

### **3. Term of the Master Agreement**

The initial term of this Master Agreement is for five (5) years; effective upon execution through December 31, 2019. Placements made using the authority provided by this Contract will survive the Contract itself, per terms stated in Section 3.3.10 Survivability of the RFP #3091.

### **4. Amendments**

The terms of this Master Agreement shall not be waived, altered, modified, supplemented or amended in any manner whatsoever without prior written approval of the Lead State.

### **5. Assignment/Subcontracts**

- a. Contractor shall not assign, sell, transfer, subcontract or sublet rights, or delegate responsibilities under this Master Agreement, in whole or in part, without the prior written approval of the Lead State.
- b. The Lead State reserves the right to assign any rights or duties, including written assignment of contract administration duties to the WSCA-NASPO Cooperative Purchasing Organization LLC.

### **6. Price and Rate Guarantee Period**

All prices and rates must be guaranteed for the initial term of the Master Agreement. Following the initial Master Agreement period, any request for price or rate adjustment must be for an equal guarantee period, and must be made at least ninety (90) days prior to the effective date. Requests for price or rate adjustment must include sufficient documentation supporting the request. Any



adjustment or amendment to the Master Agreement shall not be effective unless approved by the Lead State. No retroactive adjustments to prices or rates will be allowed.

## **7. Cancellation**

Unless otherwise stated, this Master Agreement may be canceled by either party upon 60 days written notice prior to the effective date of the cancellation. Further, any Participating Entity may cancel its participation upon 30 days written notice, unless otherwise limited or stated in the Participating Addendum. Cancellation may be in whole or in part. Any cancellation under this provision shall not affect the rights and obligations attending orders outstanding at the time of cancellation, including any right of and Purchasing Entity to indemnification by the Contractor, rights of payment for Products delivered and accepted, and rights attending any warranty or default in performance in association with any Order. Cancellation of the Master Agreement due to Contractor default may be immediate.

## **8. Confidentiality, Non-Disclosure, and Injunctive Relief**

- a. Confidentiality. Contractor acknowledges that it and its employees or agents may, in the course of providing a Product under this Master Agreement, be exposed to or acquire information that is confidential to Purchasing Entity's or Purchasing Entity's clients. Any and all information of any form that is marked as confidential or would by its nature be deemed confidential obtained by Contractor or its employees or agents in the performance of this Master Agreement, including, but not necessarily limited to (1) any Purchasing Entity's records, (2) personnel records, and (3) information concerning individuals, is confidential information of Purchasing Entity ("Confidential Information"). Any reports or other documents or items (including software) that result from the use of the Confidential Information by Contractor shall be treated in the same manner as the Confidential Information. Confidential Information does not include information that (1) is or becomes (other than by disclosure by Contractor) publicly known; (2) is furnished by Purchasing Entity to others without restrictions similar to those imposed by this Master Agreement; (3) is rightfully in Contractor's possession without the obligation of nondisclosure prior to the time of its disclosure under this Master Agreement; (4) is obtained from a source other than Purchasing Entity without the obligation of confidentiality, (5) is disclosed with the written consent of Purchasing Entity or; (6) is independently developed by employees, agents or subcontractors of Contractor who can be shown to have had no access to the Confidential Information.
- b. Non-Disclosure. Contractor shall hold Confidential Information in confidence, using at least the industry standard of confidentiality, and shall not copy, reproduce, sell, assign, license, market, transfer or otherwise dispose of, give, or disclose Confidential Information to third parties or use Confidential Information for any purposes whatsoever other than what is necessary to the performance of Orders placed under this Master Agreement. Contractor shall advise each of its employees and agents of their obligations to keep Confidential Information confidential. Contractor shall use commercially reasonable efforts to assist Purchasing Entity in identifying and preventing any unauthorized use or disclosure of any Confidential Information. Without limiting the generality of the foregoing, Contractor shall advise Purchasing Entity, applicable

Participating Entity, and the Lead State immediately if Contractor learns or has reason to believe that any person who has had access to Confidential Information has violated or intends to violate the terms of this Master Agreement, and Contractor shall at its expense cooperate with Purchasing Entity in seeking injunctive or other equitable relief in the name of Purchasing Entity or Contractor against any such person. Except as directed by Purchasing Entity, Contractor will not at any time during or after the term of this Master Agreement disclose, directly or indirectly, any Confidential Information to any person, except in accordance with this Master Agreement, and that upon termination of this Master Agreement or at Purchasing Entity's request, Contractor shall turn over to Purchasing Entity all documents, papers, and other matter in Contractor's possession that embody Confidential Information. Notwithstanding the foregoing, Contractor may keep one copy of such Confidential Information necessary for quality assurance, audits and evidence of the performance of this Master Agreement.

- c. Injunctive Relief. Contractor acknowledges that breach of this section, including disclosure of any Confidential Information, will cause irreparable injury to Purchasing Entity that is inadequately compensable in damages. Accordingly, Purchasing Entity may seek and obtain injunctive relief against the breach or threatened breach of the foregoing undertakings, in addition to any other legal remedies that may be available. Contractor acknowledges and agrees that the covenants contained herein are necessary for the protection of the legitimate business interests of Purchasing Entity and are reasonable in scope and content.
- d. Purchasing Entity Law. These provisions shall be applicable only to extent they are not in conflict with the applicable public disclosure laws of any Purchasing Entity.

## **9. Right to Publish**

Throughout the duration of this Master Agreement, Contractor must secure from the Lead State prior approval for the release of any information that pertains to the potential work or activities covered by the Master Agreement. The Contractor shall not make any representations of WSCA-NASPO's opinion or position as to the quality or effectiveness of the services that are the subject of this Master Agreement without prior written consent. Failure to adhere to this requirement may result in termination of the Master Agreement for cause.

## **10. Defaults and Remedies**

- a. The occurrence of any of the following events shall be an event of default under this Master Agreement:
  - (1) Nonperformance of contractual requirements; or
  - (2) A material breach of any term or condition of this Master Agreement; or
  - (3) Any certification, representation or warranty by Contractor in response to the solicitation or in this Master Agreement that proves to be untrue or materially misleading; or
  - (4) Institution of proceedings under any bankruptcy, insolvency, reorganization or similar law, by or against Contractor, or the appointment of a receiver or similar

officer for Contractor or any of its property, which is not vacated or fully stayed within thirty (30) calendar days after the institution or occurrence thereof; or

- (5) Any default specified in another section of this Master Agreement.
- b. Upon the occurrence of an event of default, Lead State shall issue a written notice of default, identifying the nature of the default, and providing a period of 15 calendar days in which Contractor shall have an opportunity to cure the default. The Lead State shall not be required to provide advance written notice or a cure period and may immediately terminate this Master Agreement in whole or in part if the Lead State, in its sole discretion, determines that it is reasonably necessary to preserve public safety or prevent immediate public crisis. Time allowed for cure shall not diminish or eliminate Contractor's liability for damages, including liquidated damages to the extent provided for under this Master Agreement.
  - c. If Contractor is afforded an opportunity to cure and fails to cure the default within the period specified in the written notice of default, Contractor shall be in breach of its obligations under this Master Agreement and Lead State shall have the right to exercise any or all of the following remedies:
    - (1) Exercise any remedy provided by law; and
    - (2) Terminate this Master Agreement and any related Contracts or portions thereof; and
    - (3) Impose liquidated damages as provided in this Master Agreement; and
    - (4) Suspend Contractor from being able to respond to future bid solicitations; and
    - (5) Suspend Contractor's performance; and
    - (6) Withhold payment until the default is remedied.
  - d. Unless other specified in the Participating Addendum, in the event of a default under a Participating Addendum, a Participating Entity shall provide a written notice of default as described in this section and have all of the rights and remedies under this paragraph regarding its participation in the Master Agreement, in addition to those set forth in its Participating Addendum. Unless otherwise specified in a Purchase Order, a Purchasing Entity shall provide written notice of default as described in this section and have all of the rights and remedies under this paragraph and any applicable Participating Addendum with respect to an Order placed by the Purchasing Entity. Nothing in these Master Agreement Terms and Conditions shall be construed to limit the rights and remedies available to a Purchasing Entity under the applicable commercial code.

## **11. Shipping and Delivery**

- a. The prices are the delivered price to any Purchasing Entity. All deliveries shall be F.O.B. destination, freight pre-paid, with all transportation and handling charges paid by the Contractor. Responsibility and liability for loss or damage shall remain the Contractor's until final inspection and acceptance when responsibility shall pass to the Buyer except as to latent defects, fraud and Contractor's warranty obligations. The minimum shipment amount, if any, will be found in the special terms and conditions. Any order for less than the specified amount is to be shipped with the freight prepaid and added as a separate



item on the invoice. Any portion of an order to be shipped without transportation charges that is back ordered shall be shipped without charge.

- b. All deliveries will be "Inside Deliveries" as designated by a representative of the Purchasing Entity placing the Order. Inside Delivery refers to a delivery to other than a loading dock, front lobby, or reception area. Specific delivery instructions will be noted on the order form or Purchase Order. Any damage to the building interior, scratched walls, damage to the freight elevator, etc., will be the responsibility of the Offeror. If damage does occur, it is the responsibility of the Offeror to immediately notify the Purchasing Entity placing the Order.
- c. All products must be delivered in the manufacturer's standard package. Costs shall include all packing and/or crating charges. Cases shall be of durable construction, good condition, properly labeled and suitable in every respect for storage and handling of contents. Each shipping carton shall be marked with the commodity, brand, quantity, item code number and the Ordering Entity's Purchase Order number.

## **12. Changes in Contractor Representation**

The Contractor must notify the Lead State of changes in the Contractor's key administrative personnel, in writing within 10 calendar days of the change. The Lead State reserves the right to approve changes in key personnel, as identified in the Contractor's proposal. The Contractor agrees to propose replacement key personnel having substantially equal or better education, training, and experience as was possessed by the key person proposed and evaluated in the Contractor's proposal.

## **13. Force Majeure**

Neither party to this Master Agreement shall be held responsible for delay or default caused by fire, riot, acts of God and/or war which is beyond that party's reasonable control. The Lead State may terminate this Master Agreement after determining such delay or default will reasonably prevent successful performance of the Master Agreement.

## **14. Indemnification**

- a. The Contractor shall defend, indemnify and hold harmless WSCA-NASPO, the Lead State, Participating Entities, and Purchasing Entities, along with their officers, agents, and employees as well as any person or entity for which they may be liable, from and against claims, damages or causes of action including reasonable attorneys' fees and related costs for any death, injury, or damage to property arising from act(s), error(s), or omission(s) of the Contractor, its employees or subcontractors or volunteers, at any tier, relating to the performance under the Master Agreement.
- b. Indemnification – Intellectual Property. The Contractor shall defend, indemnify and hold harmless WSCA-NASPO, the Lead State, Participating Entities, Purchasing Entities, along with their officers, agents, and employees as well as any person or entity for which they may be liable ("Indemnified Party"), from and against claims, damages or causes of action including reasonable attorneys' fees and related costs arising out of the claim that the Product or its use, infringes Intellectual Property rights ("Intellectual Property Claim").

- (1) The Contractor's obligations under this section shall not extend to any combination of the Product with any other product, system or method, unless the Product, system or method is:
  - (a) Provided by the Contractor or the Contractor's subsidiaries or affiliates;
  - (b) Specified by the Contractor to work with the Product; or
  - (c) Reasonably required, in order to use the Product in its intended manner, and the infringement could not have been avoided by substituting another reasonably available product, system or method capable of performing the same function; or
  - (d) It would be reasonably expected to use the Product in combination with such product, system or method.
- (2) The Indemnified Party shall notify the Contractor within a reasonable time after receiving notice of an Intellectual Property Claim. Even if the Indemnified Party fails to provide reasonable notice, the Contractor shall not be relieved from its obligations unless the Contractor can demonstrate that it was prejudiced in defending the Intellectual Property Claim resulting in increased expenses or loss to the Contractor. If the Contractor promptly and reasonably investigates and defends any Intellectual Property Claim, it shall have control over the defense and settlement of it. However, the Indemnified Party must consent in writing for any money damages or obligations for which it may be responsible. The Indemnified Party shall furnish, at the Contractor's reasonable request and expense, information and assistance necessary for such defense. If the Contractor fails to vigorously pursue the defense or settlement of the Intellectual Property Claim, the Indemnified Party may assume the defense or settlement of it and the Contractor shall be liable for all costs and expenses, including reasonable attorneys' fees and related costs, incurred by the Indemnified Party in the pursuit of the Intellectual Property Claim. Unless otherwise agreed in writing, this section is not subject to any limitations of liability in this Master Agreement or in any other document executed in conjunction with this Master Agreement.

## **15. Independent Contractor**

The Contractor shall be an independent contractor. Contractor shall have no authorization, express or implied, to bind the Lead State, Participating States, other Participating Entities, or Purchasing Entities to any agreements, settlements, liability or understanding whatsoever, and agrees not to hold itself out as agent except as expressly set forth herein or as expressly agreed in any Participating Addendum.

## **16. Individual Customers**

Except to the extent modified by a Participating Addendum, each Purchasing Entity shall follow the terms and conditions of the Master Agreement and applicable Participating Addendum and will have the same rights and responsibilities for their purchases as the Lead State has in the Master Agreement, including but not limited to, any indemnity or right to recover any costs as such right is defined in the Master Agreement and applicable Participating Addendum for their

purchases. Each Purchasing Entity will be responsible for its own charges, fees, and liabilities. The Contractor will apply the charges and invoice each Purchasing Entity individually.

## **17. Insurance**

- a. Unless otherwise agreed in a Participating Addendum, Contractor shall, during the term of this Master Agreement, maintain in full force and effect, the insurance described in this section. Contractor shall acquire such insurance from an insurance carrier or carriers licensed to conduct business in each Participating Entity's state and having a rating of A-, Class VII or better, in the most recently published edition of Best's Reports. Failure to buy and maintain the required insurance may result in this Master Agreement's termination or, at a Participating Entity's option; result in termination of its Participating Addendum.
- b. Coverage shall be written on an occurrence basis. The minimum acceptable limits shall be as indicated below, with no deductible for each of the following categories:
  - (1) Commercial General Liability covering premises operations, independent contractors, products and completed operations, blanket contractual liability, personal injury (including death), advertising liability, and property damage, with a limit of not less than \$1 million per occurrence/\$2 million general aggregate;
  - (2) Contractor must comply with any applicable State Workers Compensation or Employers Liability Insurance requirements.
- c. Contractor shall pay premiums on all insurance policies. Such policies shall also reference this Master Agreement and shall have a condition that they not be revoked by the insurer until thirty (30) calendar days after notice of intended revocation thereof shall have been given to Purchasing Entity and Participating Entity by the Contractor.
- d. Prior to commencement of performance, Contractor shall provide to the Lead State a written endorsement to the Contractor's general liability insurance policy or other documentary evidence acceptable to the Lead State that (1) names the Participating States identified in the Request for Proposal as additional insured's, (2) provides that no material alteration, cancellation, non-renewal, or expiration of the coverage contained in such policy shall have effect unless the named Participating State has been given at least thirty (30) days prior written notice, and (3) provides that the Contractor's liability insurance policy shall be primary, with any liability insurance of any Participating State as secondary and noncontributory. Unless otherwise agreed in any Participating Addendum, the Participating Entity's rights and Contractor's obligations are the same as those specified in the first sentence of this subsection. Before performance of any Purchase Order issued after execution of a Participating Addendum authorizing it, the Contractor shall provide to a Purchasing Entity or Participating Entity who requests it the same information described in this subsection.
- e. Contractor shall furnish to the Lead State, Participating Entity, and, on request, the Purchasing Entity copies of certificates of all required insurance within thirty (30) calendar days of the execution of this Master Agreement, the execution of a Participating

Addendum, or the Purchase Order's effective date and prior to performing any work. The insurance certificate shall provide the following information: the name and address of the insured; name, address, telephone number and signature of the authorized agent; name of the insurance company (authorized to operate in all states); a description of coverage in detailed standard terminology (including policy period, policy number, limits of liability, exclusions and endorsements); and an acknowledgment of the requirement for notice of cancellation. Copies of renewal certificates of all required insurance shall be furnished within thirty (30) days after any renewal date. These certificates of insurance must expressly indicate compliance with each and every insurance requirement specified in this section. Failure to provide evidence of coverage may, at sole option of the Lead State, or any Participating Entity, result in this Master Agreement's termination or the termination of any Participating Addendum.

- f. Coverage and limits shall not limit Contractor's liability and obligations under this Master Agreement, any Participating Addendum, or any Purchase Order.

## **18. Laws and Regulations**

Any and all Products offered and furnished shall comply fully with all applicable Federal and State laws and regulations.

## **19. License of Pre-Existing Intellectual Property**

Contractor grants to the Purchasing Entity a nonexclusive, perpetual, royalty-free, irrevocable, unlimited license to publish, translate, reproduce, modify, deliver, perform, display, and dispose of the Intellectual Property, and its derivatives, used or delivered under this Master Agreement, but not created under it ("Pre-existing Intellectual Property"). The license shall be subject to any third party rights in the Pre-existing Intellectual Property. Contractor shall obtain, at its own expense, on behalf of the Purchasing Entity, written consent of the owner for the licensed Pre-existing Intellectual Property.

## **20. No Waiver of Sovereign Immunity**

In no event shall this Master Agreement, any Participating Addendum or any contract or any Purchase Order issued thereunder, or any act of a Lead State, a Participating Entity, or a Purchasing Entity be a waiver of any form of defense or immunity, whether sovereign immunity, governmental immunity, immunity based on the Eleventh Amendment to the Constitution of the United States or otherwise, from any claim or from the jurisdiction of any court.

This section applies to a claim brought against the Participating State only to the extent Congress has appropriately abrogated the Participating State's sovereign immunity and is not consent by the Participating State to be sued in federal court. This section is also not a waiver by the Participating State of any form of immunity, including but not limited to sovereign immunity and immunity based on the Eleventh Amendment to the Constitution of the United States.

## **21. Ordering**

- a. Master Agreement number and purchase order numbers shall be clearly shown on all acknowledgments, shipping labels, packing slips, invoices, and on all correspondence.



- b. The resulting Master Agreements permit Purchasing Entities to define project-specific requirements and informally compete the requirement among companies having a Master Agreement on an “as needed” basis. This procedure may also be used when requirements are aggregated or other firm commitments may be made to achieve reductions in pricing. This procedure may be modified in Participating Addenda and adapted to Purchasing Entity rules and policies. The Purchasing Entity may in its sole discretion determine which Master Agreement Contractors should be solicited for a quote. The Purchasing Agency may select the quote that it considers most advantageous, cost and other factors considered.
- c. Each Purchasing Entity will identify and utilize its own appropriate purchasing procedure and documentation. Contractor is expected to become familiar with the Purchasing Entities’ rules, policies, and procedures regarding the ordering of supplies and/or services contemplated by this Master Agreement.
- d. Contractor shall not begin work without a valid Purchase Order or other appropriate commitment document compliance with the law of the Purchasing Entity.
- e. Orders may be placed consistent with the terms of this Master Agreement during the term of the Master Agreement.
- f. All Orders pursuant to this Master Agreement, at a minimum, shall include:
  - (1) The services or supplies being delivered;
  - (2) The place and requested time of delivery;
  - (3) A billing address;
  - (4) The name, phone number, and address of the Purchasing Entity representative;
  - (5) The price per hour or other pricing elements consistent with this Master Agreement and the contractor’s proposal;
  - (6) A ceiling amount of the order for services being ordered; and
  - (7) The Master Agreement identifier.
- g. All communications concerning administration of Orders placed shall be furnished solely to the authorized purchasing agent within the Purchasing Entity’s purchasing office, or to such other individual identified in writing in the Order.
- h. Orders must be placed pursuant to this Master Agreement prior to the termination date thereof, but may have a delivery date or performance period up to 120 days past the then-current termination date of this Master Agreement. Contractor is reminded that financial obligations of Purchasing Entities payable after the current applicable fiscal year are contingent upon agency funds for that purpose being appropriated, budgeted, and otherwise made available.

- i. Notwithstanding the expiration or termination of this Master Agreement, Contractor agrees to perform in accordance with the terms of any Orders then outstanding at the time of such expiration or termination. Contractor shall not honor any Orders placed after the expiration or termination of this Master Agreement, or otherwise inconsistent with its terms. Orders from any separate indefinite quantity, task orders, or other form of indefinite delivery order arrangement priced against this Master Agreement may not be placed after the expiration or termination of this Master Agreement, notwithstanding the term of any such indefinite delivery order agreement. Placements made using the authority provided by this Contract will survive the Contract itself, per terms stated in Section 3.3.10 Survivability of the RFP #3091.

## **22. Participants**

- a. Contractor may not deliver Products under this Master Agreement until a Participating Addendum acceptable to the Participating Entity and Contractor is executed. The WSCA-NASPO Master Agreement Terms and Conditions are applicable to any Order by a Participating Entity (and other Purchasing Entities covered by their Participating Addendum), except to the extent altered, modified, supplemented or amended by a Participating Addendum. By way of illustration and not limitation, this authority may apply to unique delivery and invoicing requirements, confidentiality requirements, defaults on Orders, governing law and venue relating to Orders by a Participating Entity, indemnification, and insurance requirements. Statutory or constitutional requirements relating to availability of funds may require specific language in some Participating Addenda in order to comply with applicable law. The expectation is that these alterations, modifications, supplements, or amendments will be addressed in the Participating Addendum or, with the consent of the Purchasing Entity and Contractor, may be included in the ordering document (e.g. purchase order or contract) used by the Purchasing Entity to place the Order.
- b. Use of specific WSCA-NASPO cooperative Master Agreements by state agencies, political subdivisions and other Participating Entities (including cooperatives) authorized by individual state's statutes to use state contracts are subject to the approval of the respective State Chief Procurement Official. Issues of interpretation and eligibility for participation are solely within the authority of the respective State Chief Procurement Official.
- c. Obligations under this Master Agreement are limited to those Participating Entities who have signed a Participating Addendum and Purchasing Entities within the scope of those Participating Addenda. Financial obligations of Participating States are limited to the orders placed by the departments or other state agencies and institutions having available funds. Participating States incur no financial obligations on behalf of political subdivisions.
- d. WSCA-NASPO Cooperative Purchasing Organization LLC is not a party to the Master Agreement. It is a nonprofit cooperative purchasing organization assisting states in administering the WSCA/NASPO cooperative purchasing program for state government departments, institutions, agencies and political subdivisions (e.g., colleges, school

districts, counties, cities, etc.) for all 50 states, the District of Columbia and the territories of the United States.

- e. State Participating Addenda or other Participating Addenda shall not be construed to amend the terms of this Master Agreement between the Lead State and Contractor.
- f. Participating Entities who are not states may under some circumstances sign their own Participating Addendum, subject to the approval of participation by the Chief Procurement Official of the state where the Participating Entity is located.

### **23. Payment**

Payment for completion of a contract order is normally made within 30 days following the date the entire order is delivered or the date a correct invoice is received, whichever is later. After 45 days the Contractor may assess overdue account charges up to a maximum rate of one percent per month on the outstanding balance. Payments will be remitted by mail. Payments may be made via a State or political subdivision "Purchasing Card" with no additional charge.

### **24. Public Information**

This Master Agreement and all related documents are subject to disclosure pursuant to the Purchasing Entity's public information laws.

### **25. Records Administration and Audit**

- a. The Contractor shall maintain books, records, documents, and other evidence pertaining to this Master Agreement and orders placed by Purchasing Entities under it to the extent and in such detail as shall adequately reflect performance and administration of payments and fees. Contractor shall permit the Lead State, a Participating Entity, a Purchasing Entity, the federal government (including its grant awarding entities and the U.S. Comptroller General), and any other duly authorized agent of a governmental agency, to audit, inspect, examine, copy and/or transcribe Contractor's books, documents, papers and records directly pertinent to this Master Agreement or orders placed by a Purchasing Entity under it for the purpose of making audits, examinations, excerpts, and transcriptions. This right shall survive for a period of five (5) years following termination of this Agreement or final payment for any order placed by a Purchasing Entity against this Agreement, whichever is later, to assure compliance with the terms hereof or to evaluate performance hereunder.
- b. Without limiting any other remedy available to any governmental entity, the Contractor shall reimburse the applicable Lead State, Participating Entity, or Purchasing Entity for any overpayments inconsistent with the terms of the Master Agreement or orders or underpayment of fees found as a result of the examination of the Contractor's records.
- c. The rights and obligations herein right exist in addition to any quality assurance obligation in the Master Agreement requiring the Contractor to self-audit contract obligations and that permits the Lead State to review compliance with those obligations.



## **26. Administrative Fees**

- a. The Contractor shall pay to the WSCA-NASPO Cooperative Purchasing Organization, or its assignee, a WSCA-NASPO Administrative Fee of one-quarter of one percent (0.25% or 0.0025) no later than 60 days following the end of each calendar quarter. The WSCA-NASPO Administrative Fee shall be submitted quarterly and is based on all sales of products and services under the Master Agreement (less any charges for taxes or shipping). The WSCA-NASPO Administrative Fee is not negotiable. This fee is to be included as part of the pricing submitted with proposal.
- b. Additionally, some states may require an additional fee be paid directly to the state only on purchases made by Purchasing Entities within that state. For all such requests, the fee level, payment method and schedule for such reports and payments will be incorporated into the Participating Addendum that is made a part of the Master Agreement. The Contractor may adjust the Master Agreement pricing accordingly for purchases made by Purchasing Entities within the jurisdiction of the state. All such agreements shall not affect the WSCA-NASPO Administrative Fee or the prices paid by the Purchasing Entities outside the jurisdiction of the state requesting the additional fee.

## **27. WSCA-NASPO Summary and Detailed Usage Reports**

In addition to other reports that may be required by this solicitation, the Contractor shall provide the following WSCA-NASPO reports.

- a. **Summary Sales Data.** The Contractor shall submit quarterly sales reports directly to WSCA-NASPO using the WSCA-NASPO Quarterly Sales/Administrative Fee Reporting Tool found at <http://www.naspo.org/WNCPO/Calculator.aspx>. Any/all sales made under the contract shall be reported as cumulative totals by state. Even if Contractor experiences zero sales during a calendar quarter, a report is still required. Reports shall be due no later than 30 day following the end of the calendar quarter (as specified in the reporting tool).
- b. **Detailed Sales Data.** Contractor shall also report detailed sales data by: (1) state; (2) entity/customer type, e.g. local government, higher education, K12, non-profit; (3) Purchasing Entity name; (4) Purchasing Entity bill-to and ship-to locations; (4) Purchasing Entity and Contractor Purchase Order identifier/number(s); (5) Purchase Order Type (e.g. sales order, credit, return, upgrade, determined by industry practices); (6) Purchase Order date; (7) Ship Date; (8) and line item description, including product number if used. The report shall be submitted in any form required by the solicitation. Reports are due on a quarterly basis and must be received by the Lead State and WSCA-NASPO Cooperative Development Team no later than thirty (30) days after the end of the reporting period. Reports shall be delivered to the Lead State and to the WSCA-NASPO Cooperative Development Team electronically through a designated portal, email, CD-Rom, flash drive or other method as determined by the Lead State. Detailed sales data reports shall include sales information for all sales under Participating Addenda executed under this Master Agreement. The format for the detailed sales data report is in shown in Attachment P.

- c. Reportable sales for the summary sales data report and detailed sales data report includes sales to employees for personal use where authorized by the solicitation and the Participating Addendum. Report data for employees should be limited to ONLY the state and entity they are participating under the authority of (state and agency, city, county, school district, etc.) and the amount of sales. No personal identification numbers, e.g. names, addresses, **social security numbers or any other numerical identifier**, may be submitted with any report.
- d. Timely submission of these reports is a material requirement of the Master Agreement. The recipient of the reports shall have exclusive ownership of the media containing the reports. The Lead State and WSCA-NASPO shall have a perpetual, irrevocable, non-exclusive, royalty free, transferable right to display, modify, copy, and otherwise use reports, data and information provided under this section.

## **28. Standard of Performance and Acceptance.**

Any standard of performance under this Master Agreement applies to all Products purchased under this Master Agreement, including any additional, replacement, or substitute Product(s) and any Product(s) which are modified by or with the written approval of Contractor after Acceptance by the Purchasing Entity. The Acceptance Testing period shall be thirty (30) calendar days or other time period identified in the solicitation or the Participating Addendum, starting from the day after the Product is delivered or, if installed, the day after the Product is installed and Contractor certifies that the Product is ready for Acceptance Testing. If the Product does not meet the standard of performance during the initial period of Acceptance Testing, Purchasing Entity may, at its discretion, continue Acceptance Testing on a day-to-day basis until the standard of performance is met. Upon rejection, the Contractor will have fifteen (15) calendar days to cure the standard of performance issue(s). If after the cure period, the Product still has not met the standard of performance, the Purchasing Entity may, at its option: (a) declare Contractor to be in breach and terminate the Order; (b) demand replacement Product from Contractor at no additional cost to Purchasing Entity; or, (c) continue the cure period for an additional time period agreed upon by the Purchasing Entity and the Contractor. Contractor shall pay all costs related to the preparation and shipping of Product returned pursuant to the section. No Product shall be accepted and no charges shall be paid until the standard of performance is met. The warranty period will begin upon Acceptance.

## **29. Warranty**

The Contractor warrants for a period of a minimum of 90 days from the date of Acceptance that: (a) the Product performs according to all specific claims that the Contractor made in its response to the solicitation, (b) the Product is suitable for the ordinary purposes for which such Product is used, (c) the Product is suitable for any special purposes identified in the solicitation or for which the Purchasing Entity has relied on the Contractor's skill or judgment, (d) the Product is designed and manufactured in a commercially reasonable manner, and (e) the Product is free of defects. Upon breach of the warranty, the Contractor will repair or replace (at no charge to the Purchasing Entity) the Product whose nonconformance is discovered and made known to the Contractor. If the repaired and/or replaced Product proves to be inadequate, or fails of its essential purpose, the Contractor will refund the full amount of any payments that have been made. The rights and

remedies of the parties under this warranty are in addition to any other rights and remedies of the parties provided by law or equity, including, without limitation, actual damages, and, as applicable and awarded under the law, to a prevailing party, reasonable attorneys' fees and costs.

**30. System Failure or Damage**

In the event of system failure or damage caused by the Contractor or its Product, the Contractor agrees to use its best efforts to restore or assist in restoring the system to operational capacity.

**31. Title of Product**

Upon Acceptance by the Purchasing Entity, Contractor shall convey to Purchasing Entity title to the Product free and clear of all liens, encumbrances, or other security interests. Transfer of title to the Product shall include an irrevocable and perpetual license to use any Embedded Software in the Product. If Purchasing Entity subsequently transfers title of the Product to another entity, Purchasing Entity shall have the right to transfer the license to use the Embedded Software with the transfer of Product title. A subsequent transfer of this software license shall be at no additional cost or charge to either Purchasing Entity or Purchasing Entity's transferee.

**32. Waiver of Breach**

Failure of the Lead State, Participating Entity, or Purchasing Entity to declare a default or enforce any rights and remedies shall not operate as a waiver under this Master Agreement or Participating Addendum. Any waiver by the Lead State, Participating Entity, or Purchasing Entity must be in writing. Waiver by the Lead State or Participating Entity of any default, right or remedy under this Master Agreement or Participating Addendum, or by Purchasing Entity with respect to any Purchase Order, or breach of any terms or requirements of this Master Agreement, a Participating Addendum, or Purchase Order shall not be construed or operate as a waiver of any subsequent default or breach of such term or requirement, or of any other term or requirement under this Master Agreement, Participating Addendum, or Purchase Order.

**33. Assignment of Antitrust Rights**

Contractor irrevocably assigns to a Participating Entity any claim for relief or cause of action which the Contractor now has or which may accrue to the Contractor in the future by reason of any violation of state or federal antitrust laws (15 U.S.C. § 1-15 or a Participating Entity's state antitrust provisions), as now in effect and as may be amended from time to time, in connection with any goods or services provided to the Contractor for the purpose of carrying out the Contractor's obligations under this Master Agreement or Participating Addendum, including, at a Participating Entity's option, the right to control any such litigation on such claim for relief or cause of action.

**34. Debarment**

The Contractor certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction (contract) by any governmental department or agency. This certification represents a recurring certification made at the time any Order is placed under this Master Agreement. If the Contractor cannot certify this statement, attach a written explanation for review by the Lead State.

### **35. Governing Law and Venue**

- a. The procurement, evaluation, and award of the Master Agreement shall be governed by and construed in accordance with the laws of the Lead State sponsoring and administering the procurement. The construction and effect of the Master Agreement after award shall be governed by the law of the state serving as Lead State (in most cases also the Lead State). The construction and effect of any Participating Addendum or Order against the Master Agreement shall be governed by and construed in accordance with the laws of the Participating Entity's or Purchasing Entity's State.
- b. Unless otherwise specified in the RFP, the venue for any protest, claim, dispute or action relating to the procurement, evaluation, and award is in the Lead State. Venue for any claim, dispute or action concerning the terms of the Master Agreement shall be in the state serving as Lead State. Venue for any claim, dispute, or action concerning any Order placed against the Master Agreement or the effect of a Participating Addendum shall be in the Purchasing Entity's State.
- c. If a claim is brought in a federal forum, then it must be brought and adjudicated solely and exclusively within the United States District Court for (in decreasing order of priority): the Lead State for claims relating to the procurement, evaluation, award, or contract performance or administration if the Lead State is a party; the Participating State if a named party; the Participating Entity state if a named party; or the Purchasing Entity state if a named party.

### **36. WSCA-NASPO eMarket Center**

- a. In July 2011, WSCA-NASPO entered into a multi-year agreement with SciQuest, Inc. whereby SciQuest will provide certain electronic catalog hosting and management services to enable eligible WSCA-NASPO entity's customers to access a central online website to view and/or shop the goods and services available from existing WSCA-NASPO Cooperative Contracts. The central online website is referred to as the WSCA-NASPO eMarket Center Contractor shall either upload a hosted catalog into the eMarket Center or integrate a punchout site with the eMarket Center.
- b. Supplier's Interface with the eMarket Center. There is no cost charged by SciQuest to the Contractor for loading a hosted catalog or integrating a punchout site.
- c. At a minimum, the Contractor agrees to the following:
  - (1) Implementation Timeline: WSCA-NASPO eMarket Center Site Admin shall provide a written request to the Contractor to begin enablement process. The Contractor shall have fifteen (15) days from receipt of written request to work with WSCA-NASPO and SciQuest to set up an enablement schedule, at which time SciQuest's technical documentation shall be provided to the Contractor. The schedule will include future calls and milestone dates related to test and go live dates. The contractor shall have a total of Ninety (90) days to deliver either a (1) hosted catalog or (2) punch-out catalog, from date of receipt of written request.



- (2) WSCA-NASPO and SciQuest will work with the Contractor, to decide which of the catalog structures (either hosted or punch-out as further described below) shall be provided by the Contractor. **Whether hosted or punch-out, the catalog must be strictly limited to the Contractor's awarded contract offering (e.g. products and/or services not authorized through the resulting cooperative contract should not be viewable by WSCA-NASPO Participating Entity users).**
- (a) Hosted Catalog. By providing a hosted catalog, the Contractor is providing a list of its awarded products/services and pricing in an electronic data file in a format acceptable to SciQuest, such as Tab Delimited Text files. In this scenario, the Contractor must submit updated electronic data within five days of approval from the Lead State of product updates to the eMarket Center for the Lead State's approval to maintain the most up-to-date version of its product/service offering under the cooperative contract in the eMarket Center.
- (b) Punch-Out Catalog. By providing a punch-out catalog, the Contractor is providing its own online catalog, which must be capable of being integrated with the eMarket Center as a. Standard punch-in via Commerce eXtensible Markup Language (cXML). In this scenario, the Contractor shall validate that its online catalog is up-to-date by providing a written update as needed, to the Lead State stating they have audited the offered products/services and pricing listed on its online catalog. The site must also return detailed UNSPSC codes (as outlined in line 3) for each line item. Contractor also agrees to provide e-Quote functionality to facilitate volume discounts.
- d. Revising Pricing and Product Offerings: Any revisions (whether an increase or decrease) to pricing or product/service offerings (new products, altered SKUs, etc.) must be pre-approved by the Lead State and shall be subject to any other applicable restrictions with respect to the frequency or amount of such revisions. However, no cooperative contract enabled in the eMarket Center may include price changes on a more frequent basis than once per month. The following conditions apply with respect to hosted catalogs:
- (1) Updated pricing files are required by the 1st of the month and shall go into effect in the eMarket Center on the 1st day of the following month (i.e. file received on 1/01/13 would be effective in the eMarket Center on 2/01/13). Files received after the 1st of the month may be delayed up to a month (i.e. file received on 11/06/09 would be effect in the eMarket Center on 1/01/10).
- (2) Lead State-approved price changes are not effective until implemented within the eMarket Center. Errors in the Contractor's submitted pricing files will delay the implementation of the price changes in eMarket Center.
- e. Supplier Network Requirements: Contractor shall join the SciQuest Supplier Network (SQSN) and shall use the SciQuest's Supplier Portal to import the Contractor's catalog and pricing, into the SciQuest system, and view reports on catalog spend and product/pricing freshness. The Contractor can receive orders through electronic delivery (cXML) or through low-tech options such as fax. More information about the SQSN can


be found at: [www.sciquest.com](http://www.sciquest.com) or call the SciQuest Supplier Network Services team at 800-233-1121.

- f. Minimum Requirements: Whether the Contractor is providing a hosted catalog or a punch-out catalog, the Contractor agrees to meet the following requirements:
- (1) Catalog must contain the most current pricing, including all applicable administrative fees and/or discounts, as well as the most up-to-date product/service offering the Contractor is authorized to provide in accordance with the cooperative contract; and
  - (2) The accuracy of the catalog must be maintained by Contractor throughout the duration of the cooperative contract between the Contractor and the Contract Administrator; and
  - (3) The Catalog must include a Lead State contract identification number; and
  - (4) The Catalog must include detailed product line item descriptions; and
  - (5) The Catalog must include pictures when possible; and
  - (6) The Catalog must include any additional WSCA-NASPO and Participating Addendum requirements. Although suppliers in the SQSN normally submit one (1) catalog, it is possible to have multiple contracts applicable to different WSCA-NASPO Participating Entities. For example, a supplier may have different pricing for state government agencies and Board of Regents institutions. Suppliers have the ability and responsibility to submit separate contract pricing for the same catalog if applicable. The system will deliver the appropriate contract pricing to the user viewing the catalog.
- g. Order Acceptance Requirements: Contractor must be able to accept Purchase Orders via fax or cXML. The Contractor shall provide positive confirmation via phone or email within 24 hours of the Contractor's receipt of the Purchase Order. If the Purchasing Order is received after 3pm EST on the day before a weekend or holiday, the Contractor must provide positive confirmation via phone or email on the next business day.
- h. UNSPSC Requirements: Contractor shall support use of the United Nations Standard Product and Services Code (UNSPSC). UNSPSC versions that must be adhered to are driven by SciQuest for the suppliers and are upgraded every year. WSCA-NASPO reserves the right to migrate to future versions of the UNSPSC and the Contractor shall be required to support the migration effort. All line items, goods or services provided under the resulting statewide contract must be associated to a UNSPSC code. All line items must be identified at the most detailed UNSPSC level indicated by segment, family, class and commodity. More information about the UNSPSC is available at: <http://www.unspsc.com> and <http://www.unspsc.com/FAQs.asp#howdoesunspscwork>.
- i. Applicability: Contractor agrees that WSCA-NASPO controls which contracts appear in the eMarket Center and that WSCA-NASPO may elect at any time to remove any supplier's offering from the eMarket Center.

- j. The Lead State reserves the right to approve the pricing on the eMarket Center. This catalog review right is solely for the benefit of the Lead State and Participating Entities, and the review and approval shall not waive the requirement that products and services be offered at prices (and approved fees) required by the Master Agreement.
- k. Several WSCA-NASPO Participating Entities currently maintain separate SciQuest eMarketplaces, these Participating Entities do enable certain WSCA-NASPO Cooperative Contracts. In the event one of these entities elects to use this WSCA-NASPO Cooperative Contract (available through the eMarket Center) but publish to their own eMarketplace, the Contractor agrees to work in good faith with the entity and WSCA-NASPO to implement the catalog. WSCA-NASPO does not anticipate that this will require substantial additional efforts by the Contractor; however, the supplier agrees to take commercially reasonable efforts to enable such separate SciQuest catalogs.

IN WITNESS WHEREOF, the parties hereto have caused this Contract to be signed and intend to be legally bound thereby.

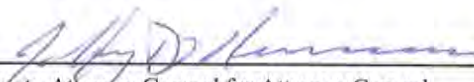
**Independent Contractor Approval:**

|  |      |   |                                  |
|--|------|---|----------------------------------|
|  | Date | Senior Vice President & General Manager | Independent's Contractor's Title |
| Independent Contractor's Signature   |      |   |                                  |

**State of Nevada (Lead State) Approval:**

|   |      |  |
|---|------|--|
|  | Date | CPO, NV State Purchasing Administrator |
| Greg Smith  |      |  |

**Approved as to form by:**

|   |                              |
|---|------------------------------|
|  | Date                         |
| Nevada Deputy Attorney General for Attorney General                                 | On <u>7 Dec 14</u><br>(Date) |




**Attachment BB**

**Negotiated Items**


1. Additional Cost for hard drive removal and surrender must be disclosed to the Customer prior to the negotiation and signing of a lease or rental agreement.
2. Models added to a segment within an awarded Group must match or exceed the minimum discount proposed in the awarded Group.
3. Contractor is to negotiate SLA with each Participating Entity at time of initiating the Participating Addendum. Attachment O of RFP 3091 (Attachment AA) is meant to be a model Service Level Agreement only.
4. Attachment CC – Contractors Response:
  - a. Exceptions E1 through E5 noted on Attachment B were not acceptable by The State and WSCA-NASPO.

IN WITNESS WHEREOF, the parties hereto have caused this Contract to be signed and intend to be legally bound thereby.

**Independent Contractor Approval:**

|   |   |
|---|---|
|  | Senior Vice President & General Manager |
| Independent Contractor's Signature  | Independent's Contractor's Title        |
| Date  |   |

**State of Nevada (Lead State) Approval:**

|   |  |
|---|--|
|  | CPO, NV State Purchasing Administrator |
| Greg Smith  |  |
| Date  |  |

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter “Lead State”)**

MASTER AGREEMENT  
Canon U.S.A., Inc  
Nevada RFP 3091  
(hereinafter “Contractor”)

And

The State of Connecticut  
(hereinafter “Participating State”)

Page 1 of 21

1. **Scope:** This addendum covers the Copiers, Printers & Related Devices 14-19 lead by the State of Nevada for use by state agencies and other entities located in the Participating **State/Entity** authorized by that state’s statutes to utilize **state/entity** contracts with the prior approval of the state’s chief procurement official.

The State of Connecticut will utilize the following categories of this award:

- Group B – Production Copiers
- Group C – Wide Format Copiers
- Group F – Scanners (excluding flatbed type)

2. **Participation:** Use of specific WSCA-NASPO cooperative contracts by agencies, political subdivisions and other entities (including cooperatives) authorized by an individual state’s statutes to use **state/entity** contracts are subject to the prior approval of the respective State Chief Procurement Official. Issues of interpretation and eligibility for participation are solely within the authority of the State Chief Procurement Official.

3. **Participating State Modifications or Additions to Master Agreement:**

- a) The State of Connecticut will authorize its Client Agencies to procure equipment and/or services using the following options:
  - Purchase
  - Non-Cancelable Rentals Service / Supplies
  - Cost-Per Copy – on maintenance for State owned equipment
- b) The State of Connecticut encourages small business procurement whenever possible. The State of Connecticut will request from Contractor a list of authorized dealers who are Connecticut DAS – certified small (SBE), minority (MBE) business for Client Agencies to procure from using this Contract. Further information about the Connecticut Supplier Diversity Program can be found at the following link:  
<http://das.ct.gov/cr1.aspx?page=34>
- c) All State of Connecticut Client Agency purchases that are less than \$1,000 shall be made using the State of Connecticut Purchasing Card (MasterCard). Exceptions to this policy would be for purchases that must be approved using the Core 10 process, Contractors who do not accept credit cards and purchases to restock inventories carried in the Core-CT inventory module. Contractor shall be equipped to receive purchase orders against this

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Canon U.S.A., Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 2 of 21

Contract using the MasterCard. The Contractor shall be responsible for the credit card user-handling fee associated with credit card purchases. The Contractor shall charge the State's MasterCard only upon delivery of goods or rendering Services. The Contractor shall capture and provide their merchant bank, Level 3 reporting at the line item level for all orders placed using the MasterCard. Questions regarding the MasterCard Program should be directed to Ms. Kerry DiMatteo, Procurement Card Program Administrator at 860 713-5072 or [Kerry.dimatteo@ct.gov](mailto:Kerry.dimatteo@ct.gov) .

- d) **Payment Terms and Billing:** Payments shall be made only after the Client Agency receives and accepts the Goods or Services and after it receives a properly completed invoice. Payment for all accepted Goods or Services shall be due within forty five (45) days after acceptance of the Goods or Services, or thirty (30) days if the Contractor is a certified small Contractor or minority business enterprise as defined in Conn. Gen. Stat. §4a-60g. Contractor shall submit an invoice to the Client Agency for the Performance. The invoice shall include detailed information for Goods or Services, delivered and performed, as applicable, and accepted. Any late payment charges shall be calculated in accordance with the Connecticut General Statutes.
- e) Contractor shall adhere to established security and/or property entrance policies and procedures established for each requesting State of Connecticut Client Agency. It is the responsibility of each Contractor to understand and adhere to those policies and procedures prior to any attempt to enter the premises.
- f) Per State of Connecticut General Statute number 4a-67c: equipment and appliances offered under this Contract shall meet or exceed the federal energy conservation standards set forth in the Energy Policy and Conversation Act, 42 USC 6295, any federal regulations adopted thereunder, and shall meet or exceed the federal Energy Star standards established by the United States Environmental Protection Agency and the U.S. Department of Energy.
- g) **Equipment Relocation:** Contractor shall relocate Equipment as requested by the Client Agency at no additional cost to the Client Agency provided such relocation is within the same building. Relocation within the same building shall be as if it is an initial installation with all required services performed at no additional cost to the Client Agency.

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Canon U.S.A., Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 3 of 21

- h) Usage/Spend Reports: Contractor must submit reports on a quarterly basis to the State of Connecticut contact person listed above. Reports must include:
- Client Agency/Organization
  - Site Street Address
  - Site City
  - Location (Client Agency Unit /Department)
  - Client Contact (name and telephone number and e-mail if available)
  - Install Date (of the Equipment)
  - Rental Term, 36 or 48 months
  - Upgrade (Equipment replacement) Date
  - Brand/Model
  - Equipment Serial Number
  - Equipment ID
  - (Billing) Reconciliation (period)
  - Equipment Category (e.g. 13-22 page per minute (ppm) black and white (b/w)).
  - B/W Monthly Average
  - Color Monthly Average
- i) With respect to 3.7.4 of the Master Agreement, Contractor can provide Customer with specific options to enhance data security besides the 3-pass overwrite that will be provided by Contractor at no additional charge as required under 3.7.4.3. Some of these options are at an additional cost, including hard drive removal under Section 5.4.6 of the Master Agreement. Customer is responsible for choosing what, if any, options it wants Contractor to provide beyond the included end-of-term 3-pass overwrite, including whatever erasure standards may be required by applicable law.
- j) The notification requirements of Section 5.4.7.2 of the Master Agreement, "Special Promotions," shall apply exclusively to Contractor in the event Contractor provides special promotion or pricing as a supplement to the applicable Attachment I Price Schedule.
- k) After Section 11.4.2.1.B. of the Master Agreement, "Software Warranty," the following Section 11.4.2.1.C will be added:
- C. The provisions under Section 11.4.2.1.B. apply solely to Embedded Software required for the normal operation of the hardware. To the extent Contractor offers a software product as a separate line item, the warranty coverage for such software, if any, shall be governed by the warranty terms provided by the developer furnishing such software.

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Canon U.S.A., Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 4 of 21

1) Under Section 11.4.2.3 of the Master Agreement, "Infringement Indemnity," and Section 14.b. of Attachment D to the Master Agreement (WSCA-NASPO Master Agreement Terms and Conditions), "Indemnification-Intellectual Property," Contractor's indemnification obligations for infringement apply exclusively with respect to a claimant's United States Intellectual Property rights and Canon or Océ brand manufactured equipment furnished hereunder.

4. Leases: Leasing of any equipment is not allowed under this Participating Addendum.

5. Primary Contacts: The primary contact individuals for this participating addendum are as follows (or their named successors):

Contractor

|           |  |
|-----------|--|
| Name      | Canon USA, Mike Hurley, Supervisor, Contract Admin                 |
| Address   | 1 Canon Park, Melville, NY 11747                                   |
| Telephone | 631-330-3613   |
| Fax       | 631-330-5459   |
| E-mail    | <a href="mailto:mhurley@cusa.canon.com">mhurley@cusa.canon.com</a> |

Participating Entity

|           |  |
|-----------|--|
| Name      | Janet DelGreco Olson   |
| Address   | 165 Capitol Avenue, 5 <sup>th</sup> Floor S., Hartford CT 06106  |
| Telephone | 860 713-5079   |
| Fax       | 860 713-2961   |
| E-mail    | <a href="mailto:Janet.delgreco@ct.gov">Janet.delgreco@ct.gov</a> |

6. Authorized Dealers:

All Canon U.S.A., Inc. dealers and resellers authorized in the State of Connecticut, as shown on the dedicated **Canon U.S.A., Inc.** (cooperative contract) website, are approved to provide sales and service support to participants in the NASPO Master Price Agreement. Canon U.S.A., Inc. dealer's participation will be in accordance with the terms and conditions set forth in the aforementioned Master Agreement.



**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Canon U.S.A., Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 5 of 21

**7. Purchase Order Instructions:**

**All orders** should contain the following (1) Mandatory Language "PO is subject to WSCA-NASPO Contract # 3091 (2) Your Name, Address, Contact, & Phone-Number (3) Purchase order amount. Please channel your PO through one of our authorized resellers so they can arrange for proper ordering and installation of your unit.

**8. Price Agreement Number:**

All purchase orders issued by purchasing entities within the jurisdiction of this participating addendum shall include the Participating State contract number: **14PSX0125** and the Lead State price agreement number: 3091.

**9. Service Level Agreement ("SLA"):**

The SLA attached as Exhibit A to this Participating Addendum shall apply to Services provided by the authorized dealers under this Addendum.

**10. Individual Customer:**

Each State agency and political subdivision, as a Participating Entity, that purchases products/services will be treated as if they were Individual Customers. Except to the extent modified by a Participating Addendum, each agency and political subdivision will be responsible to follow the terms and conditions of the Master Agreement; and they will have the same rights and responsibilities for their purchases as the Lead State has in the Master Agreement. Each agency and political subdivision will be responsible for their own charges, fees, and liabilities. Each agency and political subdivision will have the same rights to any indemnity or to recover any costs allowed in the contract for their purchases. The Contractor will apply the charges to each Participating Entity individually.

This Participating Addendum and the Master Agreement number 3091 (administered by the State of Nevada) together with its exhibits, set forth the entire agreement between the parties with respect to the subject matter of all previous communications, representations or agreements, whether oral or written, with respect to the subject matter hereof. Terms and conditions inconsistent with, or contrary to the terms and conditions of this Addendum and the Master Agreement, together with its exhibits, shall not be added to or incorporated into this Addendum or the Master Agreement and its exhibits, by any subsequent purchase order or otherwise, and any such attempts to add or incorporate such terms and conditions are hereby rejected. The

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Canon U.S.A., Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 6 of 21

terms and conditions of this Addendum and the Master Agreement and its exhibits shall prevail and govern in the case of any such inconsistent or additional terms within the Participating State.

**11. The parties agree that the following provisions (Participating Addendum) shall apply to any action, purchase or purchase order issued by the State of Connecticut or any of its participating entities.**

**Definitions: The following definitions apply to this Participating Addendum**

- a) **Claims:** All actions, suits, claims, demands, investigations and proceedings of any kind, open, pending or threatened, whether mature, unmatured, contingent, known or unknown, at law or in equity, in any forum.
- b) **Confidential Information:** Any name, number or other information that may be used, alone or in conjunction with any other information, to identify a specific individual including, but not limited to, such individual's name, date of birth, mother's maiden name, motor vehicle operator's license number, Social Security number, employee identification number, employer or taxpayer identification number, alien registration number, government passport number, health insurance identification number, demand deposit account number, savings account number, credit card number, debit card number or unique biometric data such as fingerprint, voice print, retina or iris image, or other unique physical representation. Without limiting the foregoing, Confidential Information shall also include any information that the Department classifies as "confidential" or "restricted." Confidential Information shall not include information that may be lawfully obtained from publicly available sources or from federal, state, or local government records which are lawfully made available to the general public.
- c) **Confidential Information Breach:** This shall mean, generally, an instance where an unauthorized person or entity accesses Confidential Information in any manner, including but not limited to the following occurrences: (1) any Confidential Information that is not encrypted or protected is misplaced, lost, stolen or in any way compromised; (2) one or more third parties have had access to or taken control or possession of any Confidential Information that is not encrypted or protected without prior written authorization from the State; (3) the unauthorized acquisition of encrypted or protected Confidential Information



**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Canon U.S.A., Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 7 of 21

together with the confidential process or key that is capable of compromising the integrity of the Confidential Information; or (4) if there is a substantial risk of identity theft or fraud to the client, the Contractor, the Department or State.

- d) Contract: Copiers, Printers and Related Devices, Contract Award Number 3091 and this Participating Addendum
- e) Contractor: A person or entity who executes the Contract.
- f) Contractor Parties: A Contractor's members, directors, officers, shareholders, partners, managers, principal officers, representatives, agents, servants, consultants, employees or any one of them or any other person or entity with whom the Contractor is in privity of oral or written contract and the Contractor intends for such other person or entity to Perform under the Contract in any capacity.

**Whistleblowing.** This Contract may be subject to the provisions of Section 4-61dd of the Connecticut General Statutes. In accordance with this statute, if an officer, employee or appointing authority of the Contractor takes or threatens to take any personnel action against any employee of the Contractor in retaliation for such employee's disclosure of information to any employee of the contracting state or quasi-public agency or the Auditors of Public Accounts or the Attorney General under the provisions of subsection (a) of such statute, the Contractor shall be liable for a civil penalty of not more than five thousand dollars for each offense, up to a maximum of twenty per cent of the value of this Contract. Each violation shall be a separate and distinct offense and in the case of a continuing violation, each calendar day's continuance of the violation shall be deemed to be a separate and distinct offense. The State may request that the Attorney General bring a civil action in the Superior Court for the Judicial District of Hartford to seek imposition and recovery of such civil penalty. In accordance with subsection (f) of such statute, each large state contractor, as defined in the statute, shall post a notice of the provisions of the statute relating to large state contractors in a conspicuous place which is readily available for viewing by the employees of the Contractor.

**Forum and Choice of Law.** The parties deem the Contract to have been made in the City of Hartford, State of Connecticut. Both parties agree that it is fair and reasonable for the validity and construction of the Contract to be, and it shall be, governed by the laws and court decisions of the

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Canon U.S.A., Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 8 of 21

State of Connecticut, without giving effect to its principles of conflicts of laws. To the extent that any immunities provided by Federal law or the laws of the State of Connecticut do not bar an action against the State, and to the extent that these courts are courts of competent jurisdiction, for the purpose of venue, the complaint shall be made returnable to the Judicial District of Hartford only or shall be brought in the United States District Court for the District of Connecticut only, and shall not be transferred to any other court, provided, however, that nothing here constitutes a waiver or compromise of the sovereign immunity of the State of Connecticut. The Contractor waives any objection which it may now have or will have to the laying of venue of any Claims in any forum and further irrevocably submits to such jurisdiction in any suit, action or proceeding.

**Sovereign Immunity.** The parties acknowledge and agree that nothing in the solicitation or the Contract shall be construed as a modification, compromise or waiver by the State of any rights or defenses of any immunities provided by Federal law or the laws of the State of Connecticut to the State or any of its officers and employees, which they may have had, now have or will have with respect to all matters arising out of the Contract. To the extent that this section conflicts with any other section, this section shall govern.

**Summary of State Ethics Laws.** Pursuant to the requirements of section 1-101qq of the Connecticut General Statutes, the summary of State ethics laws developed by the State Ethics Commission pursuant to section 1-81b of the Connecticut General Statutes is incorporated by reference into and made a part of the Contract as if the summary had been fully set forth in the Contract.

**Campaign Contribution Restriction.** For all State contracts, defined in Conn. Gen. Stat. §9-612(g)(1) as having a value in a calendar year of \$50,000 or more, or a combination or series of such agreements or contracts having a value of \$100,000 or more, the authorized signatory to this Contract expressly acknowledges receipt of the State Elections Enforcement Commission's notice advising state contractors of state campaign contribution and solicitation prohibitions, and will inform its principals of the contents of the notice, as set forth in "Notice to Executive Branch State Contractors and Prospective State Contractors of Campaign Contribution and Solicitation Limitations," attached to this Participating Addendum.

5. **Executive Orders.** This Contract is subject to the provisions of Executive Order No. Three of Governor Thomas J. Meskill, promulgated June 16, 1971, concerning labor employment practices, Executive Order No. Seventeen of Governor Thomas J. Meskill, promulgated February 15, 1973, concerning the listing of employment openings and Executive Order No. Sixteen of Governor John G. Rowland promulgated August 4, 1999, concerning violence in the

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Canon U.S.A., Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 9 of 21

workplace, all of which are incorporated into and are made a part of the Contract as if they had been fully set forth in it. The Contract may also be subject to Executive Order No. 14 of Governor M. Jodi Rell, promulgated April 17, 2006, concerning procurement of cleaning products and services and to Executive Order No. 49 of Governor Dannel P. Malloy, promulgated May 22, 2015, mandating disclosure of certain gifts to public employees and contributions to certain candidates for office. If Executive Order 14 and/or Executive Order 49 are applicable, they are deemed to be incorporated into and are made a part of the Contract as if they had been fully set forth in it. At the Contractor's request, the Client Agency or DAS shall provide a copy of these orders to the Contractor.

**Nondiscrimination.**

- (a) For purposes of this Section, the following terms are defined as follows:
- i. "Commission" means the Commission on Human Rights and Opportunities;
  - ii. "Contract" and "contract" include any extension or modification of the Contract or contract;
  - iii. "Contractor" and "contractor" include any successors or assigns of the Contractor or contractor;
  - iv. "Gender identity or expression" means a person's gender-related identity, appearance or behavior, whether or not that gender-related identity, appearance or behavior is different from that traditionally associated with the person's physiology or assigned sex at birth, which gender-related identity can be shown by providing evidence including, but not limited to, medical history, care or treatment of the gender-related identity, consistent and uniform assertion of the gender-related identity or any other evidence that the gender-related identity is sincerely held, part of a person's core identity or not being asserted for an improper purpose;
  - v. "good faith" means that degree of diligence which a reasonable person would exercise in the performance of legal duties and obligations;
  - vi. "good faith efforts" shall include, but not be limited to, those reasonable initial efforts necessary to comply with statutory or regulatory requirements and additional or substituted efforts when it is determined that such initial efforts will not be sufficient to comply with such requirements;
  - vii. "marital status" means being single, married as recognized by the state of Connecticut, widowed, separated or divorced;
  - viii. "mental disability" means one or more mental disorders, as defined in the most recent edition of the American Psychiatric Association's "Diagnostic and Statistical

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Canon U.S.A., Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 10 of 21

Manual of Mental Disorders", or a record of or regarding a person as having one or more such disorders;

- ix. "minority business enterprise" means any small contractor or supplier of materials fifty-one percent or more of the capital stock, if any, or assets of which is owned by a person or persons: (1) who are active in the daily affairs of the enterprise, (2) who have the power to direct the management and policies of the enterprise, and (3) who are members of a minority, as such term is defined in subsection (a) of Connecticut General Statutes § 32-9n; and
- x. "public works contract" means any agreement between any individual, firm or corporation and the State or any political subdivision of the State other than a municipality for construction, rehabilitation, conversion, extension, demolition or repair of a public building, highway or other changes or improvements in real property, or which is financed in whole or in part by the State, including, but not limited to, matching expenditures, grants, loans, insurance or guarantees.

For purposes of this Section, the terms "Contract" and "contract" do not include a contract where each contractor is (1) a political subdivision of the state, including, but not limited to, a municipality, (2) a quasi-public agency, as defined in Conn. Gen. Stat. Section 1-120, (3) any other state, including but not limited to any federally recognized Indian tribal governments, as defined in Conn. Gen. Stat. Section 1-267, (4) the federal government, (5) a foreign government, or (6) an agency of a subdivision, agency, state or government described in the immediately preceding enumerated items (1), (2), (3), (4) or (5).

- (b) (1) The Contractor agrees and warrants that in the performance of the Contract such Contractor will not discriminate or permit discrimination against any person or group of persons on the grounds of race, color, religious creed, age, marital status, national origin, ancestry, sex, gender identity or expression, intellectual disability, mental disability or physical disability, including, but not limited to, blindness, unless it is shown by such Contractor that such disability prevents performance of the work involved, in any manner prohibited by the laws of the United States or of the State of Connecticut; and the Contractor further agrees to take affirmative action to insure that applicants with job-related qualifications are employed and that employees are treated when employed without regard to their race, color, religious creed, age, marital status, national origin, ancestry, sex, gender identity or expression, intellectual disability, mental disability or physical disability, including, but not limited to, blindness, unless it is shown by the Contractor that such disability prevents performance of the work involved; (2) the Contractor agrees, in all



**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Canon U.S.A., Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 11 of 21

solicitations or advertisements for employees placed by or on behalf of the Contractor, to state that it is an "affirmative action-equal opportunity employer" in accordance with regulations adopted by the Commission; (3) the Contractor agrees to provide each labor union or representative of workers with which the Contractor has a collective bargaining Agreement or other contract or understanding and each vendor with which the Contractor has a contract or understanding, a notice to be provided by the Commission, advising the labor union or workers' representative of the Contractor's commitments under this section and to post copies of the notice in conspicuous places available to employees and applicants for employment; (4) the Contractor agrees to comply with each provision of this Section and Connecticut General Statutes §§ 46a-68e and 46a-68f and with each regulation or relevant order issued by said Commission pursuant to Connecticut General Statutes §§ 46a-56, 46a-68e and 46a-68f; and (5) the Contractor agrees to provide the Commission on Human Rights and Opportunities with such information requested by the Commission, and permit access to pertinent books, records and accounts, concerning the employment practices and procedures of the Contractor as relate to the provisions of this Section and Connecticut General Statutes § 46a-56. If the contract is a public works contract, the Contractor agrees and warrants that he will make good faith efforts to employ minority business enterprises as subcontractors and suppliers of materials on such public works projects.

- (c) Determination of the Contractor's good faith efforts shall include, but shall not be limited to, the following factors: The Contractor's employment and subcontracting policies, patterns and practices; affirmative advertising, recruitment and training; technical assistance activities and such other reasonable activities or efforts as the Commission may prescribe that are designed to ensure the participation of minority business enterprises in public works projects.
- (d) The Contractor shall develop and maintain adequate documentation, in a manner prescribed by the Commission, of its good faith efforts.
- (e) The Contractor shall include the provisions of subsection (b) of this Section in every subcontract or purchase order entered into in order to fulfill any obligation of a contract with the State and such provisions shall be binding on a subcontractor, vendor or manufacturer unless exempted by regulations or orders of the Commission. The Contractor shall take such action with respect to any such subcontract or purchase order as the Commission may direct as a means of enforcing such provisions including sanctions for noncompliance in accordance with Connecticut General Statutes §46a-56; provided if such Contractor becomes

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Canon U.S.A., Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 12 of 21

involved in, or is threatened with, litigation with a subcontractor or vendor as a result of such direction by the Commission, the Contractor may request the State of Connecticut to enter into any such litigation or negotiation prior thereto to protect the interests of the State and the State may so enter.

- (f) The Contractor agrees to comply with the regulations referred to in this Section as they exist on the date of this Contract and as they may be adopted or amended from time to time during the term of this Contract and any amendments thereto.
- (g) (1) The Contractor agrees and warrants that in the performance of the Contract such Contractor will not discriminate or permit discrimination against any person or group of persons on the grounds of sexual orientation, in any manner prohibited by the laws of the United States or the State of Connecticut, and that employees are treated when employed without regard to their sexual orientation; (2) the Contractor agrees to provide each labor union or representative of workers with which such Contractor has a collective bargaining Agreement or other contract or understanding and each vendor with which such Contractor has a contract or understanding, a notice to be provided by the Commission on Human Rights and Opportunities advising the labor union or workers' representative of the Contractor's commitments under this section, and to post copies of the notice in conspicuous places available to employees and applicants for employment; (3) the Contractor agrees to comply with each provision of this section and with each regulation or relevant order issued by said Commission pursuant to Connecticut General Statutes § 46a-56; and (4) the Contractor agrees to provide the Commission on Human Rights and Opportunities with such information requested by the Commission, and permit access to pertinent books, records and accounts, concerning the employment practices and procedures of the Contractor which relate to the provisions of this Section and Connecticut General Statutes § 46a-56.
- (h) The Contractor shall include the provisions of the foregoing paragraph in every subcontract or purchase order entered into in order to fulfill any obligation of a contract with the State and such provisions shall be binding on a subcontractor, vendor or manufacturer unless exempted by regulations or orders of the Commission. The Contractor shall take such action with respect to any such subcontract or purchase order as the Commission may direct as a means of enforcing such provisions including sanctions for noncompliance in accordance with Connecticut General Statutes § 46a-56; provided, if such Contractor becomes involved in, or is threatened with, litigation with a subcontractor or vendor as a result of such direction by the Commission, the Contractor may request the State of

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Canon U.S.A., Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 13 of 21

Connecticut to enter into any such litigation or negotiation prior thereto to protect the interests of the State and the State may so enter.

**Indemnification.**

- (a) The Contractor shall indemnify, defend and hold harmless the State and its officers, representatives, agents, servants, employees, successors and assigns from and against any and all (1) Claims arising, directly or indirectly, in connection with the Contract, including the acts of commission or omission (collectively, the "Acts") of the Contractor or Contractor Parties; and (2) liabilities, damages, losses, costs and expenses, including but not limited to, attorneys' and other professionals' fees, arising, directly or indirectly, in connection with Claims, Acts or the Contract. The Contractor shall use counsel reasonably acceptable to the State in carrying out its obligations under this section. The Contractor's obligations under this section to indemnify, defend and hold harmless against Claims includes Claims concerning confidentiality of any part of or all of the Contractor's bid, proposal or any Records, any intellectual property rights, other proprietary rights of any person or entity, copyrighted or uncopyrighted compositions, secret processes, patented or unpatented inventions, articles or appliances furnished or used in the performance.
- (b) The Contractor shall not be responsible for indemnifying or holding the State harmless from any liability arising due to the negligence of the State or any other person or entity acting under the direct control or supervision of the State.
- (c) The Contractor shall reimburse the State for any and all damages to the real or personal property of the State caused by the Acts of the Contractor or any Contractor Parties. The State shall give the Contractor reasonable notice of any such Claims.
- (d) The Contractor's duties under this section shall remain fully in effect and binding in accordance with the terms and conditions of the Contract, without being lessened or compromised in any way, even where the Contractor is alleged or is found to have merely contributed in part to the Acts giving rise to the Claims and/or where the State is alleged or is found to have contributed to the Acts giving rise to the Claims.
- (e) The Contractor shall carry and maintain at all times during the term of the Contract, and during the time that any provisions survive the term of the Contract, sufficient general liability insurance to satisfy its obligations under this Contract. The Contractor shall name the State as an additional insured on the policy and shall provide a copy of the policy to the Agency prior to the effective date of the Contract. The Contractor shall not begin performance until the



**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Canon U.S.A., Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 14 of 21

delivery of the policy to the Agency. The Agency shall be entitled to recover under the insurance policy even if a body of competent jurisdiction determines that the Agency or the State is contributorily negligent.

- (f) The rights provided in this section for the benefit of the State shall encompass the recovery of attorneys' and other professionals' fees expended in pursuing a Claim against a third party.
- (g) This section shall survive the Termination of the Contract and shall not be limited by reason of any insurance coverage.

**Tangible Personal Property.**

- (a) The Contractor on its behalf and, on behalf of its Affiliates, as defined below, shall comply with the provisions of Conn. Gen. Stat. §12-411b, as follows:
  - (1) For the term of the Contract, the Contractor and its Affiliates shall collect and remit to the State of Connecticut, Department of Revenue Services, any Connecticut use tax due under the provisions of Chapter 219 of the Connecticut General Statutes for items of tangible personal property sold by the Contractor or by any of its Affiliates in the same manner as if the Contractor and such Affiliates were engaged in the business of selling tangible personal property for use in Connecticut and had sufficient nexus under the provisions of Chapter 219 to be required to collect Connecticut use tax;
  - (2) A customer's payment of a use tax to the Contractor or its Affiliates relieves the customer of liability for the use tax;
  - (3) The Contractor and its Affiliates shall remit all use taxes they collect from customers on or before the due date specified in the Contract, which may not be later than the last day of the month next succeeding the end of a calendar quarter or other tax collection period during which the tax was collected;
  - (4) The Contractor and its Affiliates are not liable for use tax billed by them but not paid to them by a customer; and
  - (5) Any Contractor or Affiliate who fails to remit use taxes collected on behalf of its customers by the due date specified in the Contract shall be subject to the interest and penalties provided for persons required to collect sales tax under chapter 219 of the general statutes.

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Canon U.S.A., Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 15 of 21

- (b) For purposes of this section of the Contract, the word "Affiliate" means any person, as defined in section 12-1 of the general statutes that controls is controlled by, or is under common control with another person. A person controls another person if the person owns, directly or indirectly, more than ten per cent of the voting securities of the other person. The word "voting security" means a security that confers upon the holder the right to vote for the election of members of the board of directors or similar governing body of the business, or that is convertible into, or entitles the holder to receive, upon its exercise, a security that confers such a right to vote. "Voting security" includes a general partnership interest.
- (c) The Contractor represents and warrants that each of its Affiliates has vested in the Contractor plenary authority to so bind the Affiliates in any agreement with the State of Connecticut. The Contractor on its own behalf and on behalf of its Affiliates shall also provide, no later than 30 days after receiving a request by the State's contracting authority, such information as the State may require to ensure, in the State's sole determination, compliance with the provisions of Chapter 219 of the Connecticut General Statutes, including, but not limited to, §12-411b.

**Audit and Inspection of Plants, Places of Business and Records.**

- (a) The State and its agents, including, but not limited to, the Connecticut Auditors of Public Accounts, Attorney General and State's Attorney and their respective agents, may, at reasonable hours, inspect and examine all of the parts of the Contractor's and Contractor Parties' plants and places of business which, in any way, are related to, or involved in, the performance of this Contract.
- (b) The Contractor shall maintain, and shall require each of the Contractor Parties to maintain, accurate and complete Records. The Contractor shall make all of its and the Contractor Parties' Records available at all reasonable hours for audit and inspection by the State and its agents.
- (c) The State shall make all requests for any audit or inspection in writing and shall provide the Contractor with at least twenty-four (24) hours' notice prior to the requested audit and inspection date. If the State suspects fraud or other abuse, or in the event of an emergency, the State is not obligated to provide any prior notice.
- (d) All audits and inspections shall be at the State's expense.

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Canon U.S.A., Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 16 of 21

- (e) The Contractor shall keep and preserve or cause to be kept and preserved all of its and Contractor Parties' Records until three (3) years after the latter of (i) final payment under this Agreement, or (ii) the expiration or earlier termination of this Agreement, as the same may be modified for any reason. The State may request an audit or inspection at any time during this period. If any Claim or audit is started before the expiration of this period, the Contractor shall retain or cause to be retained all Records until all Claims or audit findings have been resolved.
- (f) The Contractor shall cooperate fully with the State and its agents in connection with an audit or inspection. Following any audit or inspection, the State may conduct and the Contractor shall cooperate with an exit conference.
- (g) The Contractor shall incorporate this entire Section verbatim into any contract or other agreement that it enters into with any Contractor Party.

**Protection of Confidential Information.**

- (a) Contractor and Contractor Parties, at their own expense, have a duty to and shall protect from a Confidential Information Breach any and all Confidential Information which they come to possess or control, wherever and however stored or maintained, in a commercially reasonable manner in accordance with current industry standards.
- (b) Each Contractor or Contractor Party shall develop, implement and maintain a comprehensive data - security program for the protection of Confidential Information. The safeguards contained in such program shall be consistent with and comply with the safeguards for protection of Confidential Information, and information of a similar character, as set forth in all applicable federal and state law and written policy of the Department or State concerning the confidentiality of Confidential Information. Such data-security program shall include, but not be limited to, the following:
  - (1) A security policy for employees related to the storage, access and transportation of data containing Confidential Information;
  - (2) Reasonable restrictions on access to records containing Confidential Information, including access to any locked storage where such records are kept;

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Canon U.S.A., Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 17 of 21

- (3) A process for reviewing policies and security measures at least annually;
  - (4) Creating secure access controls to Confidential Information, including but not limited to passwords; and
  - (5) Encrypting of Confidential Information that is stored on laptops, portable devices or being transmitted electronically.
- (c) The Contractor and Contractor Parties shall notify the Department and the Connecticut Office of the Attorney General as soon as practical, but no later than twenty-four (24) hours, after they become aware of or suspect that any Confidential Information which Contractor or Contractor Parties have come to possess or control has been subject to a Confidential Information Breach. If a Confidential Information Breach has occurred, the Contractor shall, within three (3) business days after the notification, present a credit monitoring and protection plan to the Commissioner of Administrative Services, the Department and the Connecticut Office of the Attorney General, for review and approval. Such credit monitoring or protection plan shall be made available by the Contractor at its own cost and expense to all individuals affected by the Confidential Information Breach. Such credit monitoring or protection plan shall include, but is not limited to reimbursement for the cost of placing and lifting one (1) security freeze per credit file pursuant to Connecticut General Statutes § 36a-701a. Such credit monitoring or protection plans shall be approved by the State in accordance with this Section and shall cover a length of time commensurate with the circumstances of the Confidential Information Breach. The Contractors' costs and expenses for the credit monitoring and protection plan shall not be recoverable from the Department, any State of Connecticut entity or any affected individuals.
- (d) The Contractor shall incorporate the requirements of this Section in all subcontracts requiring each Contractor Party to safeguard Confidential Information in the same manner as provided for in this Section.
- (e) Nothing in this Section shall supersede in any manner Contractor's or Contractor Party's obligations pursuant to HIPAA or the provisions of this Contract concerning the obligations of the Contractor as a Business Associate of the Department.

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Canon U.S.A., Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 18 of 21

**Financial Audit for State Grants.**

For purposes of this paragraph, the word "Contractor" shall be deemed to mean "nonstate entity," as that term is defined in Section 4-230 of the Connecticut General Statutes. The contractor shall provide for an annual financial audit acceptable to the Department for any expenditure of state-awarded funds made by the contractor. Such audit shall include management letters and audit recommendations. The State Auditors of Public Accounts shall have access to all records and accounts for the fiscal year(s) in which the award was made. The contractor will comply with federal and state single audit standards as applicable.

**Lead State Terms that shall not apply to Connecticut.**

The parties hereby agree that any provision in the Standard Terms and Conditions of the National Association of State Procurement Officials, the Nevada's Negotiated Terms and Conditions or the Master Agreement between NASPO and West Publishing Corporation and any of its Exhibits, shall not apply to Connecticut or any of the participating entities from Connecticut if the provision violates sovereign immunity or conflicts with this Participating Addendum. Further the parties agree that in any instance where a provision requires the State to indemnify the Contractor or that the parties are bound by binding arbitration that constitutes a violation of sovereign immunity, and therefore is not applicable.

**Data Storage Devices.**

Neither the Contractor nor Contractor parties shall remove from a Client Agency facility for any time or any reason any hard drives or other data storage devices that are installed in or are in any other way considered to be a part of the Equipment, such as any "plug in" devices (collectively, "Data Storage Devices"). The Contractor shall not remove from a Client Agency facility for any time or any reason the Equipment without first transferring to the Client Agency, and the Client Agency shall accept, all ownership, title, rights and interest of, to and in the Data Storage Devices. The Contractor, if hard drive removal is purchased by Client Agency at an additional cost, shall remove the Data Storage Devices from the Equipment, but only in the presence of a duly authorized agent of the Client Agency and only in accordance with the terms of a written request which the Client Agency shall have previously delivered to the Contractor. Upon removal, the Contractor shall immediately transfer possession of the Data Storage Devices to the duly authorized agent of the Client Agency in accordance with the hard drive removal procedures below. For the purpose of this Section, Contractor parties shall mean a Contractor's members, directors, officers, shareholders, partners, managers, principal officers, representatives, agents, servants, consultants, employees or any one of them or any other person or entity with whom the



**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Canon U.S.A., Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 19 of 21

Contractor is in privity of oral or written contract and the Contractor intends for such other person or entity to Perform under the Contract in any capacity.

**HARD DRIVE REMOVAL PROCEDURE**

Digital copiers which have a hard drive shall not be removed from a state facility before the Contractor uninstalls the hard drive from the digital copier and transfers it to your agency (note that Hard Drive Removal service must be purchased at an additional cost quoted by Contractor).

Overview of Data Storage Device (hard drive) Removal Procedure

1. State Agency provides the Contractor with a written request to remove the digital copier.

State Agency schedules a date and time for removal of the copier with the Contractor. If you need to reschedule a removal time, you must provide a minimum of twenty four (24) hour notice to the Contractor. The Contractor may charge a rescheduling fee if twenty four (24) hour notice is not provided.

2. State Agency identifies the person(s) ("Duly Authorized Agents") from the agency who will secure the hard drive(s) when removed from the digital copier and maintain the required documentation. It is important to have more than one person identified as a Duly Authorized Agent so pickup cancellations and rescheduling are avoided.
3. State Agency shall have the Data Storage Device Transfer Receipt (attached) completed with as much information as available.

The Contractor will assist with serial numbers, and other identification information. It is required that all hard drives be recorded on the Data Storage Device Transfer Receipt and all information is recorded. The Data Storage Device Transfer Receipt must be signed by both the Contractor and the Duly Authorized Agent. A copy of the signed Data Storage Device Transfer Receipt is to be provided to the Contractor.

4. State Agency shall secure the hard drive and the corresponding Data Storage Device Transfer Receipt. The Duly Authorized agent shall maintain all Data Storage Device Transfer Receipts and secure all Data Storage Devices in accordance with The State of Connecticut, Bureau of Enterprise Systems and Technology (BEST) current procedures regarding the storage and destruction of Data Storage Devices".

Encryption of Data Storage Devices

In addition to the removal of the hard drives, the Contract specifies that all digital copiers with hard drives will have encryption software installed at the Advanced Encryption Standard 256 ("AES256").

**PARTICIPATING ADDENDUM  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Canon U.S.A., Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 20 of 21

**DATA STORAGE DEVICE TRANSFER RECEIPT**

|   |                           |                            |                                      |
|---|---------------------------|----------------------------|--------------------------------------|
| <b>Agency:</b>  |                           |                            |                                      |
| <b>Authorized Agent:</b>  |                           |                            |                                      |
| <b>Agency Address:</b>  |                           |                            |                                      |
| <b>State Location:</b> <i>(Equipment Location including Building Numbers, Floor Location, etc.)</i> |                           |                            |                                      |
| <b>Equipment ID#:</b>   | <b>Equipment Model #:</b> | <b>Equipment Serial #:</b> | <b>Data Storage Device Serial #:</b> |
|   |                           |                            |                                      |
|   |                           |                            |                                      |
|   |                           |                            |                                      |
|   |                           |                            |                                      |
|   |                           |                            |                                      |

|   |  |
|---|--|
| <b>Data Storage Device(s) Removal Date:</b> |  |
|---|--|

|                  |
|------------------|
| <b>Comments:</b> |
|------------------|

The undersigned acknowledge the Data Storage Device(s) identified above has been removed from the Equipment identified above and is now in the possession of the Client Agency Authorized Agent prior to the Equipment being removed from the State location.

CLIENT AGENCY

CONTRACTOR

\_\_\_\_\_  
Authorized Agent Signature

\_\_\_\_\_  
Contractors Signature

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Print Name



**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
 Canon U.S.A., Inc  
 Nevada RFP 3091  
 (hereinafter "Contractor")

And

The State of Connecticut  
 (hereinafter "Participating State")

Page 21 of 21

IN WITNESS WHEREOF, the parties have executed this Addendum as of the date of execution by both parties below.

|  |   |
|--|---|
| Participating State:<br>State of Connecticut | Contractor:<br>Canon U.S.A., Inc.       |
| By:  | By:                                     |
| Name:<br>Carol S. Wilson                     | Name: Junichi Yoshitake                 |
| Title:<br>Procurement Director               | Title: Senior Vice President & GM, BISG |
| Date: 12/23/15                               | Date: 12/16/15                          |

If you have questions about this Participating Addendum or the participation process, please contact:

WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION

|           |  |
|-----------|--|
| Name      | Paul Stembler, Cooperative Development Coordinator                             |
| Telephone | 651-206-3858   |
| E-mail    | <a href="mailto:paul.stembler@wsca-naspo.org">paul.stembler@wsca-naspo.org</a> |

**[Fully executed PDF copy of this document should be emailed to [PA@wsca-naspo.org](mailto:PA@wsca-naspo.org) to support documentation of participation and posting in appropriate data bases]**

**SERVICE LEVEL AGREEMENT (SLA)**
**1. Client Agency Level SLA**
**1.1 Purpose**

The purpose of this addendum is to define service levels; as well as provide the Client Agency with a defined replacement process for equipment performing below expectations.

**1.2 Response Time - Fleet**

Contractor agrees to maintain the following service levels defined below as targets:

| <b>Group</b> | <b>Performance Criteria</b>   | <b>Quarterly Uptime</b>   |
|--------------|---|---|
| B            | Average Uptime Production Equipment 91ppm or greater (within servicing territory for each dealer) | 80% or better on all production equipment over the 4 fixed quarterly intervals per year on production level equipment within Canon's Servicing Territory. |
| C            | Wide Format Devices<br>PW900<br>CW650<br>PW340<br>CW900<br>PW500                                  | 95% or better over the 4 fixed quarterly intervals per year, for devices within Servicing Territory.  |
| F            | Scanners  | N/A   |
| B and C      | Average On-Site Response Time   | 4 Hours or Less - over 6 fixed quarterly intervals per year, for devices within a servicing territory. Except exchange models if applicable.              |
| B and C      | First Time Fix  | 80% of all service calls or better  |



These service levels will be measured on a quarterly basis between Contractor and the State.

**Service Territory** – 50 miles within an authorized Canon servicing dealer who is trained to maintain Canon devices.

**Production Equipment** - units with rated speeds 91 pages per min or faster and/or graphic production color units (excludes imageRUNNER color units).

**For Group B** - Downtime is calculated from the time a service call is placed with Contractor's dispatch department until the time a representative from one of Contractor's authorized servicing dealers completes the repair. Uptime criteria is calculated between 8:30am and 5:00pm, Monday through Friday, excluding New Year's Day, Martin Luther King Jr. Day, Memorial Day, Fourth of July, Labor Day, Thanksgiving Day, the day after Thanksgiving, Christmas Eve and Christmas Day and exceptions outlined below. Uptime requirements will not include preventative maintenance service calls, calls which could have been prevented by key operator functions outlined in unit's operation manual, calls created by user mishandling, units which are running outside the manufacturer's optimum performance volume, or units which need to be over-hauled as a result of reaching useful life, in the opinion of Dealer's Service department.

**Loaner Unit/Backup Production** – If any unit in Groups B is inoperable for a period in excess of seventy two (72) hours, Contractor shall provide the Client Agency with either:

- i) A loaner unit of similar speed and capabilities until such time as the unit(s) covered by this agreement are operable, or
- ii) Provide the Client Agency with off-site manned production capabilities to accomplish the work of the unit that is inoperable at the sole cost of the Contractor. Such costs shall be limited to cost of production (service and supplies), equipment, labor, power, transportation of jobs to and from the off-site production facility and facilities.

Prior to installing a substitute product, Contractor will be allowed sixty (60) days to remedy any quality or reliability issues. A designated factory authorized technician must certify each unit's ability to produce acceptable impressions with acceptable copies between calls or uptime. The guarantee will remain in effect for the term of the Contract or up to five (5) years from the date of purchase/rent, provided the equipment shows no evidence of abuse or neglect and has been continuously covered by any of the Cost Per Copy (CPC) Service Plans listed



below the purchase pricing in Contractor’s Price List or supplemental Base+Click plans in the Service and Supply tabs contained in Contractor’s Price List.. This replacement policy will remain in effect for the term of the Contract and is subject to the Client Agency remaining current with Contractor’s payment requirements.

For group F, The Exchange and Carry-In Product Limited Warranty would apply.

**1.3 Additional Contractor Guarantees**

1.3.1 **Training** – End-user training - Upon equipment installation shall be at no charge. Technical support training to include network connectivity and print driver installation. Subsequent training shall be available on an ongoing basis during the Contract at an additional charge. Scheduling of all training shall be mutually agreed upon during regular business hours

1.3.2 **Invoicing** –Contractor shall maintain timely, accurate invoicing, less service run impressions, as defined below.

| <b>Measurable</b>   | <b>Service Level</b>  |
|---------------------|---|
| Timely Invoicing    | Invoices will be submitted no later than the 25 <sup>th</sup> of the month immediately following the close of a billing period. |
| Accurate Invoicing  | Invoices do not require any credits for miss-billing  |
| Service Impressions | Contractor will credit all service run impressions within the same billing cycle  |

**2. Reporting and Billing**

2.1 **Timely Reporting** – Contractor shall produce reporting for the State within thirty (30) days of the closing of the reporting period.

2.2 **Timely Payment of Administrative Fees** – Contractor shall produce payment for any State Specific Administrative Fee within thirty (30) days of the closing of the reporting period.

2.3 **Accuracy of Reporting** – The State may request at any point proof of the reporting accuracy through the data set supporting the reporting. If the State has reason to believe that multiple and systemic reporting errors exist, that cannot be corrected to the State’s satisfaction; the State may require an audit by a third party. If errors are found, the Contractor must reimburse the State for the cost of the auditor as well as correcting any administrative fee errors.



- 2.4 **Accuracy of Billing** – The State may request at any point proof of the billing accuracy through the data set supporting the billing. If the State has reason to believe that multiple and systemic billing errors exist, that cannot be corrected to the State’s satisfaction; the State may require an audit by a third party.

## CANON imageCLASS SERIES EXCHANGE/CARRY-IN PRODUCT LIMITED WARRANTY

The limited warranty set forth below is given by Canon U.S.A., Inc. ("Canon USA") with respect to the Canon imageCLASS Series product and accessories packaged with this limited warranty (collectively, the "Product") when purchased and used in the United States.

CARTRIDGES FOR THE PRODUCT (EXCEPT THE CARTRIDGE BUNDLED WITH THE PRODUCT, FOR WHICH THERE IS NO WARRANTY) ARE COVERED BY A SEPARATE WARRANTY. ACCORDINGLY, THIS LIMITED WARRANTY DOES NOT COVER ANY CARTRIDGES FOR THE PRODUCT, WHETHER SHIPPED WITH THE PRODUCT OR PURCHASED THEREAFTER.

Canon USA warrants the Product to be free from defects in workmanship and materials under normal use and service for a period of one year after delivery to the original purchaser ("Purchaser") by Canon USA or its authorized Reseller. During the relevant warranty period, and in its sole discretion, Canon USA shall, or shall cause its authorized service provider ("Service Provider"), to, without charge, repair, or replace any defective part with a new or comparable rebuilt part, or exchange the Product with a new or refurbished Product. Warranty replacement shall not extend the warranty period of the malfunctioning Product. This warranty shall not extend to consumables, such as paper, as to which there shall be no warranty or replacement.

Canon USA offers assistance for installation, operation, and support\* of the Product as follows:

(a) On-line troubleshooting via a searchable Knowledgebase, answers to frequently asked questions, the latest driver and firmware downloads, and email support at [www.cusa.canon.com/support](http://www.cusa.canon.com/support). (b) Toll free telephone support at 1-800-OK-CANON (652-2666), Monday through Friday from 8:00 a.m. to 8:00 p.m. Eastern Time (excluding holidays).

If Canon USA's remote assistance above cannot fix your Product's malfunction, Canon USA shall provide the contact information of the nearest authorized Canon USA Service Provider ("Service Provider") for service, or will exchange the Product, except where the malfunction involves a user replaceable item, in which case Canon USA will send you a replacement part with installation instructions. You will be responsible for installing the user replaceable items in your Product.

If the service or exchange is performed, and (1) the Product malfunction is not covered by this limited warranty, or (2) the applicable warranty period has expired or has not been sufficiently established by appropriate documentation, then you will be charged for such service at the then current service rates of Canon USA or the Service Provider, or for such exchange, as applicable.

This warranty shall only apply if the Product is used in conjunction with compatible computers, peripheral equipment, and software. Canon USA shall have no responsibility for such items except for compatible Canon brand peripheral equipment covered by a separate warranty ("Separate Warranty"). Repairs of such Canon brand peripheral equipment shall be governed by the terms of the Separate Warranty. NON-CANON BRAND COMPUTERS, PERIPHERAL EQUIPMENT AND SOFTWARE WHICH MAY BE DISTRIBUTED WITH THE PRODUCT ARE SOLD AS IS, WITHOUT WARRANTY OF ANY KIND BY CANON USA, INCLUDING ANY IMPLIED WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE. The sole warranty, if any, with respect to such non-Canon brand item is given by the manufacturer or producer thereof.

NO IMPLIED WARRANTY, INCLUDING ANY IMPLIED WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE, APPLIES TO THE PRODUCT AFTER THE APPLICABLE PERIOD OF THE EXPRESS LIMITED WARRANTY STATED ABOVE. NO OTHER WARRANTY OR GUARANTY, EXCEPT AS MENTIONED ABOVE, GIVEN BY ANY PERSON, FIRM, OR CORPORATION WITH RESPECT TO THE PRODUCT SHALL BIND CANON USA OR ANY SERVICE PROVIDER. (SOME STATES DO NOT ALLOW LIMITATIONS ON HOW LONG AN IMPLIED WARRANTY LASTS, SO THE ABOVE LIMITATION MAY NOT APPLY TO YOU.) NO WARRANTY IS GIVEN ON ANY USED PRODUCT.

This warranty shall be void and of no force and effect if the Product is damaged as a result of (a) abuse, neglect, mishandling, alteration, electric current fluctuation or accident, (b) improper use, including failure to follow operating or maintenance instructions in, or environmental conditions prescribed in, Canon USA's operator's manual or other documentation, (c) installation or repair by other than authorized service representatives qualified by Canon USA who are acting in accordance with Canon USA's service bulletins, (d) use of supplies or parts (other than those distributed by Canon USA) which damage the Product or cause abnormally frequent service calls or service problems, or (e) use of the Product with non-compatible computers, peripheral equipment or software, including the use of the Product in any system configuration not recommended in any manual distributed with the Product. Nor does this warranty extend to any Product on which the original identification marks or serial numbers have been defaced, removed, or altered.

ANY SYSTEM SOFTWARE (WHETHER FACTORY LOADED ON THE PRODUCT OR CONTAINED ON THE SOFTWARE CD-ROM'S ENCLOSED WITH, OR ACCOMPANYING, THE PRODUCT), AND ANY UTILITY SOFTWARE, DISTRIBUTED WITH OR FOR THE PRODUCT, IS SOLD "AS IS" AND WITHOUT WARRANTY BY CANON USA. THE SOLE WARRANTY WITH RESPECT TO SUCH SOFTWARE IS CONTAINED IN THE SOFTWARE MANUFACTURER'S LICENSE AGREEMENT DISTRIBUTED THEREWITH, INCLUDING ANY LIMITATIONS AND DISCLAIMERS THEREON. PLEASE CONTACT CANON USA IMMEDIATELY IF YOU HAVE NOT RECEIVED A COPY OF THE SOFTWARE MANUFACTURER'S LICENSE AGREEMENT.

NEITHER CANON USA NOR ANY SERVICE PROVIDER SHALL BE LIABLE FOR PERSONAL INJURY OR PROPERTY DAMAGE (UNLESS CAUSED SOLELY AND DIRECTLY BY THE NEGLIGENCE OF CANON USA OR ANY SERVICE PROVIDER), LOSS OF REVENUE OR PROFIT, FAILURE TO REALIZE SAVINGS OR OTHER BENEFITS, EXPENDITURES FOR SUBSTITUTE EQUIPMENT OR SERVICES, LOSS OR CORRUPTION OF DATA, INCLUDING, WITHOUT LIMITATION, STORAGE CHARGES OR OTHER SPECIAL, INCIDENTAL OR CONSEQUENTIAL DAMAGES CAUSED BY THE USE, MISUSE OR INABILITY TO USE THE PRODUCT, REGARDLESS OF THE LEGAL THEORY ON WHICH THE CLAIM IS BASED AND EVEN IF CANON USA OR ANY SERVICE PROVIDER HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. NOR SHALL RECOVERY OF ANY KIND AGAINST CANON USA OR ANY SERVICE PROVIDER BE GREATER IN AMOUNT THAN THE PURCHASE PRICE OF THE PRODUCT CAUSING THE ALLEGED DAMAGE. WITHOUT LIMITING THE FOREGOING, THE PURCHASER ASSUMES ALL RISKS AND LIABILITY FOR LOSS, DAMAGE OR INJURY TO PERSONS AND PROPERTY OF THE PURCHASER OR OTHERS ARISING OUT OF THE POSSESSION, USE, MISUSE, OR INABILITY TO USE THE PRODUCT NOT CAUSED SOLELY AND DIRECTLY BY THE NEGLIGENCE OF CANON USA OR ANY SERVICE PROVIDER. THIS WARRANTY SHALL NOT EXTEND TO ANYONE OTHER THAN THE ORIGINAL PURCHASER OF THE PRODUCT AND STATES SUCH PURCHASER'S EXCLUSIVE REMEDY.

\*Support options are subject to change without notice.

THIS WARRANTY APPLIES TO PRODUCTS SOLD AND USED IN THE U.S.A. ONLY.

# Canon

Canon U.S.A., Inc. One Canon Park, Melville, New York, 11747-3336

Canon is a registered trademark of Canon Inc.

Printed in China

FT6-0323-000

### List Pricing Worksheet

#### Group B - Production Copiers

#### MSRP LIST PRICING

Vendor Name: Canon

| Pricing Item  | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |  |  |  |                        |  |   |   |
|---|--|--|--|--|------------------------|--|---|---|
|   | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119)                      | B7<br>B&W<br>(120-139)                     | B7<br>B&W<br>(120-139)                     | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+)                                | B9<br>B&W<br>(160+)                             | B9<br>B&W<br>(160+)                               |
| Make  | Canon  | Canon                                      | Canon                                      | Canon                                      | Canon                  | Canon  | Canon   | Canon   |
| Model   | imageRUNNER<br>ADVANCE 8295  | VarioPrint DP Line 110<br>Base License Set | VarioPrint DP Line 120<br>Base License Set | VarioPrint DP Line 135<br>Base License Set | No bid                 | VarioPrint 6000+<br>6160 Ultra Base<br>License Set | VarioPrint 6000+<br>6160 TP Base License<br>Set | VarioPrint 6000+<br>6160 MICR Base<br>License Set |
| Marking Engine  | \$ 40,950  | \$ 50,500                                  | \$ 60,500                                  | \$ 76,500                                  | No bid                 | \$ 182,600   | \$ 217,600                                      | \$ 225,400  |
| <b>Paper Handling</b>   |  |  |  |  |                        |  |   |   |
| ADF   | Included   | Included                                   | Included                                   | Included                                   | No bid                 | \$ 6,775   | \$ 6,775  | \$ 6,775  |
| RADF  | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Scan Station  | \$ 4,698   | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Platen Cover  | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Color Scanner   | Included   | \$ 450                                     | \$ 450                                     | \$ 450                                     | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (please describe here)                                  | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (please describe here)                                  | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| <b>Paper Feeding</b>  |  |  |  |  |                        |  |   |   |
| Base Cabinet  | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (Cabinet Type-F (Large))                                | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Paper Drawer   | \$ 4,095   | N/A  | N/A  | N/A  | No bid                 | \$ 25,000  | \$ 25,000                                       | \$ 25,000   |
| Paper-Feed Units  | \$ 2,520   | \$ 10,000                                  | \$ 10,000                                  | \$ 10,000                                  | No bid                 | \$ 25,000  | \$ 25,000                                       | \$ 25,000   |
| Bypass Paper Supply   | Included   | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Large Capacity Tray   | \$ 2,520   | \$ 3,900                                   | \$ 3,900                                   | \$ 3,900                                   | No bid                 | \$ 25,000  | \$ 25,000                                       | \$ 25,000   |
| Additional Option (Double Feed Detection Kit -A1(For Side Paper Deck))    | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (Duo Paper Tray C1)                                     | N/A  | N/A  | N/A  | N/A  | No bid                 | \$ 3,900   | \$ 3,900  | \$ 3,900  |
| Additional Option (Envelope Feeder Attachment D1)                         | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (Multi-drawer Paper Deck-A1)                            | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (Paper Deck Unit-C1)                                    | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (Paper Input Module Optional A1 (350 x 500 mm support)) | N/A  | N/A  | N/A  | N/A  | No bid                 | \$ 45,000  | \$ 45,000                                       | \$ 45,000   |
| Additional Option (POD Deck Lite-A1)                                      | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (Upright Control Panel Set-D1)                          | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (USB Keyboard (Cherry))                                 | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| <b>Finishing</b>  |  |  |  |  |                        |  |   |   |
| Output Tray   | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Internal / Wing Finisher  | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| 3 - Hole Punch  | \$ 840   | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (Inner 2-way Tray-F1)                                   | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (Inner Finisher Additional Tray A1)                     | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (Inner Finisher Additional Tray B1)                     | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Basic Office Finisher   | \$ 6,300   | \$ 10,395                                  | \$ 10,395                                  | \$ 10,395                                  | No bid                 | \$ 27,000  | \$ 27,000                                       | \$ 27,000   |
| Additional Option (High Capacity Stacker 2.1 with Top Cover)              | N/A  | N/A  | N/A  | N/A  | No bid                 | \$ 17,900  | \$ 17,900                                       | \$ 17,900   |
| 3 - Hole Punch  | \$ 840   | \$ 945                                     | \$ 945                                     | \$ 945                                     | No bid                 | N/A  | N/A   | N/A   |
| Saddle Stitch Finishing   | N/A  | \$ 17,850                                  | \$ 17,850                                  | \$ 17,850                                  | No bid                 | \$ 25,125  | \$ 25,125                                       | \$ 25,125   |
| Additional Option (DFD2 at iHCS for Online Finishing)                     | N/A  | N/A  | N/A  | N/A  | No bid                 | \$ 400   | \$ 400  | \$ 400  |
| Additional Option (Inner Finisher Additional Tray A1)                     | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (R-sided docking at iHCS)                               | N/A  | N/A  | N/A  | N/A  | No bid                 | \$ 90  | \$ 90   | \$ 90   |
| Advanced Office Finisher  | \$ 9,600   | \$ 17,850                                  | \$ 17,850                                  | \$ 17,850                                  | No bid                 | N/A  | N/A   | N/A   |
| 3 - Hole Punch  | \$ 945   | \$ 945                                     | \$ 945                                     | \$ 945                                     | No bid                 | N/A  | N/A   | N/A   |
| Saddle Stitch Finishing   | \$ 11,025  | \$ 17,850                                  | \$ 17,850                                  | \$ 17,850                                  | No bid                 | \$ 80,000  | \$ 80,000                                       | \$ 80,000   |
| Additional Option (DFD2 at iHCS for Online Finishing)                     | N/A  | N/A  | N/A  | N/A  | No bid                 | \$ 400   | \$ 400  | \$ 400  |
| Additional Option (Document Insertion Unit-J1)                            | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (Document Insertion/Folding Unit-G1)                    | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (High Capacity Stacker 2.1 with Top Cover)              | N/A  | N/A  | N/A  | N/A  | No bid                 | \$ 17,900  | \$ 17,900                                       | \$ 17,900   |
| Additional Option (R-sided docking at iHCS)                               | N/A  | N/A  | N/A  | N/A  | No bid                 | \$ 90  | \$ 90   | \$ 90   |
| Additional Option (Utility Tray-A2)                                       | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Option Document Insertion Unit-H1)                             | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Post Process Insertion  | \$ 5,565   | \$ 4,515                                   | \$ 4,515                                   | \$ 4,515                                   | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (Document Insertion/Folding Unit H1)                    | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |



## List Pricing Worksheet

## Group B - Production Copiers

| Pricing Item   | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                       |                        |                        |                        |                     |                     |                     |
|--|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|
|  | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
|  | Additional Option (2 Pedestals & Ramp Set)                             | N/A                   | \$ 1,700               | \$ 1,700               | \$ 1,700               | No bid              | N/A                 | N/A                 |
| Additional Option (3 Pedestals & Ramp Set )  | N/A  | \$ 2,450              | \$ 2,450               | \$ 2,450               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Air Filtration System)  | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Automatic Feeder)   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Basic Card Set)   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (BLM 6300 Booklet Maker)   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 56,580           | \$ 56,580           | \$ 56,580           |
| Additional Option (Booklet Trimmer accessory for BLM 200 Booklet Maker)                          | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 13,000           | \$ 13,000           | \$ 13,000           |
| Additional Option (Booklet Trimmer accessory for BLM 6300 Booklet Maker)                         | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 21,491           | \$ 21,491           | \$ 21,491           |
| Additional Option (Booklet Trimmer D1)   | \$ 9,975   | \$ 9,975              | \$ 9,975               | \$ 9,975               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Braille Label Kit-E1)   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Card Reader-C1)   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Color Coil 44 hole punch LTR-A1)  | \$ 1,000   | \$ 1,000              | \$ 1,000               | \$ 1,000               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Convenience Stapler A1)   | N/A  | \$ 300                | \$ 300                 | \$ 300                 | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Convenience Stapler B1)   | \$ 300   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Decurler Unit-A1)   | N/A  | \$ 6,700              | \$ 6,700               | \$ 6,700               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (DFD2 at iHCS for Online Finishing)  | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 400              | \$ 400              | \$ 400              |
| Additional Option (Die Set 2-4 Hole A4 Loose Leaf (6 mm) accessory for GBC PowerPunch)           | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 1,950            | \$ 1,950            | \$ 1,950            |
| Additional Option (Die Set 3-5-7 Loose Leaf Round 5/16" accessory for GBC PowerPunch)            | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 1,950            | \$ 1,950            | \$ 1,950            |
| Additional Option (Die Set Color Coil 4:1 0.2475 O/S Oval DigiCoil accessory for GBC PowerPunch) | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 3,750            | \$ 3,750            | \$ 3,750            |
| Additional Option (Die Set Color Coil 4:1 0.2475 Round accessory for GBC PowerPunch)             | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 2,750            | \$ 2,750            | \$ 2,750            |
| Additional Option (Die Set Color Coil 5:1 Round accessory for GBC PowerPunch)                    | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 2,900            | \$ 2,900            | \$ 2,900            |
| Additional Option (Die Set GBC Cerlox accessory for GBC PowerPunch)                              | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 2,750            | \$ 2,750            | \$ 2,750            |
| Additional Option (Die Set GBC Cerlox O/S accessory for GBC PowerPunch)                          | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 2,900            | \$ 2,900            | \$ 2,900            |
| Additional Option (Die Set ProClock 3:1 Square accessory for GBC PowerPunch)                     | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 3,750            | \$ 3,750            | \$ 3,750            |
| Additional Option (Die Set TL 2:1 Round accessory for GBC PowerPunch)                            | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 2,750            | \$ 2,750            | \$ 2,750            |
| Additional Option (Die Set TL 2:1 Square accessory for GBC PowerPunch)                           | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 2,750            | \$ 2,750            | \$ 2,750            |
| Additional Option (Die Set TL 3:1 Round accessory for GBC PowerPunch)                            | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 2,900            | \$ 2,900            | \$ 2,900            |
| Additional Option (Die Set TL 3:1 Square accessory for GBC PowerPunch)                           | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 2,900            | \$ 2,900            | \$ 2,900            |
| Additional Option (GBC PowerPunch )  | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 47,000           | \$ 47,000           | \$ 47,000           |
| Additional Option (High Capacity Stacker-E1)   | N/A  | \$ 21,000             | \$ 21,000              | \$ 21,000              | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (High Capacity Stacker-F1 Set END Module Cover )                               | N/A  | \$ 130                | \$ 130                 | \$ 130                 | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (High Capacity Stacker-F1 Set)   | N/A  | \$ 16,500             | \$ 16,500              | \$ 16,500              | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (High Durability Color Coil 44-Hole Punch LTR A1)                              | \$ 2,800   | \$ 2,800              | \$ 2,800               | \$ 2,800               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (High Durability Loose Leaf 3-Hole Punch LTR A1)                               | \$ 2,500   | \$ 2,500              | \$ 2,500               | \$ 2,500               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (High Durability Plastic Comb 19-Hole Punch LTR-A1)                            | \$ 3,000   | \$ 3,000              | \$ 3,000               | \$ 3,000               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Hole Punch accessory for Roll Feeder)   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 9,950            | \$ 9,950            | \$ 9,950            |
| Additional Option (Inner Booklet Trimmer A1)   | \$ 6,300   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Loose Leaf 3-Hole Punch LTR-A1)   | \$ 1,000   | \$ 1,000              | \$ 1,000               | \$ 1,000               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Loose Leaf 5-Hole Punch LTR-A1)   | \$ 1,000   | \$ 1,000              | \$ 1,000               | \$ 1,000               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Lower Output Tray for iHCS required accessory for tape binder DFS30-N)        | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 2,000            | \$ 2,000            | \$ 2,000            |
| Additional Option (Operator Attention Light-C1)  | N/A  | \$ 950                | \$ 950                 | \$ 950                 | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Paper folding unit - F1)  | N/A  | \$ 15,750             | \$ 15,750              | \$ 15,750              | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Paper Folding Unit H1)  | \$ 12,600  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Pedestal & Ramp Set)  | N/A  | \$ 1,050              | \$ 1,050               | \$ 1,050               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Perfect Binder-B1 with Document Insertion Unit)                               | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Plastic Comb 19-Hole Punch LTR-A1)  | \$ 1,000   | \$ 1,000              | \$ 1,000               | \$ 1,000               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Power Lift For iHCS)  | N/A  | \$ 4,950              | \$ 4,950               | \$ 4,950               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Powerstacker accessory for BLM 200 Booklet Maker)                             | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 6,560            | \$ 6,560            | \$ 6,560            |
| Additional Option (Print Registration accessory for Roll Feeder)                                 | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 12,500           | \$ 12,500           | \$ 12,500           |
| Additional Option (Pro Click 32-Hole Punch LTR-SA1)  | \$ 1,000   | \$ 1,000              | \$ 1,000               | \$ 1,000               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Professional Puncher - B1)  | N/A  | \$ 15,000             | \$ 15,000              | \$ 15,000              | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Professional Puncher C1)  | \$ 15,000  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Puncher Unit-BF1)   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Right Angle Option accessory for Roll Feeder)                                 | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 3,050            | \$ 3,050            | \$ 3,050            |
| Additional Option (Ring Binder MB-1000C Set)   | N/A  | \$ 27,450             | \$ 27,450              | \$ 27,450              | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Ring Cartridge MB-1000C)  | N/A  | \$ 340                | \$ 340                 | \$ 340                 | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Ring Opener MB-1000C )  | N/A  | \$ 65                 | \$ 65                  | \$ 65                  | No bid                 | N/A                 | N/A                 | N/A                 |

## List Pricing Worksheet

## Group B - Production Copiers

| Pricing Item   | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                       |                        |                        |                        |                     |                     |                     |
|--|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|
|  | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
| Additional Option (Roll Feeder DOCUsheete VP Unwinder )  | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 34,750           | \$ 34,750           | \$ 34,750           |
| Additional Option (Roll FeederDOCUsheete VP Cutter )   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 29,500           | \$ 29,500           | \$ 29,500           |
| Additional Option (Roll FeederDOCUsheete VP Transport)   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 13,000           | \$ 13,000           | \$ 13,000           |
| Additional Option (Rotator Transport Module accessory for BLM 200 Booklet Maker)               | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 15,500           | \$ 15,500           | \$ 15,500           |
| Additional Option (Rotator Transport Module accessory of BLM 3600 Boobooklet Maker )           | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 18,437           | \$ 18,437           | \$ 18,437           |
| Additional Option (R-sided dacking at iHCS )   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 90               | \$ 90               | \$ 90               |
| Additional Option (Running Perforator accessory for Roll Feeder)                               | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 8,700            | \$ 8,700            | \$ 8,700            |
| Additional Option (Square Fold Booklet Maker with Two Knife Trimmer)                           | N/A  | \$ 60,200             | \$ 60,200              | \$ 60,200              | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Square Fold Booklet Maker)  | N/A  | \$ 25,000             | \$ 25,000              | \$ 25,000              | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Square Spine Module accessory for BLM 200 Booklet Maker)                    | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 12,240           | \$ 12,240           | \$ 12,240           |
| Additional Option (Squarefold Module accessory for BLM 6300 Booklet Maker )                    | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 13,485           | \$ 13,485           | \$ 13,485           |
| Additional Option (Stacker Dolly-A1)   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Stacker)  | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 15,000           | \$ 15,000           | \$ 15,000           |
| Additional Option (Tape Binder DFS30-N (letter; 120VAC/60Hz)                                   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 27,000           | \$ 27,000           | \$ 27,000           |
| Additional Option (Twin Loop 21-Hole Punch LTR-A1)   | \$ 1,000   | \$ 1,000              | \$ 1,000               | \$ 1,000               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Twin Loop 32-Hole Punch LTR-A1 )  | \$ 1,000   | \$ 1,000              | \$ 1,000               | \$ 1,000               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Two Knife Booklet Trimmer-A1)   | N/A  | \$ 47,250             | \$ 47,250              | \$ 47,250              | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Unwinder 3 inch Chuck accessory for Roll Feeder)                            | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 790              | \$ 790              | \$ 790              |
| Additional Option (Unwinder 5-inch Chuck accessory for Roll Feeder)                            | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 645              | \$ 645              | \$ 645              |
| Additional Option (Unwinder 6-inch Chuck accessory for Roll Feeder)                            | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 645              | \$ 645              | \$ 645              |
| Additional Option (Velo Bind 11-Hole Punch LTR-A1)   | \$ 1,000   | \$ 1,000              | \$ 1,000               | \$ 1,000               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Velobind accessory for GBC PowerPunch)                                      | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 1,950            | \$ 1,950            | \$ 1,950            |
| <b>Connectivity / Security</b>   |  |                       |                        |                        |                        |                     |                     |                     |
| Network Connectivity Kit   | Included   | Included              | Included               | Included               | No bid                 | Included            | Included            | Included            |
| Hard Drive Security Kit  | Included   | \$ 250                | \$ 250                 | \$ 250                 | No bid                 | \$ 430              | \$ 430              | \$ 430              |
| Network Security Kit   | \$ 473   | Included              | Included               | Included               | No bid                 | N/A                 | N/A                 | N/A                 |
| Power Protection Unit  | Included   | Included              | Included               | Included               | No bid                 | \$ 150              | \$ 150              | \$ 150              |
| Additional Option (Single Phase 50 Amp, Receptacle:14-50R)                                     | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 260              | \$ 260              | \$ 260              |
| Additional Option (Document Scan Lock Kit AG1)   | \$ 2,625   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (HDD Data Encryption Kit & Mirroring Kit C5)                                 | \$ 525   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (imageWARE Secure Audit Manager Express Server 1 License)                    | \$ 3,500   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (iR ADV Security Kit G1 for IEEE 2600.1 Common Criteria Certification)       | \$ 1,890   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Removable HDD Kit AG1)  | \$ 1,050   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Secure Watermark B1)  | \$ 1,050   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Universal Send Advanced Feature Set F1)                                     | \$ 516   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Universal Send Digital User Signature Kit C1)                               | \$ 1,050   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Universal Send Security Feature Set D1 )                                    | \$ 945   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <b>Accessibility Options</b>   |  |                       |                        |                        |                        |                     |                     |                     |
| Accessibility Option (ADF Access Handle A1 )   | \$ 146   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Accessibility Option (Braille Label Kit E1 )   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Accessibility Option (Braille Label Kit F1 )   | \$ 35  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Accessibility Option (Copy Control Device-C1)  | N/A  | \$ 150                | \$ 150                 | \$ 150                 | No bid                 | N/A                 | N/A                 | N/A                 |
| Accessibility Option (Operartor Attention Light-C1)  | N/A  | \$ 950                | \$ 950                 | \$ 950                 | No bid                 | N/A                 | N/A                 | N/A                 |
| Accessibility Option (Remote Operators Kit B1)   | \$ 30  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Accessibility Option (Section 508-1-C1)  | N/A  | \$ 50                 | \$ 50                  | \$ 50                  | No bid                 | N/A                 | N/A                 | N/A                 |
| Accessibility Option (Section 508-2-C1)  | N/A  | \$ 35                 | \$ 35                  | \$ 35                  | No bid                 | N/A                 | N/A                 | N/A                 |
| Accessibility Option (Voice Guidance Kit F2)   | \$ 840   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Accessibility Option (Voice Operation Kit C2 )   | \$ 1,890   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <b>Software Options</b>  |  |                       |                        |                        |                        |                     |                     |                     |
| Advanced Scanning Software   | \$ 1,100   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Advanced Scanning Interface Software   | \$ 1,280   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (eCopy ShareScan V5.2 Elements Embedded, 1 yr Maintenance and Support - ESD) | \$ 575   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Simple Account Software  | \$ 390   | \$ 450                | \$ 450                 | \$ 450                 | No bid                 | Included            | Included            | Included            |
| Additional Option (imageRUNNER ADVANCE Tracker V1.4.1 1L (1 to 4 licenses)                     | \$ 1,000   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (uniFLOW for SMB - MEAP License)   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Advance Accounting Software  | \$ 1,600   | \$ 450                | \$ 450                 | \$ 450                 | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (AA-PRINT for MFP V1.3 (1 License)   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |

## List Pricing Worksheet

## Group B - Production Copiers

| Pricing Item  | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                       |                        |                        |                        |                     |                     |                     |
|---|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|
|   | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
|   |  |                       |                        |                        |                        |                     |                     |                     |
| Additional Option (Advanced Color Management-A1)                                      | N/A  | \$ 2,000              | \$ 2,000               | \$ 2,000               | No bid                 | \$ 2,000            | \$ 2,000            | \$ 2,000            |
| Additional Option (Annual Maintenance DPconvert(Corporate))                           | N/A  | \$ 1,602              | \$ 1,602               | \$ 1,602               | No bid                 | \$ 1,602            | \$ 1,602            | \$ 1,602            |
| Additional Option (Annual maintenance for DocSetter V3)                               | N/A  | \$ 675                | \$ 675                 | \$ 675                 | No bid                 | \$ 675              | \$ 675              | \$ 675              |
| Additional Option (Annual maintenance for PRISMApro Tab Wizard)                       | N/A  | \$ 420                | \$ 420                 | \$ 420                 | No bid                 | \$ 420              | \$ 420              | \$ 420              |
| Additional Option (Annual Maintenance Océ PPV6 - Automation)                          | N/A  | \$ 384                | \$ 384                 | \$ 384                 | No bid                 | \$ 384              | \$ 384              | \$ 384              |
| Additional Option (Annual Maintenance Océ PPV6 - Preflight (per user))                | N/A  | \$ 60                 | \$ 60                  | \$ 60                  | No bid                 | \$ 60               | \$ 60               | \$ 60               |
| Additional Option (Annual Maintenance Océ PRISMAaccess 1st Operator Console)          | N/A  | \$ 324                | \$ 324                 | \$ 324                 | No bid                 | \$ 324              | \$ 324              | \$ 324              |
| Additional Option (Annual Maintenance Océ PRISMAaccess Accounting)                    | N/A  | \$ 176                | \$ 176                 | \$ 176                 | No bid                 | \$ 176              | \$ 176              | \$ 176              |
| Additional Option (Annual Maintenance Océ PRISMAaccess Archive Module)                | N/A  | \$ 540                | \$ 540                 | \$ 540                 | No bid                 | \$ 540              | \$ 540              | \$ 540              |
| Additional Option (Annual Maintenance Océ PRISMAaccess Budget Approval)               | N/A  | \$ 216                | \$ 216                 | \$ 216                 | No bid                 | \$ 216              | \$ 216              | \$ 216              |
| Additional Option (Annual Maintenance Océ PRISMAaccess Central Server)                | N/A  | \$ 648                | \$ 648                 | \$ 648                 | No bid                 | \$ 648              | \$ 648              | \$ 648              |
| Additional Option (Annual Maintenance Océ PRISMAaccess Next Operator Console)         | N/A  | \$ 259                | \$ 259                 | \$ 259                 | No bid                 | \$ 259              | \$ 259              | \$ 259              |
| Additional Option (Annual Maintenance Océ PRISMAaccess Quotation)                     | N/A  | \$ 216                | \$ 216                 | \$ 216                 | No bid                 | \$ 216              | \$ 216              | \$ 216              |
| Additional Option (Annual Maintenance Océ PRISMAaccess Submission Server)             | N/A  | \$ 540                | \$ 540                 | \$ 540                 | No bid                 | \$ 540              | \$ 540              | \$ 540              |
| Additional Option (Annual Maintenance Océ PRISMAaccess VDP)                           | N/A  | \$ 60                 | \$ 60                  | \$ 60                  | No bid                 | \$ 60               | \$ 60               | \$ 60               |
| Additional Option (Annual Maintenance Océ PRISMAprepare Light V6 - 1 Concurrent user) | N/A  | \$ 1,056              | \$ 1,056               | \$ 1,056               | No bid                 | \$ 1,056            | \$ 1,056            | \$ 1,056            |
| Additional Option (Annual Maintenance Océ PRISMAprepare V6 - 1st Concurrent user)     | N/A  | \$ 1,896              | \$ 1,896               | \$ 1,896               | No bid                 | \$ 1,896            | \$ 1,896            | \$ 1,896            |
| Additional Option (Annual Maintenance Océ PRISMAprepare V6 - Extra Concurrent user)   | N/A  | \$ 1,140              | \$ 1,140               | \$ 1,140               | No bid                 | \$ 1,140            | \$ 1,140            | \$ 1,140            |
| Additional Option (Annual Maintenance Océ PRISMAprepare V6 light to 1 Concurrent)     | N/A  | \$ 840                | \$ 840                 | \$ 840                 | No bid                 | \$ 840              | \$ 840              | \$ 840              |
| Additional Option (Barcode Printing Kit-D1e)  | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Chinese Simple PS3 Fonts-C1)                                       | N/A  | \$ 600                | \$ 600                 | \$ 600                 | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Direct Print and Scan for Mobile V2.3 1L)                          | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (DocBox-C1 )  | N/A  | \$ 1,500              | \$ 1,500               | \$ 1,500               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (DP Link )  | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 3,000            | \$ 3,000            | \$ 3,000            |
| Additional Option (DP LINK-C1)  | N/A  | \$ 3,000              | \$ 3,000               | \$ 3,000               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (E-Shredding)   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 430              | \$ 430              | \$ 430              |
| Additional Option (E-Shredding-C1 )   | N/A  | \$ 970                | \$ 970                 | \$ 970                 | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Fontset Japanese)  | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 2,080            | \$ 2,080            | \$ 2,080            |
| Additional Option (Fontset Korean )   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 415              | \$ 415              | \$ 415              |
| Additional Option (Fontset Simplified Chinese )                                       | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 415              | \$ 415              | \$ 415              |
| Additional Option (Fontset Traditional Chinese)                                       | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 415              | \$ 415              | \$ 415              |
| Additional Option (IPDS )   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 8,000            | \$ 8,000            | \$ 8,000            |
| Additional Option (Japanese PS3 Fonts-C1)   | N/A  | \$ 2,600              | \$ 2,600               | \$ 2,600               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (KDK Link )   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 3,000            | \$ 3,000            | \$ 3,000            |
| Additional Option (KDK LINK-C1)   | N/A  | \$ 3,000              | \$ 3,000               | \$ 3,000               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Korean PS3 Fonts-C1)   | N/A  | \$ 600                | \$ 600                 | \$ 600                 | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Microsoft XPS High Speed-C1)                                       | N/A  | \$ 1,100              | \$ 1,100               | \$ 1,100               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Microsoft XPS Standard speed-C1 )                                  | N/A  | \$ 700                | \$ 700                 | \$ 700                 | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Multiple Queqe-C1)   | N/A  | \$ 700                | \$ 700                 | \$ 700                 | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Océ PPV6 - Preflight (per user))                                   | N/A  | \$ 385                | \$ 385                 | \$ 385                 | No bid                 | \$ 385              | \$ 385              | \$ 385              |
| Additional Option (Océ PRISMAaccess 1st Operator Console)                             | N/A  | \$ 2,124              | \$ 2,124               | \$ 2,124               | No bid                 | \$ 2,124            | \$ 2,124            | \$ 2,124            |
| Additional Option (Océ PRISMAaccess Accounting)                                       | N/A  | \$ 1,151              | \$ 1,151               | \$ 1,151               | No bid                 | \$ 1,151            | \$ 1,151            | \$ 1,151            |
| Additional Option (Océ PRISMAaccess Budget Approval)                                  | N/A  | \$ 1,416              | \$ 1,416               | \$ 1,416               | No bid                 | \$ 1,416            | \$ 1,416            | \$ 1,416            |
| Additional Option (Océ PRISMAaccess Central Server)                                   | N/A  | \$ 4,248              | \$ 4,248               | \$ 4,248               | No bid                 | \$ 4,248            | \$ 4,248            | \$ 4,248            |
| Additional Option (Océ PRISMAaccess Extra Operator Console)                           | N/A  | \$ 1,699              | \$ 1,699               | \$ 1,699               | No bid                 | \$ 1,699            | \$ 1,699            | \$ 1,699            |
| Additional Option (Océ PRISMAaccess Integrated Archive)                               | N/A  | \$ 3,540              | \$ 3,540               | \$ 3,540               | No bid                 | \$ 3,540            | \$ 3,540            | \$ 3,540            |
| Additional Option (Océ PRISMAaccess Quotation)  | N/A  | \$ 1,416              | \$ 1,416               | \$ 1,416               | No bid                 | \$ 1,416            | \$ 1,416            | \$ 1,416            |
| Additional Option (Océ PRISMAaccess Submission Server)                                | N/A  | \$ 3,540              | \$ 3,540               | \$ 3,540               | No bid                 | \$ 3,540            | \$ 3,540            | \$ 3,540            |
| Additional Option (Océ PRISMAprepare Light V6 - 1 Concurrent user)                    | N/A  | \$ 6,900              | \$ 6,900               | \$ 6,900               | No bid                 | \$ 6,900            | \$ 6,900            | \$ 6,900            |
| Additional Option (Océ PRISMAprepare V6 - 1 Additional Concurrent user)               | N/A  | \$ 7,450              | \$ 7,450               | \$ 7,450               | No bid                 | \$ 7,450            | \$ 7,450            | \$ 7,450            |
| Additional Option (Océ PRISMAprepare V6 - 1st Concurrent user)                        | N/A  | \$ 12,450             | \$ 12,450              | \$ 12,450              | No bid                 | \$ 12,450           | \$ 12,450           | \$ 12,450           |
| Additional Option (Océ PRISMAprepare v6 Automation)                                   | N/A  | \$ 2,450              | \$ 2,450               | \$ 2,450               | No bid                 | \$ 2,450            | \$ 2,450            | \$ 2,450            |
| Additional Option (PCL SRA )  | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 6,500            | \$ 6,500            | \$ 6,500            |
| Additional Option (PRISMApro Tab Wizard)  | N/A  | \$ 2,755              | \$ 2,755               | \$ 2,755               | No bid                 | \$ 2,755            | \$ 2,755            | \$ 2,755            |
| Additional Option (Remote User Interface-C1 )   | N/A  | \$ 800                | \$ 800                 | \$ 800                 | No bid                 | N/A                 | N/A                 | N/A                 |

## List Pricing Worksheet

## Group B - Production Copiers

| Pricing Item   | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                       |                        |                        |                        |                     |                     |                     |
|--|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|
|  | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
|  | Additional Option (Remote Viewer )                                     | N/A                   | N/A                    | N/A                    | N/A                    | No bid              | \$ 750              | \$ 750              |
| Additional Option (Speed Upgrade from VP6160TP to VP6200TP)                          | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 58,300           | \$ 58,300           | \$ 58,300           |
| Additional Option (Speed Upgrade from VP6200TP to VP6250TP)                          | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 55,000           | \$ 55,000           | \$ 55,000           |
| Additional Option (Speed Upgrade from VP6250TP to VP6320TP)                          | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 85,100           | \$ 85,100           | \$ 85,100           |
| Additional Option (Streaming-C1 )  | N/A  | \$ 3,000              | \$ 3,000               | \$ 3,000               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Temporary Speed Upgrade from VP6160/6200/6250 to VP6320 (30 days) | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 5,000            | \$ 5,000            | \$ 5,000            |
| Additional Option (Temporary Speed Upgrade from VP6160/VP6200 to VP6250 (30 days)    | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 3,300            | \$ 3,300            | \$ 3,300            |
| <b>eCopy</b>   |  |                       |                        |                        |                        |                     |                     |                     |
| Keyboard Bracket 1   | \$ 99  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Keyboard Bracket 2   | \$ 99  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Keyboard Bracket 3   | \$ 99  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Keyboard Bracket 5   | \$ 99  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| USB Keyboard (Cherry)  | \$ 110   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Exchange Roller Kit for SF300e/SF300eP   | \$ 49  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ShareScan Essentials - 1 yr M&S Add-on   | \$ 203   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ShareScan Suite - 1 yr M&S Add-on  | \$ 359   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy Connectors & Services - 1 yr M&S Add-on  | \$ 95  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PaperWorks 5 users - 1 yr M&S Add-on   | \$ 143   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PaperWorks 10 users - 1 yr M&S Add-on  | \$ 286   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PaperWorks 20 users - 1 yr M&S Add-on  | \$ 572   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PaperWorks 50-249 users - 1 yr Add-on  | \$ 24  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PaperWorks 250-499 users - 1 yr Add-on   | \$ 23  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PaperWorks 500-749 users - 1 yr Add-on   | \$ 21  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ePPO (5 Seats) M&S Renewal <15>  | \$ 150   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ePPO (10 Seats) M&S Renewal <15>   | \$ 300   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ePPO (20 Seats) M&S Renewal <15>   | \$ 599   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ePPO (50-399 Seats) M&S Renewal <15>   | \$ 25  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ePPO (400-1,999 Seats) M&S Renewal <15>  | \$ 24  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ePPO (2,000-3,999 Seats) M&S Renewal <15>  | \$ 22  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ePPO (4,000-9,999 Seats) M&S Renewal <15>  | \$ 21  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ePPO (10,000+ Seats) M&S Renewal <15>  | \$ 20  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Office Embedded, 3 yrs M&S                                      | \$ 2,033   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Office Embedded, 4 yrs M&S                                      | \$ 2,205   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Office Embedded, 5 yrs M&S                                      | \$ 2,370   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Suite Embedded, 3 yrs M&S                                       | \$ 4,073   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Suite Embedded, 4 yrs M&S                                       | \$ 4,417   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Suite Embedded, 5 yrs M&S                                       | \$ 4,747   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Office Embedded, 3 yrs M&S - ESD                                | \$ 2,033   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Office Embedded, 4 yrs M&S - ESD                                | \$ 2,205   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Office Embedded, 5 yrs M&S - ESD                                | \$ 2,370   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Suite Embedded, 3 yrs M&S - ESD                                 | \$ 4,073   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Suite Embedded, 4 yrs M&S - ESD                                 | \$ 4,417   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Suite Embedded, 5 yrs M&S - ESD                                 | \$ 4,747   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ScanStation for MFPs, 3 yrs M&S  | \$ 5,704   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ScanStation for MFPs, 4 yrs M&S  | \$ 6,187   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ScanStation for MFPs, 5 yrs M&S  | \$ 6,649   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ScanStation for Scanners, 3 yrs M&S  | \$ 5,704   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ScanStation for Scanners, 4 yrs M&S  | \$ 6,187   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ScanStation for Scanners, 5 yrs M&S  | \$ 6,649   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| PC-Less ScanStation for Scanners, 3 yrs M&S  | \$ 4,073   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| PC-Less ScanStation for Scanners, 4 yrs M&S  | \$ 4,417   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| PC-Less ScanStation for Scanners, 5 yrs M&S  | \$ 4,747   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Office Loyalty, 3 yrs M&S - ESD                           | \$ 837   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Office Loyalty, 4 yrs M&S - ESD                           | \$ 1,016   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Office Loyalty, 5 yrs M&S - ESD                           | \$ 1,195   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Suite Loyalty, 3 yrs M&S - ESD                            | \$ 1,377   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Suite Loyalty, 4 yrs M&S - ESD                            | \$ 1,736   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |

## List Pricing Worksheet

## Group B - Production Copiers

| Pricing Item   | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                       |                        |                        |                        |                     |                     |                     |
|--|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|
|  | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
|  | Canon eCopy ShareScan V5.2 Suite Loyalty, 5 yrs M&S - ESD              | \$ 2,095              | N/A                    | N/A                    | N/A                    | No bid              | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Office Loyalty - Volume, 3 yrs M&S - ESD                | \$ 837   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Office Loyalty - Volume, 4 yrs M&S - ESD                | \$ 1,016   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Office Loyalty - Volume, 5 yrs M&S - ESD                | \$ 1,195   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Suite Loyalty - Volume, 3 yrs M&S - ESD                 | \$ 1,377   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Suite Loyalty - Volume, 4 yrs M&S - ESD                 | \$ 1,736   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Suite Loyalty - Volume, 5 yrs M&S - ESD                 | \$ 2,095   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Elements, 1 yr M&S Renewal                                    | \$ 62  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Office, 1 yr M&S Renewal                                      | \$ 179   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Suite, 1 yr M&S Renewal                                       | \$ 359   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Connectors and Extenders, 1 yr M&S Renewal                    | \$ 95  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Elements Loyalty - Volume, 3 yrs M&S - ESD              | \$ 486   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Elements Loyalty - Volume, 4 yrs M&S - ESD              | \$ 548   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Elements Loyalty - Volume, 5 yrs M&S - ESD              | \$ 610   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan Forms Processing Extender, 1 yr Maintenance & Support Renewal      | \$ 114   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Xerox DocuShare Connector, 3 yrs Maintenance and Support                           | \$ 1,926   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Xerox DocuShare Connector, 4 yrs Maintenance and Support                           | \$ 2,096   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Xerox DocuShare Connector, 5 yrs Maintenance and Support                           | \$ 2,266   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| SalesForce Connector, 3 yrs Maintenance and Support                                | \$ 1,926   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| SalesForce Connector, 4 yrs Maintenance and Support                                | \$ 2,096   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| SalesForce Connector, 5 yrs Maintenance and Support                                | \$ 2,266   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| HP Trim Connector, 3 yrs Maintenance and Support                                   | \$ 1,926   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| HP Trim Connector, 4 yrs Maintenance and Support                                   | \$ 2,096   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| HP Trim Connector, 5 yrs Maintenance and Support                                   | \$ 2,266   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Microsoft SharePoint Connector Server Edition, 3 yrs Maintenance and Support       | \$ 1,564   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Microsoft SharePoint Connector Server Edition, 4 yrs Maintenance and Support       | \$ 1,702   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Microsoft SharePoint Connector Server Edition, 5 yrs Maintenance and Support       | \$ 1,840   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Sage 50 Accounts Connector, 3 yrs Maintenance and Support                          | \$ 1,564   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Sage 50 Accounts Connector, 4 yrs Maintenance and Support                          | \$ 1,702   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Sage 50 Accounts Connector, 5 yrs Maintenance and Support                          | \$ 1,840   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Sace ACT Connector, 3 yrs Maintenance and Support                                  | \$ 1,564   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Sace ACT Connector, 4 yrs Maintenance and Support                                  | \$ 1,702   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Sace ACT Connector, 5 yrs Maintenance and Support                                  | \$ 1,840   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Xerox DocuShare Connector, 3 yrs Maintenance and Support - ESD                     | \$ 1,926   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Xerox DocuShare Connector, 4 yrs Maintenance and Support - ESD                     | \$ 2,096   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Xerox DocuShare Connector, 5 yrs Maintenance and Support - ESD                     | \$ 2,266   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| SalesForce Connector, 3 yrs Maintenance and Support- ESD                           | \$ 1,926   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| SalesForce Connector, 4 yrs Maintenance and Support- ESD                           | \$ 2,096   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| SalesForce Connector, 5 yrs Maintenance and Support - ESD                          | \$ 2,266   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| HP Trim Connector, 3 yrs Maintenance and Support - ESD                             | \$ 1,926   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| HP Trim Connector, 4 yrs Maintenance and Support - ESD                             | \$ 2,096   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| HP Trim Connector, 5 yrs Maintenance and Support - ESD                             | \$ 2,266   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Microsoft SharePoint Connector Server Edition, 3 yrs Maintenance and Support - ESD | \$ 1,564   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Microsoft SharePoint Connector Server Edition, 4 yrs Maintenance and Support - ESD | \$ 1,702   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Microsoft SharePoint Connector Server Edition, 5 yrs Maintenance and Support - ESD | \$ 1,840   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Sage 50 Accounts Connector, 3 yrs Maintenance and Support - ESD                    | \$ 1,564   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Sage 50 Accounts Connector, 4 yrs Maintenance and Support - ESD                    | \$ 1,702   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Sage 50 Accounts Connector, 5 yrs Maintenance and Support- ESD                     | \$ 1,840   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Sace ACT Connector, 3 yrs Maintenance and Support - ESD                            | \$ 1,564   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Sace ACT Connector, 4 yrs Maintenance and Support- ESD                             | \$ 1,702   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Sace ACT Connector, 5 yrs Maintenance and Support - ESD                            | \$ 1,840   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Single License, 1 yr Maintenance and Support                  | \$ 197   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Single License, 3 yrs Maintenance and Support                 | \$ 257   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Single License, 4 yrs Maintenance and Support                 | \$ 287   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Single License, 5 yrs Maintenance and Support                 | \$ 317   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Single License, 1 yr Maintenance and Support Add-On           | \$ 30  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 5 to 39 seats, 1 yr Maintenance and Support  | \$ 142   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |

## List Pricing Worksheet

## Group B - Production Copiers

| Pricing Item   | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS              |                       |                        |                        |                        |                     |                     |                     |
|--|---|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|
|  | B6<br>B&W<br>(91-119)   | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
|  | eCopy PDF Pro Office Volume Pricing - 40 to 199 seats, 1 yr Maintenance and Support | \$ 132                | N/A                    | N/A                    | N/A                    | No bid              | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 200 to 399 seats, 1 yr Maintenance and Support           | \$ 125  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 400 to 999 seats, 1 yr Maintenance and Support           | \$ 107  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 1000 to 10000 seats, 1 yr Maintenance and Support        | \$ 90   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 5 to 39 seats, 3 yrs Maintenance and Support             | \$ 186  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 40 to 199 seats, 3 yrs Maintenance and Support           | \$ 172  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 200 to 399 seats, 3 yrs Maintenance and Support          | \$ 163  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 400 to 999 seats, 3 yrs Maintenance and Support          | \$ 139  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 1000 to 10000 seats, 3 yrs Maintenance and Support       | \$ 118  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 5 to 39 seats, 4 yrs Maintenance and Support             | \$ 208  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 40 to 199 seats, 4 yrs Maintenance and Support           | \$ 192  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 200 to 399 seats, 4 yrs Maintenance and Support          | \$ 182  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 400 to 999 seats, 4 yrs Maintenance and Support          | \$ 155  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 1000 to 10000 seats, 4 yrs Maintenance and Support       | \$ 132  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 5 to 39 seats, 5 yrs Maintenance and Support             | \$ 230  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 40 to 199 seats, 5 yrs Maintenance and Support           | \$ 212  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 200 to 399 seats, 5 yrs Maintenance and Support          | \$ 201  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 400 to 999 seats, 5 yrs Maintenance and Support          | \$ 171  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 1000 to 10000 seats, 5 yrs Maintenance and Support       | \$ 146  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 5 to 39 seats, 1 yr Maintenance and Support Add-On       | \$ 22   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 40 to 199 seats, 1 yr Maintenance and Support Add-On     | \$ 20   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 200 to 399 seats, 1 yr Maintenance and Support Add-On    | \$ 19   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 400 to 999 seats, 1 yr Maintenance and Support Add-On    | \$ 16   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 1000 to 10000 seats, 1 yr Maintenance and Support Add-On | \$ 14   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Single License, 1 yr Maintenance and Support - ESD                        | \$ 197  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Single License, 3 yrs Maintenance and Support - ESD                       | \$ 257  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Single License, 4 yrs Maintenance and Support - ESD                       | \$ 287  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Single License, 5 yrs Maintenance and Support - ESD                       | \$ 317  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 5 to 39 seats, 1 yr Maintenance and Support - ESD        | \$ 142  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 40 to 199 seats, 1 yr Maintenance and Support - ESD      | \$ 132  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 200 to 399 seats, 1 yr Maintenance and Support - ESD     | \$ 125  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 400 to 999 seats, 1 yr Maintenance and Support - ESD     | \$ 107  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 1000 to 10000 seats, 1 yr Maintenance and Support - ESD  | \$ 90   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 5 to 39 seats, 3 yrs Maintenance and Support - ESD       | \$ 186  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 40 to 199 seats, 3 yrs Maintenance and Support - ESD     | \$ 172  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 200 to 399 seats, 3 yrs Maintenance and Support - ESD    | \$ 163  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 400 to 999 seats, 3 yrs Maintenance and Support - ESD    | \$ 139  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 1000 to 10000 seats, 3 yrs Maintenance and Support - ESD | \$ 118  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 5 to 39 seats, 4 yrs Maintenance and Support - ESD       | \$ 208  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 40 to 199 seats, 4 yrs Maintenance and Support - ESD     | \$ 192  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 200 to 399 seats, 4 yrs Maintenance and Support - ESD    | \$ 182  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 400 to 999 seats, 4 yrs Maintenance and Support - ESD    | \$ 155  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 1000 to 10000 seats, 4 yrs Maintenance and Support - ESD | \$ 132  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 5 to 39 seats, 5 yrs Maintenance and Support - ESD       | \$ 230  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 40 to 199 seats, 5 yrs Maintenance and Support - ESD     | \$ 212  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 200 to 399 seats, 5 yrs Maintenance and Support - ESD    | \$ 201  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 400 to 999 seats, 5 yrs Maintenance and Support - ESD    | \$ 171  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 1000 to 10000 seats, 5 yrs Maintenance and Support - ESD | \$ 146  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office - Volume Pricing - 5-39 Seats - Add-on Seat                               | \$ 120  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office - Volume Pricing - 40-199 Seats - Add-on Seat                             | \$ 112  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office - Volume Pricing - 200-399 Seats - Add-on Seat                            | \$ 106  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office - Volume Pricing - 400-999 Seats - Add-on Seat                            | \$ 91   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office - Volume Pricing - 1000-10000 Seats - Add-on Seat                         | \$ 76   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Elements Embedded, 3 yrs Maintenance and Support                          | \$ 698  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Elements Embedded, 4 yrs Maintenance and Support                          | \$ 759  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Elements Embedded, 5 yrs Maintenance and Support                          | \$ 821  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| PC-Less ScanStation for MFPs - 3 yrs Maintenance & Support                                     | \$ 5,161  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |





List Pricing Worksheet

Group B - Production Copiers

| Pricing Item   | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                       |                        |                        |                        |                     |                     |                     |
|--|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|
|  | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
|  | <i>eCopy ShareScan v5 Elements – Volume (50+ units) - 5 YR M&amp;S</i> | \$ 628                | N/A                    | N/A                    | N/A                    | No bid              | N/A                 | N/A                 |
| <i>eCopy ShareScan v5 Elements – Volume (50+ units) - 3 YR M&amp;S</i>   | \$ 505   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan v5 Elements – Volume (50+ units) - 4 YR M&amp;S</i>   | \$ 566   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan v5 Elements – Volume (50+ units) - 5 YR M&amp;S</i>   | \$ 628   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier A 1 yr Maintenance and Support</i>        | \$ 890   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier A 3 yrs Maintenance and Support</i>       | \$ 1,081   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier A 4 yrs Maintenance and Support</i>       | \$ 1,172   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier A 5 yrs Maintenance and Support</i>       | \$ 1,260   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier A (3-9 Units) 1 yr Maintenance and Support</i>  | \$ 570   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier A (3-9 Units) 3 yr Maintenance and Support</i>  | \$ 760   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier A (3-9 Units) 4 yr Maintenance and Support</i>  | \$ 855   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier A (3-9 Units) 5 yr Maintenance and Support</i>  | \$ 950   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier A (10-49 Units) 1 yr Maintenance and Support</i>  | \$ 530   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier A (10-49 Units) 3 yr Maintenance and Support</i>  | \$ 720   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier A (10-49 Units) 4 yr Maintenance and Support</i>  | \$ 815   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier A (10-49 Units) 5 yr Maintenance and Support</i>  | \$ 910   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier A (50+ Units) 1 yr Maintenance and Support</i>  | \$ 395   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier A (50+ Units) 3 yr Maintenance and Support</i>  | \$ 585   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier A (50+ Units) 4 yr Maintenance and Support</i>  | \$ 680   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier A (50+ Units) 5 yr Maintenance and Support</i>  | \$ 775   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier B 1 yr Maintenance and Support</i>        | \$ 1,063   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier B 3 yrs Maintenance and Support</i>       | \$ 1,291   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier B 4 yrs Maintenance and Support</i>       | \$ 1,400   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier B 5 yrs Maintenance and Support</i>       | \$ 1,504   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier B (3-9 Units) 1 yr Maintenance and Support</i>  | \$ 684   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier B (3-9 Units) 3 yr Maintenance and Support</i>  | \$ 912   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier B (3-9 Units) 4 yr Maintenance and Support</i>  | \$ 1,026   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier B (3-9 Units) 5 yr Maintenance and Support</i>  | \$ 1,140   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier B (10-49 Units) 1 yr Maintenance and Support</i>  | \$ 636   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier B (10-49 Units) 3 yr Maintenance and Support</i>  | \$ 864   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier B (10-49 Units) 4 yr Maintenance and Support</i>  | \$ 978   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier B (10-49 Units) 5 yr Maintenance and Support</i>  | \$ 1,092   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier B (50+ Units) 1 yr Maintenance and Support</i>  | \$ 474   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier B (50+ Units) 3 yr Maintenance and Support</i>  | \$ 702   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier B (50+ Units) 4 yr Maintenance and Support</i>  | \$ 816   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier B (50+ Units) 5 yr Maintenance and Support</i>  | \$ 930   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Elements Embedded, 1 yr Maintenance and Support</i>  | \$ 575   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan v5 Elements – Volume (3-24 units) - 1 YR M&amp;S</i>  | \$ 457   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan v5 Elements – Volume (25-49 units) - 1 YR M&amp;S</i>   | \$ 417   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan v5 Elements – Volume (50+ units) - 1 YR M&amp;S</i>   | \$ 382   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Office Embedded, 1 yr M&amp;S</i>  | \$ 1,674   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Office - Volume License - 3-9 units - 1 yr Maintenance &amp; Support</i>   | \$ 1,151   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Office - Volume License - 10-49 units - 1 yr Maintenance &amp; Support</i>   | \$ 1,076   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Office - Volume License - 50+ units - 1 yr Maintenance &amp; Support</i>   | \$ 927   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Suite Embedded, 1 yr M&amp;S</i>   | \$ 3,354   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Suite - Volume License - 3-9 units - 1 yr Maintenance &amp; Support</i>  | \$ 2,156   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Suite - Volume License - 10-49 units - 1 yr Maintenance &amp; Support</i>  | \$ 2,006   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Suite - Volume License - 50+ units - 1 yr Maintenance &amp; Support</i>  | \$ 1,707   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>ScanStation for MFPs, 1 yr M&amp;S</i>  | \$ 4,698   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>PC-Less ScanStation for MFPs– 1 yr Maintenance &amp; Support</i>  | \$ 4,250   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>PC-Less ScanStation for Scanners, 1 yr M&amp;S</i>  | \$ 3,354   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>ScanStation for Scanners, 1 yr M&amp;S</i>  | \$ 4,698   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier A 1 yr Maintenance and Support - ESD</i>  | \$ 890   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier A 3 yrs Maintenance and Support - ESD</i> | \$ 1,081   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier A 4 yrs Maintenance and Support - ESD</i> | \$ 1,172   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier A 5 yrs Maintenance and Support - ESD</i> | \$ 1,260   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier A (3-9 Units) 1 yr Maintenance and Support ESD</i>  | \$ 570   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |

List Pricing Worksheet

Group B - Production Copiers

| Pricing Item  | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS       |                       |                        |                        |                        |                     |                     |                     |
|---|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|
|   | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
|   | Connector Access License Tier A (3-9 Units) 3 yr Maintenance and Support ESD | \$ 760                | N/A                    | N/A                    | N/A                    | No bid              | N/A                 | N/A                 |
| Connector Access License Tier A (3-9 Units) 4 yr Maintenance and Support ESD  | \$ 855   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier A (3-9 Units) 5 yr Maintenance and Support ESD  | \$ 950   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier A (10-49 Units) 1 yr Maintenance and Support ESD  | \$ 530   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier A (10-49 Units) 3 yr Maintenance and Support ESD  | \$ 720   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier A (10-49 Units) 4 yr Maintenance and Support ESD  | \$ 815   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier A (10-49 Units) 5 yr Maintenance and Support ESD  | \$ 910   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier A (50+ Units) 1 yr Maintenance and Support ESD  | \$ 395   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier A (50+ Units) 3 yr Maintenance and Support ESD  | \$ 585   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier A (50+ Units) 4 yr Maintenance and Support ESD  | \$ 680   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier A (50+ Units) 5 yr Maintenance and Support ESD  | \$ 775   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier B 1 yr Maintenance and Support - ESD  | \$ 1,063   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier B 3 yrs Maintenance and Support - ESD | \$ 1,291   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier B 4 yrs Maintenance and Support - ESD | \$ 1,400   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier B 5 yrs Maintenance and Support - ESD | \$ 1,504   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier B (3-9 Units) 1 yr Maintenance and Support ESD  | \$ 684   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier B (3-9 Units) 3 yr Maintenance and Support ESD  | \$ 912   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier B (3-9 Units) 4 yr Maintenance and Support ESD  | \$ 1,026   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier B (3-9 Units) 5 yr Maintenance and Support ESD  | \$ 1,140   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier B (10-49 Units) 1 yr Maintenance and Support ESD  | \$ 636   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier B (10-49 Units) 3 yr Maintenance and Support ESD  | \$ 864   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier B (10-49 Units) 4 yr Maintenance and Support ESD  | \$ 978   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier B (10-49 Units) 5 yr Maintenance and Support ESD  | \$ 1,092   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier B (50+ Units) 1 yr Maintenance and Support ESD  | \$ 474   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier B (50+ Units) 3 yr Maintenance and Support ESD  | \$ 702   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier B (50+ Units) 4 yr Maintenance and Support ESD  | \$ 816   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier B (50+ Units) 5 yr Maintenance and Support ESD  | \$ 930   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Elements Embedded, 1 yr Maintenance and Support - ESD  | \$ 575   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan v5 Elements - Volume (3-24 units) - 1 YR M&S  | \$ 457   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan v5 Elements - Volume (25-49 units) - 1 YR M&S   | \$ 417   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan v5 Elements - Volume (50+ units) - 1 YR M&S   | \$ 382   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Office Embedded, 1 yr M&S - ESD  | \$ 1,674   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Office - Volume License - 3-9 units - 1 yr Maintenance & Support   | \$ 1,151   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Office - Volume License - 10-49 units - 1 yr Maintenance & Support   | \$ 1,076   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Office - Volume License - 50+ units - 1 yr Maintenance & Support   | \$ 927   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Suite Embedded, 1 yr M&S - ESD   | \$ 3,354   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Suite - Volume License - 3-9 units - 1 yr Maintenance & Support  | \$ 2,156   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Suite - Volume License - 10-49 units - 1 yr Maintenance & Support  | \$ 2,006   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Suite - Volume License - 50+ units - 1 yr Maintenance & Support  | \$ 1,707   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Elements Loyalty, 1 yr M&S - ESD   | \$ 362   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Elements Loyalty, 3 yrs M&S - ESD  | \$ 486   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Elements Loyalty, 4 yrs M&S - ESD  | \$ 548   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Elements Loyalty, 5 yrs M&S - ESD  | \$ 610   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Elements Loyalty - Volume, 1 yr M&S - ESD  | \$ 362   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Office Loyalty, 1 yr M&S - ESD   | \$ 479   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Office Loyalty - Volume, 1 yr M&S - ESD  | \$ 479   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Suite Loyalty, 1 yr M&S - ESD  | \$ 659   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Suite Loyalty - Volume, 1 yr M&S - ESD   | \$ 659   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| PaperWorks (Single Unit) M&S Renewal  | \$ 32  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Email & Folder Watching Service, 1yr Maintenance and Support  | \$ 1,063   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Email & Folder Watching Service, 3 yrs Maintenance and Support  | \$ 1,291   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Email & Folder Watching Service, 4 yrs Maintenance and Support  | \$ 1,405   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Email & Folder Watching Service, 5 yrs Maintenance and Support  | \$ 1,519   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Email & Folder Watching Service, 1yr Maintenance and Support  | \$ 1,063   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Email & Folder Watching Service, 3 yrs Maintenance and Support  | \$ 1,291   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Email & Folder Watching Service, 4 yrs Maintenance and Support  | \$ 1,405   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Email & Folder Watching Service, 5 yrs Maintenance and Support  | \$ 1,519   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |

List Pricing Worksheet

Group B - Production Copiers

| Pricing Item  | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                       |                        |                        |                        |                     |                     |                     |
|---|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|
|   | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
|   | <i>Email &amp; Folder Watching Service M&amp;S Renewal</i>             | \$ 114                | N/A                    | N/A                    | N/A                    | No bid              | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Enterprise - Volume License - 50+ units - 1 yr Maintenance &amp; Support</i>  | \$ 588   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Enterprise - Volume License - 50+ units - 3 yrs Maintenance &amp; Support</i> | \$ 714   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Enterprise - Volume License - 50+ units - 4 yrs Maintenance &amp; Support</i> | \$ 777   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Enterprise- Volume License - 50+ units - 5 yrs Maintenance &amp; Support</i>  | \$ 840   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Enterprise - Volume License - 50+ units - 1 yr Maintenance &amp; Support</i>  | \$ 588   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Enterprise - Volume License - 50+ units - 3 yrs Maintenance &amp; Support</i> | \$ 714   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Enterprise - Volume License - 50+ units - 4 yrs Maintenance &amp; Support</i> | \$ 777   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Enterprise- Volume License - 50+ units - 5 yrs Maintenance &amp; Support</i>  | \$ 840   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan Enterprise M&amp;S Renewal</i>   | \$ 63  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>imageFORMULA ScanFront 300e</i>  | \$ 2,095   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>imageFORMULA ScanFront 300eP</i>   | \$ 2,395   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <b>Uniflow</b>  |  |                       |                        |                        |                        |                     |                     |                     |
| <i>uniFLOW Output Manager Basic Office License, Enterprise Edition</i>                                | \$ 19,092  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Additional Office Module, Enterprise Edition</i>   | \$ 5,579   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Remote Print Server, Enterprise Edition</i>  | \$ 2,412   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW 10-Pack Remote Print Server, Enterprise Edition</i>  | \$ 21,699  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW 25-Pack Remote Print Server, Enterprise Edition</i>  | \$ 51,456  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Remote Print Server unlimited, Enterprise Edition</i>                                      | \$ 209,257   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Output Manager Basic Office License, Corporate Edition</i>                                 | \$ 9,819   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Additional Office Module, Corporate Edition</i>  | \$ 3,945   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Remote Print Server, Corporate Edition</i>   | \$ 2,091   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Output Manager Basic Office License, Business Edition</i>                                  | \$ 5,456   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Additional Office Module, Business Edition</i>   | \$ 1,746   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Remote Print Server, Business Edition</i>  | \$ 1,571   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Output Manager Basic Office License, Workgroup Edition</i>                                 | \$ 2,456   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Additional Office Module, Workgroup Edition</i>  | \$ 1,409   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW SPP Device License for MEAP 1 Device</i>   | \$ 857   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW SPP Device License for MEAP 10 Device</i>  | \$ 7,736   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW SPP Device License for MEAP 25 Device</i>  | \$ 18,063  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW SPP Device License for MEAP 50 Device</i>  | \$ 33,580  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW SPP Device License for MEAP 75 Device</i>  | \$ 46,566  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW SPP Device License for MEAP 100 Device</i>   | \$ 57,006  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Software Assurance - 1 Point</i>   | \$ 23  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Software Assurance - 5 Points</i>  | \$ 106   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Software Assurance - 10 Points</i>   | \$ 212   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Software Assurance - 25 Points</i>   | \$ 530   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Software Assurance - 50 Points</i>   | \$ 1,059   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Software Assurance - 100 Points</i>  | \$ 2,115   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW MiCard Magnetic Reader 1-9 Readers</i>   | \$ 201   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW MiCard Magnetic Reader 10-24 Readers</i>   | \$ 192   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW MiCard Magnetic Reader 25-49 Readers</i>   | \$ 186   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Legic Card 10 Pack</i>   | \$ 182   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Mifare Card 10 Pack</i>  | \$ 111   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Job Conversion Instance</i>  | \$ 1,862   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW eCopy Secure Print Client</i>  | \$ 1,074   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Remote Print Server, Workgroup Edition</i>   | \$ 1,268   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>PC Prox Cable</i>  | \$ 66  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Canon USA Professional Service for uniFLOW</i>   | \$ 2,250   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Dealer Professional Service for uniFLOW</i>  | \$ 2,250   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Customization unit</i>   | \$ 1,134   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Output Manager Project Access Pack</i>   | \$ 4,900   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Remote Installation Assistance Service - 1 Unit (RIAS)</i>   | \$ 1,701   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Copy Control Cable</i>   | \$ 233   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW 1600/2000 Copy Cable</i>   | \$ 167   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW MiCard v2 HID PROX 1-9 Readers</i>   | \$ 305   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>MiCard v2 HID Prox for uniFLOW SSP</i>   | \$ 305   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |

List Pricing Worksheet

Group B - Production Copiers

| Pricing Item  | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                       |                        |                        |                        |                     |                     |                     |
|---|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|
|   | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
|   | uniFLOW MiCard v2 HID PROX 10-24 Readers                               | \$ 293                | N/A                    | N/A                    | N/A                    | No bid              | N/A                 | N/A                 |
| uniFLOW MiCard v2 HID PROX 25-49 Readers                                | \$ 279   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW MiCard v2 HID PROX 50-99 Readers                                | \$ 255   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW MiCard v2 HID PROX 100-249 Readers                              | \$ 243   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW MiCard v2 HID PROX 250+ Readers                                 | \$ 233   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for MEAP 250 Device                          | \$ 128,003   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for MEAP 1 Device + 1 MiCard v2 HID prox     | \$ 1,101   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for MEAP 10 Device + 10 MiCard v2 HID prox   | \$ 9,660   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for MEAP 25 Device + 25 MiCard v2 HID prox   | \$ 23,060  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for MEAP 50 Device + 50 MiCard v2 HID prox   | \$ 43,998  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for MEAP 75 Device + 75 MiCard v2 HID prox   | \$ 62,517  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for MEAP 100 Device + 100 MiCard v2 HID prox | \$ 78,819  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for MEAP 250 Device + 250 MiCard v2 HID prox | \$ 169,712   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Login Device License for CMFP 1 Device                          | \$ 282   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Login Device License for CMFP 10 Device                         | \$ 2,595   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Login Device License for CMFP 25 Device                         | \$ 6,311   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Login Device License for CMFP 50 Device                         | \$ 12,269  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Login Device License for CMFP 75 Device                         | \$ 17,876  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Login Device License for CMFP 100 Device                        | \$ 23,133  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| HID Card 10 Pack  | \$ 188   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| HID Card 10 Pack for uniFLOW SSP  | \$ 188   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Magnetic Card 10 Pack   | \$ 41  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for Xerox MFP 1 Device                       | \$ 1,014   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW CAC SPP Device License for MEAP 1 Device                        | \$ 857   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW CAC SPP Device License for MEAP 10 Device                       | \$ 7,736   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW CAC SPP Device License for MEAP 25 Device                       | \$ 18,063  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW CAC SPP Device License for MEAP 50 Device                       | \$ 33,581  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW CAC SPP Device License for MEAP 75 Device                       | \$ 46,566  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW CAC SPP Device License for MEAP 100 Device                      | \$ 57,006  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW CAC SPP Device License for MEAP 250 Device                      | \$ 128,003   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SSP Device License for CMFP device                              | \$ 120   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for HP MFP 1 Device                          | \$ 1,014   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade for uniFLOW Basic License, CE to EE                             | \$ 9,273   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade Standard Module, CE to EE                                       | \$ 1,641   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade Remote Print Server, CE to EE                                   | \$ 330   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade for uniFLOW Basic License, BE to EE                             | \$ 13,637  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade Standard Module, BE to EE                                       | \$ 3,864   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade Remote Print Server, BE to EE                                   | \$ 842   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade for uniFLOW Basic License, BE to CE                             | \$ 4,365   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade Standard Module, BE to CE                                       | \$ 2,201   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade Remote Print Server, BE to CE                                   | \$ 521   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade for uniFLOW Basic License, WE to EE                             | \$ 16,637  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade Standard Module, WE to EE                                       | \$ 4,185   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade Remote Print Server, WE to EE                                   | \$ 1,146   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade for uniFLOW Basic License, WE to CE                             | \$ 7,365   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade Standard Module, WE to CE                                       | \$ 2,538   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade Remote Print Server, WE to CE                                   | \$ 824   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade for uniFLOW Basic License, WE to BE                             | \$ 3,000   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade Standard Module, WE to BE                                       | \$ 338   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade Remote Print Server, WE to BE                                   | \$ 305   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Universal Login Manager - 1 Device                                      | \$ 390   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Universal Login Manager - 10 Device                                     | \$ 3,806   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Universal Login Manager - 25 Device                                     | \$ 9,324   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Universal Login Manager - 50 Device                                     | \$ 18,126  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Universal Login Manager - 75 Device                                     | \$ 26,175  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Universal Login Manager - 100 Device                                    | \$ 34,172  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Universal Login Manager - 250 Device                                    | \$ 82,833  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |

List Pricing Worksheet

Group B - Production Copiers

| Pricing Item  | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                       |                        |                        |                        |                     |                     |                     |
|---|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|
|   | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
|   | uniFLOW SPP Addition for MEAP 1 Device                                 | \$ 500                | N/A                    | N/A                    | N/A                    | No bid              | N/A                 | N/A                 |
| uniFLOW SPP Addition for MEAP 10 Device                             | \$ 4,271   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Addition for MEAP 25 Device                             | \$ 9,713   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Addition for MEAP 50 Device                             | \$ 17,535  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Addition for MEAP 75 Device                             | \$ 23,475  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Addition for MEAP 100 Device                            | \$ 27,516  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Addition for MEAP 250 Device                            | \$ 58,005  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for MEAP 1 device                        | \$ 360   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Blackboard Integration Module                                       | \$ 3,700   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Blackboard Service License - Mandatory                       | \$ 3,500   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Scan Processing Server Volume Package 200,000 Scans per year        | \$ 1,800   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Scan Processing Server Volume Package 600,000 Scans per year        | \$ 4,800   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Scan Processing Server Volume Package 1,000,000 Scans per year      | \$ 7,200   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Scan Volume Package Unlimited                                       | \$ 88,300  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW File Format Conversion                                      | \$ 660   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Advanced Device Management Pack 15 Devices                  | \$ 1,155   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Advanced Device Management Pack 30 Devices                  | \$ 1,990   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Advanced Device Management Pack 100 Devices                 | \$ 5,775   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for MEAP 5 Device                        | \$ 3,940   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Addition for MEAP 5 Device                              | \$ 2,241   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for MEAP 5 Device + 5 MiCard v2 HID prox | \$ 5,360   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW CAC SPP Device License for MEAP 5 Device                    | \$ 3,938   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for SFP MEAP 1 Device                    | \$ 290   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for SFP MEAP 10 Device                   | \$ 2,640   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for SFP MEAP 25 Device                   | \$ 6,480   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for SFP MEAP 50 Device                   | \$ 12,740  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for SFP MEAP 75 Device                   | \$ 18,770  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for SFP MEAP 100 Device                  | \$ 24,560  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Universal Login Manager - 5 Device                                  | \$ 1,925   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW for SMB - MEAP License                                      | \$ 1,600   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW for SMB - CMFP License                                      | \$ 950   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Standard Module, Device-Based Edition                               | \$ 3,630   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Remote Print Server, Device-Based Edition                           | \$ 2,150   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| microMIND v2, 1 Unit  | \$ 296   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Copy Control Cable for OCE Devices - 9 Pin                          | \$ 171   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Copy Control Cable for 3rd parties                                  | \$ 171   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Copy Control Cable for OCE Devices - 25 Pin                         | \$ 171   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| MiCard PLUS   | \$ 250   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device License for MEAP 1 device                   | \$ 1,280   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device License for MEAP 5 device                   | \$ 5,795   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device License for MEAP 10 device                  | \$ 10,500  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device License for MEAP 25 device                  | \$ 24,500  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device License for MEAP 50 device                  | \$ 45,000  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device License for MEAP 75 device                  | \$ 62,000  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device License for MEAP 100 device                 | \$ 75,000  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device License for MEAP 250 device                 | \$ 165,000   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device addition for MEAP 1 device                  | \$ 925   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device addition for MEAP 5 device                  | \$ 4,100   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device addition for MEAP 10 device                 | \$ 7,280   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device addition for MEAP 25 device                 | \$ 16,730  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device addition for MEAP 50 device                 | \$ 30,200  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device addition for MEAP 75 device                 | \$ 40,500  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device addition for MEAP 100 device                | \$ 47,400  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device addition for MEAP 250 device                | \$ 100,000   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Universal Login Manager - 1 Device                                  | \$ 390   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Universal Login Manager - 5 Device                                  | \$ 1,925   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Universal Login Manager - 10 Device                                 | \$ 3,806   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |

List Pricing Worksheet

Group B - Production Copiers

| Pricing Item   | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                       |                        |                        |                        |                     |                     |                     |
|--|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|
|  | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
|  | Upgrade ULM to uniFLOW for SMB-MEAP                                    | \$ 1,230              | N/A                    | N/A                    | N/A                    | No bid              | N/A                 | N/A                 |
| Upgrade ULM to uniFLOW for SMB-MEAP                              | \$ 1,230   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW for SMB - MEAP + MiCard PLUS Bundle                      | \$ 1,850   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Universal Login Manager for MEAP + MiCard PLUS Bundle - 1 Device | \$ 640   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| PCL Job Conversion   | \$ 1,650   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Variable Data Printing   | \$ 21,250  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Variable Data Printing - 5 Additional Designer Pack              | \$ 350   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| SPP Device License for CMFP - 250 Device                         | \$ 55,800  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| SPP Device License for SFP MEAP - 250 Device                     | \$ 56,000  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| MiCard v3 Multi - 1-9 Readers                                    | \$ 365   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| MiCard v3 Multi - 10-24 Readers                                  | \$ 350   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| MiCard v3 Multi - 25-49 Readers                                  | \$ 336   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| MiCard v3 Multi - 50-99 Readers                                  | \$ 306   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| MiCard v3 Multi - 100-249 Readers                                | \$ 293   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| MiCard v3 Multi - 250+ Readers                                   | \$ 278   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <b>Prinsa</b>  |  |                       |                        |                        |                        |                     |                     |                     |
| License Upgrade Océ PRISMAprepare V5 ext 1 to 2 conc. users      | \$ 8,496   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PRISMAprepare V5 ext 2 to 3 conc. users      | \$ 7,316   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PRISMAprepare V5 ext 3 to 4 conc. users      | \$ 6,372   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PRISMAprepare V5 ext 4 to 5 conc. users      | \$ 7,080   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PRISMAprepare V5 ext 5 to 6 conc. users      | \$ 6,726   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PRISMAprepare V5 ext 6 to 7 conc. users      | \$ 6,372   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PRISMAprepare V5 ext 7 to 8 conc. users      | \$ 6,136   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PRISMAprepare V5 ext 8 to 9 conc. users      | \$ 5,900   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PRISMAprepare V5 ext 9 to 10 conc. users     | \$ 5,664   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Océ PPV5 - 1 Automation Concurrent user                          | \$ 2,124   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PPV5 Automation ext 1 to 2 Conc users        | \$ 1,475   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PPV5 Automation ext 2 to 3 Conc users        | \$ 1,298   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PPV5 Automation ext 3 to 4 Conc users        | \$ 1,062   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PPV5 Automation ext 4 to 5 Conc users        | \$ 1,062   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PPV5 Automation ext 5 to 6 Conc users        | \$ 1,003   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PPV5 Automation ext 6 to 7 Conc users        | \$ 885   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PPV5 Automation ext 7 to 8 Conc users        | \$ 944   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PPV5 Automation ext 8 to 9 Conc users        | \$ 826   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PPV5 Automation ext 9 to 10 Conc users       | \$ 767   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PRISMAprepare Light V5 ext 1 Conc user       | \$ 7,670   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 - 5 Concurrent users     | \$ 6,804   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 - 6 Concurrent users     | \$ 7,830   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 - 7 Concurrent users     | \$ 8,802   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 - 8 Concurrent users     | \$ 9,738   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 - 9 Concurrent users     | \$ 10,638  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 - 1 Concurrent user      | \$ 1,879   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 - 10 Concurrent users    | \$ 11,502  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 - 2 Concurrent users     | \$ 3,103   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 - 3 Concurrent users     | \$ 4,752   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 - 4 Concurrent users     | \$ 5,724   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 ext 1 to 2 conc. users   | \$ 1,296   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 ext 2 to 3 conc. users   | \$ 1,116   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 ext 3 to 4 conc. users   | \$ 972   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 ext 4 to 5 conc. users   | \$ 1,080   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 ext 5 to 6 conc. users   | \$ 1,026   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 ext 6 to 7 conc. users   | \$ 972   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 ext 7 to 8 conc. users   | \$ 936   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 ext 8 to 9 conc. users   | \$ 900   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 ext 9 to 10 conc. users  | \$ 864   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 - 1 Automation Concurrent user       | \$ 324   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 - 10 Automation Concurrent user      | \$ 1,746   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |

List Pricing Worksheet

Group B - Production Copiers

| Pricing Item  | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                       |                        |                        |                        |                     |                     |                     |                     |
|---|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|---------------------|
|   | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
|   | Annual Maintenance Océ PPV5 - 2 Automation Concurrent user             | \$ 549                | N/A                    | N/A                    | N/A                    | No bid              | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 - 3 Automation Concurrent user        | \$ 747   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 - 4 Automation Concurrent user        | \$ 909   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 - 5 Automation Concurrent user        | \$ 1,071   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 - 6 Automation Concurrent user        | \$ 1,224   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 - 7 Automation Concurrent user        | \$ 1,359   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 - 8 Automation Concurrent user        | \$ 1,503   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 - 9 Automation Concurrent user        | \$ 1,629   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 Automation ext 1 to 2 Conc users      | \$ 225   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 Automation ext 2 to 3 Conc users      | \$ 198   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 Automation ext 3 to 4 Conc users      | \$ 162   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 Automation ext 4 to 5 Conc users      | \$ 162   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 Automation ext 5 to 6 Conc users      | \$ 153   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 Automation ext 6 to 7 Conc users      | \$ 135   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 Automation ext 7 to 8 Conc users      | \$ 144   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 Automation ext 8 to 9 Conc users      | \$ 126   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 Automation ext 9 to 10 Conc users     | \$ 117   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Océ PPV5 - Preflight (per user)                                   | \$ 385   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 - Preflight (per user)                | \$ 60  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare Light V5 - 1 Concurrent user | \$ 1,170   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 ext Light to 1 Conc user  | \$ 1,170   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare Light V6 - 1 Concurrent user | \$ 1,056   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V6 - 1st Concurrent user     | \$ 1,896   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV6 - Automation                          | \$ 384   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV6 - Preflight (per user)                | \$ 60  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V6 light to 1 Concurrent     | \$ 840   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V6 - Extra Concurrent user   | \$ 1,140   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Océ PRISMAprepare v6 Automation                                   | \$ 2,450   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Océ PPV6 - Preflight (per user)                                   | \$ 385   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PRISMAprepare Light V6 to 1 Conc user         | \$ 7,450   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Océ PRISMAprepare V6 - 1 Additional Concurrent user               | \$ 7,450   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PRISMAprepare V4 to V6 Extra Conc User        | \$ 4,896   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Océ PRISMAprepare Light V6 - 1 Concurrent user                    | \$ 6,900   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Océ PRISMAprepare V6 - 1st Concurrent user                        | \$ 12,450  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PRISMAprepare V4 to V6 1st Conc User          | \$ 8,840   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ DocWorks to V6 1st Conc User                  | \$ 8,379   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Océ PRISMAaccess Central Server                                   | N/A  | \$ 4,248              | \$ 4,248               | \$ 4,248               | No bid                 | \$ 4,248            | \$ 4,248            | \$ 4,248            | \$ 4,248            |
| Océ PRISMAaccess Accounting                                       | N/A  | \$ 1,151              | \$ 1,151               | \$ 1,151               | No bid                 | \$ 1,151            | \$ 1,151            | \$ 1,151            | \$ 1,151            |
| Océ PRISMAaccess Quotation  | N/A  | \$ 1,416              | \$ 1,416               | \$ 1,416               | No bid                 | \$ 1,416            | \$ 1,416            | \$ 1,416            | \$ 1,416            |
| Océ PRISMAaccess Budget Approval                                  | N/A  | \$ 1,416              | \$ 1,416               | \$ 1,416               | No bid                 | \$ 1,416            | \$ 1,416            | \$ 1,416            | \$ 1,416            |
| License Upgrade for Océ PRISMAaccess V4 to PRISMAaccess V5        | N/A  | \$ 5,496              | \$ 5,496               | \$ 5,496               | No bid                 | \$ 5,496            | \$ 5,496            | \$ 5,496            | \$ 5,496            |
| License Upgrade for Océ DocWorks Submission to PRISMAaccess V5    | N/A  | \$ 5,496              | \$ 5,496               | \$ 5,496               | No bid                 | \$ 5,496            | \$ 5,496            | \$ 5,496            | \$ 5,496            |
| Adobe Acrobat Professional v10                                    | N/A  | \$ 560                | \$ 560                 | \$ 560                 | No bid                 | \$ 560              | \$ 560              | \$ 560              | \$ 560              |
| Adobe Acrobat Professional V11                                    | N/A  | \$ 560                | \$ 560                 | \$ 560                 | No bid                 | \$ 560              | \$ 560              | \$ 560              | \$ 560              |
| Enfocus Pitstop Professional v11                                  | N/A  | \$ 799                | \$ 799                 | \$ 799                 | No bid                 | \$ 799              | \$ 799              | \$ 799              | \$ 799              |
| Quite Imposing Plus v3  | N/A  | \$ 798                | \$ 798                 | \$ 798                 | No bid                 | \$ 798              | \$ 798              | \$ 798              | \$ 798              |
| Annual Maintenance Océ PRISMAaccess Central Server                | N/A  | \$ 648                | \$ 648                 | \$ 648                 | No bid                 | \$ 648              | \$ 648              | \$ 648              | \$ 648              |
| Annual Maintenance Océ PRISMAaccess Accounting                    | N/A  | \$ 176                | \$ 176                 | \$ 176                 | No bid                 | \$ 176              | \$ 176              | \$ 176              | \$ 176              |
| Annual Maintenance Océ PRISMAaccess Quotation                     | N/A  | \$ 216                | \$ 216                 | \$ 216                 | No bid                 | \$ 216              | \$ 216              | \$ 216              | \$ 216              |
| Annual Maintenance Océ PRISMAaccess Budget Approval               | N/A  | \$ 216                | \$ 216                 | \$ 216                 | No bid                 | \$ 216              | \$ 216              | \$ 216              | \$ 216              |
| Annual Maintenance Océ PRISMAaccess Archive Module                | N/A  | \$ 540                | \$ 540                 | \$ 540                 | No bid                 | \$ 540              | \$ 540              | \$ 540              | \$ 540              |
| Océ PRISMAaccess Integrated Archive                               | N/A  | \$ 3,540              | \$ 3,540               | \$ 3,540               | No bid                 | \$ 3,540            | \$ 3,540            | \$ 3,540            | \$ 3,540            |
| ASM Pro V2  | N/A  | \$ 23,895             | \$ 23,895              | \$ 23,895              | No bid                 | \$ 23,895           | \$ 23,895           | \$ 23,895           | \$ 23,895           |
| ASM IMG V2  | N/A  | \$ 1,298              | \$ 1,298               | \$ 1,298               | No bid                 | \$ 1,298            | \$ 1,298            | \$ 1,298            | \$ 1,298            |
| ASM App   | N/A  | \$ 4,626              | \$ 4,626               | \$ 4,626               | No bid                 | \$ 4,626            | \$ 4,626            | \$ 4,626            | \$ 4,626            |
| Access License 20 Concurrent Users                                | N/A  | \$ 11,798             | \$ 11,798              | \$ 11,798              | No bid                 | \$ 11,798           | \$ 11,798           | \$ 11,798           | \$ 11,798           |
| Access License 50 Concurrent Users                                | N/A  | \$ 19,470             | \$ 19,470              | \$ 19,470              | No bid                 | \$ 19,470           | \$ 19,470           | \$ 19,470           | \$ 19,470           |



## List Pricing Worksheet

## Group B - Production Copiers

| Pricing Item   | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                       |                        |                        |                        |                     |                     |                     |
|--|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|
|  | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
| <i>Access License Unlimited Users</i>                    | N/A  | \$ 30,090             | \$ 30,090              | \$ 30,090              | No bid                 | \$ 30,090           | \$ 30,090           | \$ 30,090           |
| <i>DMFS Capacity up to 500GB</i>                         | N/A  | \$ 3,776              | \$ 3,776               | \$ 3,776               | No bid                 | \$ 3,776            | \$ 3,776            | \$ 3,776            |
| <i>DMFS Capacity Unlimited</i>                           | N/A  | \$ 7,552              | \$ 7,552               | \$ 7,552               | No bid                 | \$ 7,552            | \$ 7,552            | \$ 7,552            |
| <i>ASM SAT</i>   | N/A  | \$ 1,770              | \$ 1,770               | \$ 1,770               | No bid                 | \$ 1,770            | \$ 1,770            | \$ 1,770            |
| <i>Open Storage Interface</i>                            | N/A  | \$ 4,626              | \$ 4,626               | \$ 4,626               | No bid                 | \$ 4,626            | \$ 4,626            | \$ 4,626            |
| <i>CD/DVD Publishing</i>                                 | N/A  | \$ 2,950              | \$ 2,950               | \$ 2,950               | No bid                 | \$ 2,950            | \$ 2,950            | \$ 2,950            |
| <i>Access License Upgrade 20-50 Concurrent Users</i>     | N/A  | \$ 8,732              | \$ 8,732               | \$ 8,732               | No bid                 | \$ 8,732            | \$ 8,732            | \$ 8,732            |
| <i>Access License Upgrade 50 Concurrent to Unlimited</i> | N/A  | \$ 10,856             | \$ 10,856              | \$ 10,856              | No bid                 | \$ 10,856           | \$ 10,856           | \$ 10,856           |
| <i>DMFS Capacity Upgrade 500Gb to Unlimited</i>          | N/A  | \$ 3,776              | \$ 3,776               | \$ 3,776               | No bid                 | \$ 3,776            | \$ 3,776            | \$ 3,776            |
| <i>EMC2 Centera Storage Interface</i>                    | N/A  | \$ 6,490              | \$ 6,490               | \$ 6,490               | No bid                 | \$ 6,490            | \$ 6,490            | \$ 6,490            |

List Pricing Worksheet

Group B - Production Copiers

| Pricing Item   | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                       |                        |                        |                        |                     |                     |                     |                     |
|--|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|---------------------|
|  | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
|  |  |                       |                        |                        |                        |                     |                     |                     |                     |
| Access License 3 Concurrent Users                                    | N/A  | \$ 2,596              | \$ 2,596               | \$ 2,596               | No bid                 | \$ 2,596            | \$ 2,596            | \$ 2,596            | \$ 2,596            |
| Access License 5 Concurrent Users                                    | N/A  | \$ 5,428              | \$ 5,428               | \$ 5,428               | No bid                 | \$ 5,428            | \$ 5,428            | \$ 5,428            | \$ 5,428            |
| Access License Upgrade 3 to 5 Concurrent Users                       | N/A  | \$ 2,596              | \$ 2,596               | \$ 2,596               | No bid                 | \$ 2,596            | \$ 2,596            | \$ 2,596            | \$ 2,596            |
| Access License Upgrade 5-20 Concurrent Users                         | N/A  | \$ 8,850              | \$ 8,850               | \$ 8,850               | No bid                 | \$ 8,850            | \$ 8,850            | \$ 8,850            | \$ 8,850            |
| PRISMArchive Base License  | N/A  | \$ 1,770              | \$ 1,770               | \$ 1,770               | No bid                 | \$ 1,770            | \$ 1,770            | \$ 1,770            | \$ 1,770            |
| PRISMApro Tab Wizard   | N/A  | \$ 2,755              | \$ 2,755               | \$ 2,755               | No bid                 | \$ 2,755            | \$ 2,755            | \$ 2,755            | \$ 2,755            |
| DocSetter V3   | N/A  | \$ 4,425              | \$ 4,425               | \$ 4,425               | No bid                 | \$ 4,425            | \$ 4,425            | \$ 4,425            | \$ 4,425            |
| DPconvert Corporate  | N/A  | \$ 10,502             | \$ 10,502              | \$ 10,502              | No bid                 | \$ 10,502           | \$ 10,502           | \$ 10,502           | \$ 10,502           |
| Monthly maintenance for DocSetter V3                                 | N/A  | \$ 56                 | \$ 56                  | \$ 56                  | No bid                 | \$ 56               | \$ 56               | \$ 56               | \$ 56               |
| Monthly maintenance for PRISMApro Tab Wizard                         | N/A  | \$ 35                 | \$ 35                  | \$ 35                  | No bid                 | \$ 35               | \$ 35               | \$ 35               | \$ 35               |
| Annual maintenance for DocSetter V3                                  | N/A  | \$ 675                | \$ 675                 | \$ 675                 | No bid                 | \$ 675              | \$ 675              | \$ 675              | \$ 675              |
| Annual maintenance for PRISMApro Tab Wizard                          | N/A  | \$ 420                | \$ 420                 | \$ 420                 | No bid                 | \$ 420              | \$ 420              | \$ 420              | \$ 420              |
| Monthly Maintenance DPconvert(Corporate)                             | N/A  | \$ 134                | \$ 134                 | \$ 134                 | No bid                 | \$ 134              | \$ 134              | \$ 134              | \$ 134              |
| Annual Maintenance DPconvert(Corporate)                              | N/A  | \$ 1,602              | \$ 1,602               | \$ 1,602               | No bid                 | \$ 1,602            | \$ 1,602            | \$ 1,602            | \$ 1,602            |
| Annual Maintenance ASM App   | N/A  | \$ 706                | \$ 706                 | \$ 706                 | No bid                 | \$ 706              | \$ 706              | \$ 706              | \$ 706              |
| Annual Maintenance Access License Upgrade 20-50 Concurrent Users     | N/A  | \$ 1,332              | \$ 1,332               | \$ 1,332               | No bid                 | \$ 1,332            | \$ 1,332            | \$ 1,332            | \$ 1,332            |
| Annual Maintenance Access License Upgrade 3 to 5 Concurrent Users    | N/A  | \$ 396                | \$ 396                 | \$ 396                 | No bid                 | \$ 396              | \$ 396              | \$ 396              | \$ 396              |
| Annual Maintenance Access License Upgrade 5-20 Concurrent Users      | N/A  | \$ 1,350              | \$ 1,350               | \$ 1,350               | No bid                 | \$ 1,350            | \$ 1,350            | \$ 1,350            | \$ 1,350            |
| Annual Maintenance Access License Upgrade 50 Concurrent to Unlimited | N/A  | \$ 1,656              | \$ 1,656               | \$ 1,656               | No bid                 | \$ 1,656            | \$ 1,656            | \$ 1,656            | \$ 1,656            |
| Annual Maintenance CD/DVD Publishing                                 | N/A  | \$ 450                | \$ 450                 | \$ 450                 | No bid                 | \$ 450              | \$ 450              | \$ 450              | \$ 450              |
| Annual Maintenance DMFS Capacity Unlimited                           | N/A  | \$ 1,152              | \$ 1,152               | \$ 1,152               | No bid                 | \$ 1,152            | \$ 1,152            | \$ 1,152            | \$ 1,152            |
| Annual Maintenance DMFS Capacity Upgrade 500Gb to Unlimited          | N/A  | \$ 576                | \$ 576                 | \$ 576                 | No bid                 | \$ 576              | \$ 576              | \$ 576              | \$ 576              |
| Annual Maintenance DMFS Capacity up to 500GB                         | N/A  | \$ 576                | \$ 576                 | \$ 576                 | No bid                 | \$ 576              | \$ 576              | \$ 576              | \$ 576              |
| Annual Maintenance EMC2 Centera Storage Interface                    | N/A  | \$ 990                | \$ 990                 | \$ 990                 | No bid                 | \$ 990              | \$ 990              | \$ 990              | \$ 990              |
| Annual Maintenance Open Storage Interface                            | N/A  | \$ 706                | \$ 706                 | \$ 706                 | No bid                 | \$ 706              | \$ 706              | \$ 706              | \$ 706              |
| Annual Maintenance ASM IMG V2  | N/A  | \$ 198                | \$ 198                 | \$ 198                 | No bid                 | \$ 198              | \$ 198              | \$ 198              | \$ 198              |
| Annual Maintenance PRISMArchive Base License                         | N/A  | \$ 270                | \$ 270                 | \$ 270                 | No bid                 | \$ 270              | \$ 270              | \$ 270              | \$ 270              |
| Annual Maintenance ASM Pro V2  | N/A  | \$ 3,645              | \$ 3,645               | \$ 3,645               | No bid                 | \$ 3,645            | \$ 3,645            | \$ 3,645            | \$ 3,645            |
| Annual Maintenance ASM SAT   | N/A  | \$ 270                | \$ 270                 | \$ 270                 | No bid                 | \$ 270              | \$ 270              | \$ 270              | \$ 270              |
| Annual Maintenance Access License 20 Concurrent Users                | N/A  | \$ 1,800              | \$ 1,800               | \$ 1,800               | No bid                 | \$ 1,800            | \$ 1,800            | \$ 1,800            | \$ 1,800            |
| Annual Maintenance Access License 3 Concurrent Users                 | N/A  | \$ 396                | \$ 396                 | \$ 396                 | No bid                 | \$ 396              | \$ 396              | \$ 396              | \$ 396              |
| Annual Maintenance Access License 5 Concurrent Users                 | N/A  | \$ 828                | \$ 828                 | \$ 828                 | No bid                 | \$ 828              | \$ 828              | \$ 828              | \$ 828              |
| Annual Maintenance Access License 50 Concurrent Users                | N/A  | \$ 2,970              | \$ 2,970               | \$ 2,970               | No bid                 | \$ 2,970            | \$ 2,970            | \$ 2,970            | \$ 2,970            |
| Annual Maintenance Access License Unlimited Users                    | N/A  | \$ 4,590              | \$ 4,590               | \$ 4,590               | No bid                 | \$ 4,590            | \$ 4,590            | \$ 4,590            | \$ 4,590            |
| Annual Maintenance Océ PRISMAccess 1st Operator Console              | N/A  | \$ 324                | \$ 324                 | \$ 324                 | No bid                 | \$ 324              | \$ 324              | \$ 324              | \$ 324              |
| Annual Maintenance Océ PRISMAccess Next Operator Console             | N/A  | \$ 259                | \$ 259                 | \$ 259                 | No bid                 | \$ 259              | \$ 259              | \$ 259              | \$ 259              |
| Annual Maintenance Océ PRISMAccess Submission Server                 | N/A  | \$ 540                | \$ 540                 | \$ 540                 | No bid                 | \$ 540              | \$ 540              | \$ 540              | \$ 540              |
| Annual Maintenance Océ PRISMAccess VDP                               | N/A  | \$ 60                 | \$ 60                  | \$ 60                  | No bid                 | \$ 60               | \$ 60               | \$ 60               | \$ 60               |
| Production Systems Implementation Services                           | N/A  | \$ 125                | \$ 125                 | \$ 125                 | No bid                 | \$ 125              | \$ 125              | \$ 125              | \$ 125              |
| Océ PRISMAccess 1st Operator Console                                 | N/A  | \$ 2,124              | \$ 2,124               | \$ 2,124               | No bid                 | \$ 2,124            | \$ 2,124            | \$ 2,124            | \$ 2,124            |
| Océ PRISMAccess Extra Operator Console                               | N/A  | \$ 1,699              | \$ 1,699               | \$ 1,699               | No bid                 | \$ 1,699            | \$ 1,699            | \$ 1,699            | \$ 1,699            |
| Océ PRISMAccess Submission Server                                    | N/A  | \$ 3,540              | \$ 3,540               | \$ 3,540               | No bid                 | \$ 3,540            | \$ 3,540            | \$ 3,540            | \$ 3,540            |
| Océ PRISMAccess VDP  | N/A  | \$ 395                | \$ 395                 | \$ 395                 | No bid                 | \$ 395              | \$ 395              | \$ 395              | \$ 395              |
| <b>Therefore</b>   |  |                       |                        |                        |                        |                     |                     |                     |                     |
| Therefore™ Workgroup Edition Bundle                                  | \$ 5,150   | \$ 5,150              | \$ 5,150               | \$ 5,150               | No bid                 | \$ 5,150            | \$ 5,150            | \$ 5,150            | \$ 5,150            |
| Therefore™ Workgroup Edition - Additional 5 Named User Pack          | \$ 3,450   | \$ 3,450              | \$ 3,450               | \$ 3,450               | No bid                 | \$ 3,450            | \$ 3,450            | \$ 3,450            | \$ 3,450            |
| Upgrade Workgroup Edition Bundle to Essentials Edition Bundle        | \$ 9,200   | \$ 9,200              | \$ 9,200               | \$ 9,200               | No bid                 | \$ 9,200            | \$ 9,200            | \$ 9,200            | \$ 9,200            |
| Upgrade Workgroup Edition Bundle to Enterprise Edition               | \$ 18,400  | \$ 18,400             | \$ 18,400              | \$ 18,400              | No bid                 | \$ 18,400           | \$ 18,400           | \$ 18,400           | \$ 18,400           |
| Therefore™ Essentials Edition Bundle (Named Users)                   | \$ 14,350  | \$ 14,350             | \$ 14,350              | \$ 14,350              | No bid                 | \$ 14,350           | \$ 14,350           | \$ 14,350           | \$ 14,350           |
| Therefore™ Essentials Edition - Additional 5 Named User Pack         | \$ 3,450   | \$ 3,450              | \$ 3,450               | \$ 3,450               | No bid                 | \$ 3,450            | \$ 3,450            | \$ 3,450            | \$ 3,450            |
| Therefore™ Essentials Edition Bundle (Concurrent Users)              | \$ 17,800  | \$ 17,800             | \$ 17,800              | \$ 17,800              | No bid                 | \$ 17,800           | \$ 17,800           | \$ 17,800           | \$ 17,800           |
| Therefore™ Essentials Edition - Additional 5 Concurrent User Pack    | \$ 6,900   | \$ 6,900              | \$ 6,900               | \$ 6,900               | No bid                 | \$ 6,900            | \$ 6,900            | \$ 6,900            | \$ 6,900            |
| Therefore™ Essentials Edition - Additional Workflow (1x)             | \$ 900   | \$ 900                | \$ 900                 | \$ 900                 | No bid                 | \$ 900              | \$ 900              | \$ 900              | \$ 900              |
| Upgrade Essentials Edition Bundle to Enterprise Edition              | \$ 9,200   | \$ 9,200              | \$ 9,200               | \$ 9,200               | No bid                 | \$ 9,200            | \$ 9,200            | \$ 9,200            | \$ 9,200            |
| Therefore™ Enterprise Edition Server License                         | \$ 13,800  | \$ 13,800             | \$ 13,800              | \$ 13,800              | No bid                 | \$ 13,800           | \$ 13,800           | \$ 13,800           | \$ 13,800           |
| Therefore™ Enterprise Edition - Additional Server License            | \$ 4,650   | \$ 4,650              | \$ 4,650               | \$ 4,650               | No bid                 | \$ 4,650            | \$ 4,650            | \$ 4,650            | \$ 4,650            |
| Therefore™ Personal Edition  | \$ 800   | \$ 800                | \$ 800                 | \$ 800                 | No bid                 | \$ 800              | \$ 800              | \$ 800              | \$ 800              |

**List Pricing Worksheet**  
**Group B - Production Copiers**

| Pricing Item  | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                       |                        |                        |                        |                     |                     |                     |                     |
|---|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|---------------------|
|   | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
|   |  |                       |                        |                        |                        |                     |                     |                     |                     |
| Upgrade Personal Edition to Workgroup Edition Bundle                  | \$ 4,350   | \$ 4,350              | \$ 4,350               | \$ 4,350               | No bid                 | \$ 4,350            | \$ 4,350            | \$ 4,350            | \$ 4,350            |
| Therefore™ Named User License (1-9 Users)                             | \$ 1,015   | \$ 1,015              | \$ 1,015               | \$ 1,015               | No bid                 | \$ 1,015            | \$ 1,015            | \$ 1,015            | \$ 1,015            |
| Therefore™ Named User License (10-24 Users)                           | \$ 865   | \$ 865                | \$ 865                 | \$ 865                 | No bid                 | \$ 865              | \$ 865              | \$ 865              | \$ 865              |
| Therefore™ Named User License (25-49 Users)                           | \$ 735   | \$ 735                | \$ 735                 | \$ 735                 | No bid                 | \$ 735              | \$ 735              | \$ 735              | \$ 735              |
| Therefore™ Named User License (50-99 Users)                           | \$ 625   | \$ 625                | \$ 625                 | \$ 625                 | No bid                 | \$ 625              | \$ 625              | \$ 625              | \$ 625              |
| Therefore™ Named User License (100-249 Users)                         | \$ 530   | \$ 530                | \$ 530                 | \$ 530                 | No bid                 | \$ 530              | \$ 530              | \$ 530              | \$ 530              |
| Therefore™ Named User License (250-499 Users)                         | \$ 390   | \$ 390                | \$ 390                 | \$ 390                 | No bid                 | \$ 390              | \$ 390              | \$ 390              | \$ 390              |
| Therefore™ Named User License (500-999 Users)                         | \$ 280   | \$ 280                | \$ 280                 | \$ 280                 | No bid                 | \$ 280              | \$ 280              | \$ 280              | \$ 280              |
| Therefore™ Named User License (1000+ Users)                           | \$ 205   | \$ 205                | \$ 205                 | \$ 205                 | No bid                 | \$ 205              | \$ 205              | \$ 205              | \$ 205              |
| Therefore™ Concurrent User License (1-9 Users)                        | \$ 2,035   | \$ 2,035              | \$ 2,035               | \$ 2,035               | No bid                 | \$ 2,035            | \$ 2,035            | \$ 2,035            | \$ 2,035            |
| Therefore™ Concurrent User License (10-24 Users)                      | \$ 1,730   | \$ 1,730              | \$ 1,730               | \$ 1,730               | No bid                 | \$ 1,730            | \$ 1,730            | \$ 1,730            | \$ 1,730            |
| Therefore™ Concurrent User License (25-49 Users)                      | \$ 1,470   | \$ 1,470              | \$ 1,470               | \$ 1,470               | No bid                 | \$ 1,470            | \$ 1,470            | \$ 1,470            | \$ 1,470            |
| Therefore™ Concurrent User License (50-99 Users)                      | \$ 1,245   | \$ 1,245              | \$ 1,245               | \$ 1,245               | No bid                 | \$ 1,245            | \$ 1,245            | \$ 1,245            | \$ 1,245            |
| Therefore™ Concurrent User License (100-249 Users)                    | \$ 1,060   | \$ 1,060              | \$ 1,060               | \$ 1,060               | No bid                 | \$ 1,060            | \$ 1,060            | \$ 1,060            | \$ 1,060            |
| Therefore™ Concurrent User License (250-499 Users)                    | \$ 775   | \$ 775                | \$ 775                 | \$ 775                 | No bid                 | \$ 775              | \$ 775              | \$ 775              | \$ 775              |
| Therefore™ Concurrent User License (500-999 Users)                    | \$ 565   | \$ 565                | \$ 565                 | \$ 565                 | No bid                 | \$ 565              | \$ 565              | \$ 565              | \$ 565              |
| Therefore™ Concurrent User License (1000+ Users)                      | \$ 415   | \$ 415                | \$ 415                 | \$ 415                 | No bid                 | \$ 415              | \$ 415              | \$ 415              | \$ 415              |
| Therefore™ Read-Only User License (1-9 Users)                         | \$ 510   | \$ 510                | \$ 510                 | \$ 510                 | No bid                 | \$ 510              | \$ 510              | \$ 510              | \$ 510              |
| Therefore™ Read-Only User License (10-24 Users)                       | \$ 430   | \$ 430                | \$ 430                 | \$ 430                 | No bid                 | \$ 430              | \$ 430              | \$ 430              | \$ 430              |
| Therefore™ Read-Only User License (25-49 Users)                       | \$ 365   | \$ 365                | \$ 365                 | \$ 365                 | No bid                 | \$ 365              | \$ 365              | \$ 365              | \$ 365              |
| Therefore™ Read-Only User License (50-99 Users)                       | \$ 310   | \$ 310                | \$ 310                 | \$ 310                 | No bid                 | \$ 310              | \$ 310              | \$ 310              | \$ 310              |
| Therefore™ Read-Only User License (100-249 Users)                     | \$ 265   | \$ 265                | \$ 265                 | \$ 265                 | No bid                 | \$ 265              | \$ 265              | \$ 265              | \$ 265              |
| Therefore™ Read-Only User License (250-499 Users)                     | \$ 195   | \$ 195                | \$ 195                 | \$ 195                 | No bid                 | \$ 195              | \$ 195              | \$ 195              | \$ 195              |
| Therefore™ Read-Only User License (500-999 Users)                     | \$ 140   | \$ 140                | \$ 140                 | \$ 140                 | No bid                 | \$ 140              | \$ 140              | \$ 140              | \$ 140              |
| Therefore™ Read-Only User License (1000+ Users)                       | \$ 105   | \$ 105                | \$ 105                 | \$ 105                 | No bid                 | \$ 105              | \$ 105              | \$ 105              | \$ 105              |
| Therefore™ Capture Client License                                     | \$ 1,900   | \$ 1,900              | \$ 1,900               | \$ 1,900               | No bid                 | \$ 1,900            | \$ 1,900            | \$ 1,900            | \$ 1,900            |
| Therefore™ MFP Application License (MEAP-enabled Device)              | \$ 1,100   | \$ 1,100              | \$ 1,100               | \$ 1,100               | No bid                 | \$ 1,100            | \$ 1,100            | \$ 1,100            | \$ 1,100            |
| Integration License for eCopy™ ShareScan®                             | \$ 940   | \$ 940                | \$ 940                 | \$ 940                 | No bid                 | \$ 940              | \$ 940              | \$ 940              | \$ 940              |
| Integration License for Kofax Capture®                                | \$ 1,900   | \$ 1,900              | \$ 1,900               | \$ 1,900               | No bid                 | \$ 1,900            | \$ 1,900            | \$ 1,900            | \$ 1,900            |
| Canon USA Imaging & RM Implementation Services                        | \$ 125   | \$ 125                | \$ 125                 | \$ 125                 | No bid                 | \$ 125              | \$ 125              | \$ 125              | \$ 125              |
| Canon USA ECM-RM Block Hours  | \$ 250   | \$ 250                | \$ 250                 | \$ 250                 | No bid                 | \$ 250              | \$ 250              | \$ 250              | \$ 250              |
| Dealer Imaging & RM Implementation Services                           | \$ 125   | \$ 125                | \$ 125                 | \$ 125                 | No bid                 | \$ 125              | \$ 125              | \$ 125              | \$ 125              |
| Dealer ECM-RM Block Hours   | \$ 250   | \$ 250                | \$ 250                 | \$ 250                 | No bid                 | \$ 250              | \$ 250              | \$ 250              | \$ 250              |
| Therefore™ Remote Installation Assistance Support (RIAS) - 1/2 Unit   | \$ 1,000   | \$ 1,000              | \$ 1,000               | \$ 1,000               | No bid                 | \$ 1,000            | \$ 1,000            | \$ 1,000            | \$ 1,000            |
| Therefore™ Remote Installation Assistance Support (RIAS) - 1 Unit     | \$ 2,000   | \$ 2,000              | \$ 2,000               | \$ 2,000               | No bid                 | \$ 2,000            | \$ 2,000            | \$ 2,000            | \$ 2,000            |
| Therefore™ Customization Unit   | \$ 830   | \$ 830                | \$ 830                 | \$ 830                 | No bid                 | \$ 830              | \$ 830              | \$ 830              | \$ 830              |
| Therefore™ Travel Cost Unit   | \$ 165   | \$ 165                | \$ 165                 | \$ 165                 | No bid                 | \$ 165              | \$ 165              | \$ 165              | \$ 165              |
| Therefore™ Content Connector  | \$ 3,440   | \$ 3,440              | \$ 3,440               | \$ 3,440               | No bid                 | \$ 3,440            | \$ 3,440            | \$ 3,440            | \$ 3,440            |
| Therefore™ Universal Connector  | \$ 3,440   | \$ 3,440              | \$ 3,440               | \$ 3,440               | No bid                 | \$ 3,440            | \$ 3,440            | \$ 3,440            | \$ 3,440            |
| Connector License for Microsoft® Exchange Server                      | \$ 6,900   | \$ 6,900              | \$ 6,900               | \$ 6,900               | No bid                 | \$ 6,900            | \$ 6,900            | \$ 6,900            | \$ 6,900            |
| Connector License for Microsoft® SharePoint® Server                   | \$ 6,900   | \$ 6,900              | \$ 6,900               | \$ 6,900               | No bid                 | \$ 6,900            | \$ 6,900            | \$ 6,900            | \$ 6,900            |
| Connector License for Microsoft® Dynamics NAV®                        | \$ 6,900   | \$ 6,900              | \$ 6,900               | \$ 6,900               | No bid                 | \$ 6,900            | \$ 6,900            | \$ 6,900            | \$ 6,900            |
| Connector License for IBM® Lotus Notes®                               | \$ 3,440   | \$ 3,440              | \$ 3,440               | \$ 3,440               | No bid                 | \$ 3,440            | \$ 3,440            | \$ 3,440            | \$ 3,440            |
| Connector License for SAP® R/3  | \$ 34,500  | \$ 34,500             | \$ 34,500              | \$ 34,500              | No bid                 | \$ 34,500           | \$ 34,500           | \$ 34,500           | \$ 34,500           |
| Therefore™ Software USB Stick   | \$ 75  | \$ 75                 | \$ 75                  | \$ 75                  | No bid                 | \$ 75               | \$ 75               | \$ 75               | \$ 75               |
| Therefore™ Software Assurance - 1 SA Point                            | \$ 12  | \$ 12                 | \$ 12                  | \$ 12                  | No bid                 | \$ 12               | \$ 12               | \$ 12               | \$ 12               |
| <b>imageRUNNER ADVANCE Desktop</b>                                    |  |                       |                        |                        |                        |                     |                     |                     |                     |
| imageRUNNER ADVANCE Desktop 5L 1 yr Software Maintenance Extension    | \$ 200   | \$ 200                | \$ 200                 | \$ 200                 | No bid                 | \$ 200              | \$ 200              | \$ 200              | \$ 200              |
| imageRUNNER ADVANCE Desktop 20L 1 yr Maint Extension                  | \$ 500   | \$ 500                | \$ 500                 | \$ 500                 | No bid                 | \$ 500              | \$ 500              | \$ 500              | \$ 500              |
| imageRUNNER ADVANCE Desktop 1L 1 yr Maint Extension (Essentials Lite) | \$ 60  | \$ 60                 | \$ 60                  | \$ 60                  | No bid                 | \$ 60               | \$ 60               | \$ 60               | \$ 60               |
| imageRUNNER ADVANCE Desktop 50L 1 yr Software Maintenance Extension   | \$ 1,200   | \$ 1,200              | \$ 1,200               | \$ 1,200               | No bid                 | \$ 1,200            | \$ 1,200            | \$ 1,200            | \$ 1,200            |
| imageRUNNER ADVANCE Desktop 10L 1 yr Software Maintenance Extension   | \$ 350   | \$ 350                | \$ 350                 | \$ 350                 | No bid                 | \$ 350              | \$ 350              | \$ 350              | \$ 350              |
| <b>AA-Print</b>   |  |                       |                        |                        |                        |                     |                     |                     |                     |
| AA-PRINT MFP V1.4 eLAN  | \$ 800   | \$ 800                | \$ 800                 | \$ 800                 | No bid                 | \$ 800              | \$ 800              | \$ 800              | \$ 800              |
| <b>Workflow Composer</b>  |  |                       |                        |                        |                        |                     |                     |                     |                     |
| Workflow Composer w/ MEAP Connectors V2.2.7 1L (1 to 4 licenses)      | \$ 1,080   | \$ 1,080              | \$ 1,080               | \$ 1,080               | No bid                 | \$ 1,080            | \$ 1,080            | \$ 1,080            | \$ 1,080            |
| Workflow Composer w/ MEAP Connectors V2.2.7 1L (5 to 19 licenses)     | \$ 800   | \$ 800                | \$ 800                 | \$ 800                 | No bid                 | \$ 800              | \$ 800              | \$ 800              | \$ 800              |

### List Pricing Worksheet

#### Group B - Production Copiers

| Pricing Item  | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                       |                        |                        |                        |                     |                     |                     |
|---|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|
|   | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
| <i>Workflow Composer w/ MEAP Connectors V2.2.7 1L (20 or more licenses)</i> | \$ 750   | \$ 750                | \$ 750                 | \$ 750                 | No bid                 | \$ 750              | \$ 750              | \$ 750              |
| <i>imageRUNNER ADVANCE Tracker</i>  |  |                       |                        |                        |                        |                     |                     |                     |
| <i>imageRUNNER ADVANCE Tracker V1.4.1 1L (1 to 4 licenses)</i>              | \$ 1,000   | \$ 1,000              | \$ 1,000               | \$ 1,000               | No bid                 | \$ 1,000            | \$ 1,000            | \$ 1,000            |
| <i>imageRUNNER ADVANCE Tracker V1.4.1 1L (5 to 19 licenses)</i>             | \$ 800   | \$ 800                | \$ 800                 | \$ 800                 | No bid                 | \$ 800              | \$ 800              | \$ 800              |
| <i>imageRUNNER ADVANCE Tracker V1.4.1 1L (20 or more licenses)</i>          | \$ 750   | \$ 750                | \$ 750                 | \$ 750                 | No bid                 | \$ 750              | \$ 750              | \$ 750              |
| <i>Hard Disk Drive Replacement Service</i>                                  |  |                       |                        |                        |                        |                     |                     |                     |
| <i>Hard Disk Drive Replacement Service</i>                                  | \$ 538   | \$ 538                | \$ 538                 | \$ 538                 | No bid                 | N/A                 | N/A                 | N/A                 |

List Pricing Worksheet

Group B - Production Copiers

DISCOUNT FROM MSRP

Vendor Name: Canon

| Pricing Item  | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |  |  |  |                        |  |   |   |
|---|--|--|--|--|------------------------|--|---|---|
|   | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119)                      | B7<br>B&W<br>(120-139)                     | B7<br>B&W<br>(120-139)                     | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+)                                | B9<br>B&W<br>(160+)                             | B9<br>B&W<br>(160+)                               |
| Make  | Canon  | Canon                                      | Canon                                      | Canon                                      | Canon                  | Canon  | Canon   | Canon   |
| Model   | imageRUNNER<br>ADVANCE 8295  | VarioPrint DP Line 110<br>Base License Set | VarioPrint DP Line 120<br>Base License Set | VarioPrint DP Line 135<br>Base License Set | No bid                 | VarioPrint 6000+<br>6160 Ultra Base<br>License Set | VarioPrint 6000+<br>6160 TP Base License<br>Set | VarioPrint 6000+<br>6160 MICR Base<br>License Set |
| Marking Engine  | \$ 40,950  | \$ 50,500                                  | \$ 60,500                                  | \$ 76,500                                  | No bid                 | \$ 182,600   | \$ 217,600                                      | \$ 225,400  |
| <b>Paper Handling</b>   |  |  |  |  |                        |  |   |   |
| ADF   | Included   | Included                                   | Included                                   | Included                                   | No bid                 | \$ 6,775   | \$ 6,775  | \$ 6,775  |
| RADF  | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Scan Station  | \$ 4,698   | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Platen Cover  | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Color Scanner   | Included   | \$ 450                                     | \$ 450                                     | \$ 450                                     | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (please describe here)                                  | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (please describe here)                                  | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| <b>Paper Feeding</b>  |  |  |  |  |                        |  |   |   |
| Base Cabinet  | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (Cabinet Type-F (Large))                                | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Paper Drawer   | \$ 4,095   | N/A  | N/A  | N/A  | No bid                 | \$ 25,000  | \$ 25,000                                       | \$ 25,000   |
| Paper-Feed Units  | \$ 2,520   | \$ 10,000                                  | \$ 10,000                                  | \$ 10,000                                  | No bid                 | \$ 25,000  | \$ 25,000                                       | \$ 25,000   |
| Bypass Paper Supply   | Included   | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Large Capacity Tray   | \$ 2,520   | \$ 3,900                                   | \$ 3,900                                   | \$ 3,900                                   | No bid                 | \$ 25,000  | \$ 25,000                                       | \$ 25,000   |
| Additional Option (Double Feed Detection Kit -A1(For Side Paper Deck))    | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (Duo Paper Tray C1)                                     | N/A  | N/A  | N/A  | N/A  | No bid                 | \$ 3,900   | \$ 3,900  | \$ 3,900  |
| Additional Option (Envelope Feeder Attachment D1)                         | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (Multi-drawer Paper Deck-A1)                            | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (Paper Deck Unit-C1)                                    | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (Paper Input Module Optional A1 (350 x 500 mm support)) | N/A  | N/A  | N/A  | N/A  | No bid                 | \$ 45,000  | \$ 45,000                                       | \$ 45,000   |
| Additional Option (POD Deck Lite-A1)                                      | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (Upright Control Panel Set-D1)                          | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (USB Keyboard (Cherry))                                 | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| <b>Finishing</b>  |  |  |  |  |                        |  |   |   |
| Output Tray   | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Internal / Wing Finisher  | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| 3 - Hole Punch  | \$ 840   | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (Inner 2-way Tray-F1)                                   | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (Inner Finisher Additional Tray A1)                     | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (Inner Finisher Additional Tray B1)                     | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Basic Office Finisher   | \$ 6,300   | \$ 10,395                                  | \$ 10,395                                  | \$ 10,395                                  | No bid                 | \$ 27,000  | \$ 27,000                                       | \$ 27,000   |
| Additional Option (High Capacity Stacker 2.1 with Top Cover)              | N/A  | N/A  | N/A  | N/A  | No bid                 | \$ 17,900  | \$ 17,900                                       | \$ 17,900   |
| 3 - Hole Punch  | \$ 840   | \$ 945                                     | \$ 945                                     | \$ 945                                     | No bid                 | N/A  | N/A   | N/A   |
| Saddle Stitch Finishing   | N/A  | \$ 17,850                                  | \$ 17,850                                  | \$ 17,850                                  | No bid                 | \$ 25,125  | \$ 25,125                                       | \$ 25,125   |
| Additional Option (DFD2 at iHCS for Online Finishing)                     | N/A  | N/A  | N/A  | N/A  | No bid                 | \$ 400   | \$ 400  | \$ 400  |
| Additional Option (Inner Finisher Additional Tray A1)                     | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (R-sided docking at iHCS )                              | N/A  | N/A  | N/A  | N/A  | No bid                 | \$ 90  | \$ 90   | \$ 90   |
| Advanced Office Finisher  | \$ 9,600   | \$ 17,850                                  | \$ 17,850                                  | \$ 17,850                                  | No bid                 | N/A  | N/A   | N/A   |
| 3 - Hole Punch  | \$ 945   | \$ 945                                     | \$ 945                                     | \$ 945                                     | No bid                 | N/A  | N/A   | N/A   |
| Saddle Stitch Finishing   | \$ 11,025  | \$ 17,850                                  | \$ 17,850                                  | \$ 17,850                                  | No bid                 | \$ 80,000  | \$ 80,000                                       | \$ 80,000   |
| Additional Option (DFD2 at iHCS for Online Finishing)                     | N/A  | N/A  | N/A  | N/A  | No bid                 | \$ 400   | \$ 400  | \$ 400  |
| Additional Option (Document Insertion Unit-J1)                            | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (Document Insertion/Folding Unit-G1)                    | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (High Capacity Stacker 2.1 with Top Cover)              | N/A  | N/A  | N/A  | N/A  | No bid                 | \$ 17,900  | \$ 17,900                                       | \$ 17,900   |
| Additional Option (R-sided docking at iHCS )                              | N/A  | N/A  | N/A  | N/A  | No bid                 | \$ 90  | \$ 90   | \$ 90   |
| Additional Option (Utility Tray-A2)                                       | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Additional Option Document Insertion Unit-H1)                             | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |
| Post Process Insertion  | \$ 5,565   | \$ 4,515                                   | \$ 4,515                                   | \$ 4,515                                   | No bid                 | N/A  | N/A   | N/A   |
| Additional Option (Document Insertion/Folding Unit H1 )                   | N/A  | N/A  | N/A  | N/A  | No bid                 | N/A  | N/A   | N/A   |

## List Pricing Worksheet

## Group B - Production Copiers

| Pricing Item   | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                       |                        |                        |                        |                     |                     |                     |
|--|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|
|  | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
|  |  |                       |                        |                        |                        |                     |                     |                     |
| Additional Option (2 Pedestals & Ramp Set)   | N/A  | \$ 1,700              | \$ 1,700               | \$ 1,700               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (3 Pedestals & Ramp Set )  | N/A  | \$ 2,450              | \$ 2,450               | \$ 2,450               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Air Filtration System)  | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Automatic Feeder)   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Basic Card Set)   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (BLM 6300 Booklet Maker)   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 56,580           | \$ 56,580           | \$ 56,580           |
| Additional Option (Booklet Trimmer accessory for BLM 200 Booklet Maker)                          | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 13,000           | \$ 13,000           | \$ 13,000           |
| Additional Option (Booklet Trimmer accessory for BLM 6300 Booklet Maker)                         | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 21,491           | \$ 21,491           | \$ 21,491           |
| Additional Option (Booklet Trimmer D1)   | \$ 9,975   | \$ 9,975              | \$ 9,975               | \$ 9,975               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Braille Label Kit-E1)   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Card Reader-C1)   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Color Coil 44 hole punch LTR-A1)  | \$ 1,000   | \$ 1,000              | \$ 1,000               | \$ 1,000               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Convenience Stapler A1)   | N/A  | \$ 300                | \$ 300                 | \$ 300                 | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Convenience Stapler B1)   | \$ 300   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Decurler Unit-A1)   | N/A  | \$ 6,700              | \$ 6,700               | \$ 6,700               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (DFD2 at iHCS for Online Finishing)  | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 400              | \$ 400              | \$ 400              |
| Additional Option (Die Set 2-4 Hole A4 Loose Leaf (6 mm) accessory for GBC PowerPunch)           | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 1,950            | \$ 1,950            | \$ 1,950            |
| Additional Option (Die Set 3-5-7 Loose Leaf Round 5/16" accessory for GBC PowerPunch)            | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 1,950            | \$ 1,950            | \$ 1,950            |
| Additional Option (Die Set Color Coil 4:1 0.2475 O/S Oval DigiCoil accessory for GBC PowerPunch) | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 3,750            | \$ 3,750            | \$ 3,750            |
| Additional Option (Die Set Color Coil 4:1 0.2475 Round accessory for GBC PowerPunch)             | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 2,750            | \$ 2,750            | \$ 2,750            |
| Additional Option (Die Set Color Coil 5:1 Round accessory for GBC PowerPunch)                    | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 2,900            | \$ 2,900            | \$ 2,900            |
| Additional Option (Die Set GBC Cerlox accessory for GBC PowerPunch)                              | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 2,750            | \$ 2,750            | \$ 2,750            |
| Additional Option (Die Set GBC Cerlox O/S accessory for GBC PowerPunch)                          | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 2,900            | \$ 2,900            | \$ 2,900            |
| Additional Option (Die Set ProClock 3:1 Square accessory for GBC PowerPunch)                     | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 3,750            | \$ 3,750            | \$ 3,750            |
| Additional Option (Die Set TL 2:1 Round accessory for GBC PowerPunch)                            | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 2,750            | \$ 2,750            | \$ 2,750            |
| Additional Option (Die Set TL 2:1 Square accessory for GBC PowerPunch)                           | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 2,750            | \$ 2,750            | \$ 2,750            |
| Additional Option (Die Set TL 3:1 Round accessory for GBC PowerPunch)                            | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 2,900            | \$ 2,900            | \$ 2,900            |
| Additional Option (Die Set TL 3:1 Square accessory for GBC PowerPunch)                           | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 2,900            | \$ 2,900            | \$ 2,900            |
| Additional Option (GBC PowerPunch )  | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 47,000           | \$ 47,000           | \$ 47,000           |
| Additional Option (High Capacity Stacker-E1)   | N/A  | \$ 21,000             | \$ 21,000              | \$ 21,000              | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (High Capacity Stacker-F1 Set END Module Cover )                               | N/A  | \$ 130                | \$ 130                 | \$ 130                 | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (High Capacity Stacker-F1 Set)   | N/A  | \$ 16,500             | \$ 16,500              | \$ 16,500              | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (High Durability Color Coil 44-Hole Punch LTR A1)                              | \$ 2,800   | \$ 2,800              | \$ 2,800               | \$ 2,800               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (High Durability Loose Leaf 3-Hole Punch LTR A1)                               | \$ 2,500   | \$ 2,500              | \$ 2,500               | \$ 2,500               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (High Durability Plastic Comb 19-Hole Punch LTR-A1)                            | \$ 3,000   | \$ 3,000              | \$ 3,000               | \$ 3,000               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Hole Punch accessory for Roll Feeder)   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 9,950            | \$ 9,950            | \$ 9,950            |
| Additional Option (Inner Booklet Trimmer A1)   | \$ 6,300   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Loose Leaf 3-Hole Punch LTR-A1)   | \$ 1,000   | \$ 1,000              | \$ 1,000               | \$ 1,000               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Loose Leaf 5-Hole Punch LTR-A1)   | \$ 1,000   | \$ 1,000              | \$ 1,000               | \$ 1,000               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Lower Output Tray for iHCS required accessory for tape binder DFS30-N)        | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 2,000            | \$ 2,000            | \$ 2,000            |
| Additional Option (Operator Attention Light-C1)  | N/A  | \$ 950                | \$ 950                 | \$ 950                 | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Paper folding unit - F1)  | N/A  | \$ 15,750             | \$ 15,750              | \$ 15,750              | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Paper Folding Unit H1)  | \$ 12,600  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Pedestal & Ramp Set)  | N/A  | \$ 1,050              | \$ 1,050               | \$ 1,050               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Perfect Binder-B1 with Document Insertion Unit)                               | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Plastic Comb 19-Hole Punch LTR-A1)  | \$ 1,000   | \$ 1,000              | \$ 1,000               | \$ 1,000               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Power Lift For iHCS)  | N/A  | \$ 4,950              | \$ 4,950               | \$ 4,950               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Powerstacker accessory for BLM 200 Booklet Maker)                             | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 6,560            | \$ 6,560            | \$ 6,560            |
| Additional Option (Print Registration accessory for Roll Feeder)                                 | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 12,500           | \$ 12,500           | \$ 12,500           |
| Additional Option (Pro Click 32-Hole Punch LTR-SA1)  | \$ 1,000   | \$ 1,000              | \$ 1,000               | \$ 1,000               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Professional Puncher - B1)  | N/A  | \$ 15,000             | \$ 15,000              | \$ 15,000              | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Professional Puncher C1)  | \$ 15,000  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Puncher Unit-BF1)   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Right Angle Option accessory for Roll Feeder)                                 | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 3,050            | \$ 3,050            | \$ 3,050            |
| Additional Option (Ring Binder MB-1000C Set)   | N/A  | \$ 27,450             | \$ 27,450              | \$ 27,450              | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Ring Cartridge MB-1000C)  | N/A  | \$ 340                | \$ 340                 | \$ 340                 | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Ring Opener MB-1000C )  | N/A  | \$ 65                 | \$ 65                  | \$ 65                  | No bid                 | N/A                 | N/A                 | N/A                 |

## List Pricing Worksheet

## Group B - Production Copiers

| Pricing Item   | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                       |                        |                        |                        |                     |                     |                     |
|--|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|
|  | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
| Additional Option (Roll Feeder DOCUsheete VP Unwinder )  | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 34,750           | \$ 34,750           | \$ 34,750           |
| Additional Option (Roll FeederDOCUsheete VP Cutter )   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 29,500           | \$ 29,500           | \$ 29,500           |
| Additional Option (Roll FeederDOCUsheete VP Transport)   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 13,000           | \$ 13,000           | \$ 13,000           |
| Additional Option (Rotator Transport Module accessory for BLM 200 Booklet Maker)               | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 15,500           | \$ 15,500           | \$ 15,500           |
| Additional Option (Rotator Transport Module accessory of BLM 3600 Boooklet Maker )             | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 18,437           | \$ 18,437           | \$ 18,437           |
| Additional Option (R-sided dacking at iHCS )   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 90               | \$ 90               | \$ 90               |
| Additional Option (Running Perforator accessory for Roll Feeder)                               | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 8,700            | \$ 8,700            | \$ 8,700            |
| Additional Option (Square Fold Booklet Maker with Two Knife Trimmer)                           | N/A  | \$ 60,200             | \$ 60,200              | \$ 60,200              | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Square Fold Booklet Maker)  | N/A  | \$ 25,000             | \$ 25,000              | \$ 25,000              | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Square Spine Module accessory for BLM 200 Booklet Maker)                    | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 12,240           | \$ 12,240           | \$ 12,240           |
| Additional Option (Squarefold Module accessory for BLM 6300 Booklet Maker )                    | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 13,485           | \$ 13,485           | \$ 13,485           |
| Additional Option (Stacker Dolly-A1)   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Stacker)  | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 15,000           | \$ 15,000           | \$ 15,000           |
| Additional Option (Tape Binder DFS30-N (letter; 120VAC/60Hz)                                   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 27,000           | \$ 27,000           | \$ 27,000           |
| Additional Option (Twin Loop 21-Hole Punch LTR-A1)   | \$ 1,000   | \$ 1,000              | \$ 1,000               | \$ 1,000               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Twin Loop 32-Hole Punch LTR-A1 )  | \$ 1,000   | \$ 1,000              | \$ 1,000               | \$ 1,000               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Two Knife Booklet Trimmer-A1)   | N/A  | \$ 47,250             | \$ 47,250              | \$ 47,250              | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Unwinder 3 inch Chuck accessory for Roll Feeder)                            | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 790              | \$ 790              | \$ 790              |
| Additional Option (Unwinder 5-inch Chuck accessory for Roll Feeder)                            | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 645              | \$ 645              | \$ 645              |
| Additional Option (Unwinder 6-inch Chuck accessory for Roll Feeder)                            | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 645              | \$ 645              | \$ 645              |
| Additional Option (Velo Bind 11-Hole Punch LTR-A1)   | \$ 1,000   | \$ 1,000              | \$ 1,000               | \$ 1,000               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Velobind accessory for GBC PowerPunch)                                      | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 1,950            | \$ 1,950            | \$ 1,950            |
| <b>Connectivity / Security</b>   |  |                       |                        |                        |                        |                     |                     |                     |
| Network Connectivity Kit   | Included   | Included              | Included               | Included               | No bid                 | Included            | Included            | Included            |
| Hard Drive Security Kit  | Included   | \$ 250                | \$ 250                 | \$ 250                 | No bid                 | \$ 430              | \$ 430              | \$ 430              |
| Network Security Kit   | \$ 473   | Included              | Included               | Included               | No bid                 | N/A                 | N/A                 | N/A                 |
| Power Protection Unit  | Included   | Included              | Included               | Included               | No bid                 | \$ 150              | \$ 150              | \$ 150              |
| Additional Option (Single Phase 50 Amp, Receptacle:14-50R)                                     | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 260              | \$ 260              | \$ 260              |
| Additional Option (Document Scan Lock Kit AG1)   | \$ 2,625   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (HDD Data Encryption Kit & Mirroring Kit C5)                                 | \$ 525   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (imageWARE Secure Audit Manager Express Server 1 License)                    | \$ 3,500   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (iR ADV Security Kit G1 for IEEE 2600.1 Common Criteria Certification)       | \$ 1,890   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Removable HDD Kit AG1)  | \$ 1,050   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Secure Watermark B1)  | \$ 1,050   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Universal Send Advanced Feature Set F1)                                     | \$ 516   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Universal Send Digital User Signature Kit C1)                               | \$ 1,050   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Universal Send Security Feature Set D1 )                                    | \$ 945   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <b>Accessibility Options</b>   |  |                       |                        |                        |                        |                     |                     |                     |
| Accessibility Option (ADF Access Handle A1 )   | \$ 146   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Accessibility Option (Braille Label Kit E1 )   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Accessibility Option (Braille Label Kit F1 )   | \$ 35  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Accessibility Option (Copy Control Device-C1)  | N/A  | \$ 150                | \$ 150                 | \$ 150                 | No bid                 | N/A                 | N/A                 | N/A                 |
| Accessibility Option (Operartor Attention Light-C1)  | N/A  | \$ 950                | \$ 950                 | \$ 950                 | No bid                 | N/A                 | N/A                 | N/A                 |
| Accessibility Option (Remote Operators Kit B1)   | \$ 30  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Accessibility Option (Section 508-1-C1)  | N/A  | \$ 50                 | \$ 50                  | \$ 50                  | No bid                 | N/A                 | N/A                 | N/A                 |
| Accessibility Option (Section 508-2-C1)  | N/A  | \$ 35                 | \$ 35                  | \$ 35                  | No bid                 | N/A                 | N/A                 | N/A                 |
| Accessibility Option (Voice Guidance Kit F2)   | \$ 840   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Accessibility Option (Voice Operation Kit C2 )   | \$ 1,890   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <b>Software Options</b>  |  |                       |                        |                        |                        |                     |                     |                     |
| Advanced Scanning Software   | \$ 1,100   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Advanced Scanning Interface Software   | \$ 1,280   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (eCopy ShareScan V5.2 Elements Embedded, 1 yr Maintenance and Support - ESD) | \$ 575   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Simple Account Software  | \$ 390   | \$ 450                | \$ 450                 | \$ 450                 | No bid                 | Included            | Included            | Included            |
| Additional Option (imageRUNNER ADVANCE Tracker V1.4.1 1L (1 to 4 licenses)                     | \$ 1,000   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (uniFLOW for SMB - MEAP License)   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Advance Accounting Software  | \$ 1,600   | \$ 450                | \$ 450                 | \$ 450                 | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (AA-PRINT for MFP V1.3 (1 License)   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |



## List Pricing Worksheet

## Group B - Production Copiers

| Pricing Item  | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                       |                        |                        |                        |                     |                     |                     |
|---|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|
|   | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
|   |  |                       |                        |                        |                        |                     |                     |                     |
| Additional Option (Advanced Color Management-A1)                                      | N/A  | \$ 2,000              | \$ 2,000               | \$ 2,000               | No bid                 | \$ 2,000            | \$ 2,000            | \$ 2,000            |
| Additional Option (Annual Maintenance DPconvert(Corporate))                           | N/A  | \$ 1,602              | \$ 1,602               | \$ 1,602               | No bid                 | \$ 1,602            | \$ 1,602            | \$ 1,602            |
| Additional Option (Annual maintenance for DocSetter V3)                               | N/A  | \$ 675                | \$ 675                 | \$ 675                 | No bid                 | \$ 675              | \$ 675              | \$ 675              |
| Additional Option (Annual maintenance for PRISMApro Tab Wizard)                       | N/A  | \$ 420                | \$ 420                 | \$ 420                 | No bid                 | \$ 420              | \$ 420              | \$ 420              |
| Additional Option (Annual Maintenance Océ PPV6 - Automation)                          | N/A  | \$ 384                | \$ 384                 | \$ 384                 | No bid                 | \$ 384              | \$ 384              | \$ 384              |
| Additional Option (Annual Maintenance Océ PPV6 - Preflight (per user))                | N/A  | \$ 60                 | \$ 60                  | \$ 60                  | No bid                 | \$ 60               | \$ 60               | \$ 60               |
| Additional Option (Annual Maintenance Océ PRISMAaccess 1st Operator Console)          | N/A  | \$ 324                | \$ 324                 | \$ 324                 | No bid                 | \$ 324              | \$ 324              | \$ 324              |
| Additional Option (Annual Maintenance Océ PRISMAaccess Accounting)                    | N/A  | \$ 176                | \$ 176                 | \$ 176                 | No bid                 | \$ 176              | \$ 176              | \$ 176              |
| Additional Option (Annual Maintenance Océ PRISMAaccess Archive Module)                | N/A  | \$ 540                | \$ 540                 | \$ 540                 | No bid                 | \$ 540              | \$ 540              | \$ 540              |
| Additional Option (Annual Maintenance Océ PRISMAaccess Budget Approval)               | N/A  | \$ 216                | \$ 216                 | \$ 216                 | No bid                 | \$ 216              | \$ 216              | \$ 216              |
| Additional Option (Annual Maintenance Océ PRISMAaccess Central Server)                | N/A  | \$ 648                | \$ 648                 | \$ 648                 | No bid                 | \$ 648              | \$ 648              | \$ 648              |
| Additional Option (Annual Maintenance Océ PRISMAaccess Next Operator Console)         | N/A  | \$ 259                | \$ 259                 | \$ 259                 | No bid                 | \$ 259              | \$ 259              | \$ 259              |
| Additional Option (Annual Maintenance Océ PRISMAaccess Quotation)                     | N/A  | \$ 216                | \$ 216                 | \$ 216                 | No bid                 | \$ 216              | \$ 216              | \$ 216              |
| Additional Option (Annual Maintenance Océ PRISMAaccess Submission Server)             | N/A  | \$ 540                | \$ 540                 | \$ 540                 | No bid                 | \$ 540              | \$ 540              | \$ 540              |
| Additional Option (Annual Maintenance Océ PRISMAaccess VDP)                           | N/A  | \$ 60                 | \$ 60                  | \$ 60                  | No bid                 | \$ 60               | \$ 60               | \$ 60               |
| Additional Option (Annual Maintenance Océ PRISMAprepare Light V6 - 1 Concurrent user) | N/A  | \$ 1,056              | \$ 1,056               | \$ 1,056               | No bid                 | \$ 1,056            | \$ 1,056            | \$ 1,056            |
| Additional Option (Annual Maintenance Océ PRISMAprepare V6 - 1st Concurrent user)     | N/A  | \$ 1,896              | \$ 1,896               | \$ 1,896               | No bid                 | \$ 1,896            | \$ 1,896            | \$ 1,896            |
| Additional Option (Annual Maintenance Océ PRISMAprepare V6 - Extra Concurrent user)   | N/A  | \$ 1,140              | \$ 1,140               | \$ 1,140               | No bid                 | \$ 1,140            | \$ 1,140            | \$ 1,140            |
| Additional Option (Annual Maintenance Océ PRISMAprepare V6 light to 1 Concurrent)     | N/A  | \$ 840                | \$ 840                 | \$ 840                 | No bid                 | \$ 840              | \$ 840              | \$ 840              |
| Additional Option (Barcode Printing Kit-D1e)  | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Chinese Simple PS3 Fonts-C1)                                       | N/A  | \$ 600                | \$ 600                 | \$ 600                 | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Direct Print and Scan for Mobile V2.3 1L)                          | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (DocBox-C1 )  | N/A  | \$ 1,500              | \$ 1,500               | \$ 1,500               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (DP Link )  | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 3,000            | \$ 3,000            | \$ 3,000            |
| Additional Option (DP LINK-C1)  | N/A  | \$ 3,000              | \$ 3,000               | \$ 3,000               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (E-Shredding)   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 430              | \$ 430              | \$ 430              |
| Additional Option (E-Shredding-C1 )   | N/A  | \$ 970                | \$ 970                 | \$ 970                 | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Fontset Japanese)  | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 2,080            | \$ 2,080            | \$ 2,080            |
| Additional Option (Fontset Korean )   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 415              | \$ 415              | \$ 415              |
| Additional Option (Fontset Simplified Chinese )                                       | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 415              | \$ 415              | \$ 415              |
| Additional Option (Fontset Traditional Chinese)                                       | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 415              | \$ 415              | \$ 415              |
| Additional Option (IPDS )   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 8,000            | \$ 8,000            | \$ 8,000            |
| Additional Option (Japanese PS3 Fonts-C1)   | N/A  | \$ 2,600              | \$ 2,600               | \$ 2,600               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (KDK Link )   | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 3,000            | \$ 3,000            | \$ 3,000            |
| Additional Option (KDK LINK-C1)   | N/A  | \$ 3,000              | \$ 3,000               | \$ 3,000               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Korean PS3 Fonts-C1)   | N/A  | \$ 600                | \$ 600                 | \$ 600                 | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Microsoft XPS High Speed-C1)                                       | N/A  | \$ 1,100              | \$ 1,100               | \$ 1,100               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Microsoft XPS Standard speed-C1 )                                  | N/A  | \$ 700                | \$ 700                 | \$ 700                 | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Multiple Queqe-C1)   | N/A  | \$ 700                | \$ 700                 | \$ 700                 | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Océ PPV6 - Preflight (per user))                                   | N/A  | \$ 385                | \$ 385                 | \$ 385                 | No bid                 | \$ 385              | \$ 385              | \$ 385              |
| Additional Option (Océ PRISMAaccess 1st Operator Console)                             | N/A  | \$ 2,124              | \$ 2,124               | \$ 2,124               | No bid                 | \$ 2,124            | \$ 2,124            | \$ 2,124            |
| Additional Option (Océ PRISMAaccess Accounting)                                       | N/A  | \$ 1,151              | \$ 1,151               | \$ 1,151               | No bid                 | \$ 1,151            | \$ 1,151            | \$ 1,151            |
| Additional Option (Océ PRISMAaccess Budget Approval)                                  | N/A  | \$ 1,416              | \$ 1,416               | \$ 1,416               | No bid                 | \$ 1,416            | \$ 1,416            | \$ 1,416            |
| Additional Option (Océ PRISMAaccess Central Server)                                   | N/A  | \$ 4,248              | \$ 4,248               | \$ 4,248               | No bid                 | \$ 4,248            | \$ 4,248            | \$ 4,248            |
| Additional Option (Océ PRISMAaccess Extra Operator Console)                           | N/A  | \$ 1,699              | \$ 1,699               | \$ 1,699               | No bid                 | \$ 1,699            | \$ 1,699            | \$ 1,699            |
| Additional Option (Océ PRISMAaccess Integrated Archive)                               | N/A  | \$ 3,540              | \$ 3,540               | \$ 3,540               | No bid                 | \$ 3,540            | \$ 3,540            | \$ 3,540            |
| Additional Option (Océ PRISMAaccess Quotation)  | N/A  | \$ 1,416              | \$ 1,416               | \$ 1,416               | No bid                 | \$ 1,416            | \$ 1,416            | \$ 1,416            |
| Additional Option (Océ PRISMAaccess Submission Server)                                | N/A  | \$ 3,540              | \$ 3,540               | \$ 3,540               | No bid                 | \$ 3,540            | \$ 3,540            | \$ 3,540            |
| Additional Option (Océ PRISMAprepare Light V6 - 1 Concurrent user)                    | N/A  | \$ 6,900              | \$ 6,900               | \$ 6,900               | No bid                 | \$ 6,900            | \$ 6,900            | \$ 6,900            |
| Additional Option (Océ PRISMAprepare V6 - 1 Additional Concurrent user)               | N/A  | \$ 7,450              | \$ 7,450               | \$ 7,450               | No bid                 | \$ 7,450            | \$ 7,450            | \$ 7,450            |
| Additional Option (Océ PRISMAprepare V6 - 1st Concurrent user)                        | N/A  | \$ 12,450             | \$ 12,450              | \$ 12,450              | No bid                 | \$ 12,450           | \$ 12,450           | \$ 12,450           |
| Additional Option (Océ PRISMAprepare v6 Automation)                                   | N/A  | \$ 2,450              | \$ 2,450               | \$ 2,450               | No bid                 | \$ 2,450            | \$ 2,450            | \$ 2,450            |
| Additional Option (PCL SRA )  | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 6,500            | \$ 6,500            | \$ 6,500            |
| Additional Option (PRISMApro Tab Wizard)  | N/A  | \$ 2,755              | \$ 2,755               | \$ 2,755               | No bid                 | \$ 2,755            | \$ 2,755            | \$ 2,755            |
| Additional Option (Remote User Interface-C1 )   | N/A  | \$ 800                | \$ 800                 | \$ 800                 | No bid                 | N/A                 | N/A                 | N/A                 |

## List Pricing Worksheet

## Group B - Production Copiers

| Pricing Item   | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                       |                        |                        |                        |                     |                     |                     |
|--|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|
|  | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
|  | Additional Option (Remote Viewer )                                     | N/A                   | N/A                    | N/A                    | N/A                    | No bid              | \$ 750              | \$ 750              |
| Additional Option (Speed Upgrade from VP6160TP to VP6200TP)                          | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 58,300           | \$ 58,300           | \$ 58,300           |
| Additional Option (Speed Upgrade from VP6200TP to VP6250TP)                          | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 55,000           | \$ 55,000           | \$ 55,000           |
| Additional Option (Speed Upgrade from VP6250TP to VP6320TP)                          | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 85,100           | \$ 85,100           | \$ 85,100           |
| Additional Option (Streaming-C1 )  | N/A  | \$ 3,000              | \$ 3,000               | \$ 3,000               | No bid                 | N/A                 | N/A                 | N/A                 |
| Additional Option (Temporary Speed Upgrade from VP6160/6200/6250 to VP6320 (30 days) | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 5,000            | \$ 5,000            | \$ 5,000            |
| Additional Option (Temporary Speed Upgrade from VP6160/VP6200 to VP6250 (30 days)    | N/A  | N/A                   | N/A                    | N/A                    | No bid                 | \$ 3,300            | \$ 3,300            | \$ 3,300            |
| <b>eCopy</b>   |  |                       |                        |                        |                        |                     |                     |                     |
| Keyboard Bracket 1   | \$ 99  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Keyboard Bracket 2   | \$ 99  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Keyboard Bracket 3   | \$ 99  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Keyboard Bracket 5   | \$ 99  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| USB Keyboard (Cherry)  | \$ 110   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Exchange Roller Kit for SF300e/SF300eP   | \$ 49  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ShareScan Essentials - 1 yr M&S Add-on   | \$ 203   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ShareScan Suite - 1 yr M&S Add-on  | \$ 359   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy Connectors & Services - 1 yr M&S Add-on  | \$ 95  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PaperWorks 5 users - 1 yr M&S Add-on   | \$ 143   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PaperWorks 10 users - 1 yr M&S Add-on  | \$ 286   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PaperWorks 20 users - 1 yr M&S Add-on  | \$ 572   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PaperWorks 50-249 users - 1 yr Add-on  | \$ 24  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PaperWorks 250-499 users - 1 yr Add-on   | \$ 23  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PaperWorks 500-749 users - 1 yr Add-on   | \$ 21  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ePPO (5 Seats) M&S Renewal <15>  | \$ 150   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ePPO (10 Seats) M&S Renewal <15>   | \$ 300   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ePPO (20 Seats) M&S Renewal <15>   | \$ 599   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ePPO (50-399 Seats) M&S Renewal <15>   | \$ 25  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ePPO (400-1,999 Seats) M&S Renewal <15>  | \$ 24  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ePPO (2,000-3,999 Seats) M&S Renewal <15>  | \$ 22  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ePPO (4,000-9,999 Seats) M&S Renewal <15>  | \$ 21  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ePPO (10,000+ Seats) M&S Renewal <15>  | \$ 20  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Office Embedded, 3 yrs M&S                                      | \$ 2,033   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Office Embedded, 4 yrs M&S                                      | \$ 2,205   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Office Embedded, 5 yrs M&S                                      | \$ 2,370   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Suite Embedded, 3 yrs M&S                                       | \$ 4,073   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Suite Embedded, 4 yrs M&S                                       | \$ 4,417   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Suite Embedded, 5 yrs M&S                                       | \$ 4,747   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Office Embedded, 3 yrs M&S - ESD                                | \$ 2,033   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Office Embedded, 4 yrs M&S - ESD                                | \$ 2,205   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Office Embedded, 5 yrs M&S - ESD                                | \$ 2,370   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Suite Embedded, 3 yrs M&S - ESD                                 | \$ 4,073   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Suite Embedded, 4 yrs M&S - ESD                                 | \$ 4,417   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Suite Embedded, 5 yrs M&S - ESD                                 | \$ 4,747   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ScanStation for MFPs, 3 yrs M&S  | \$ 5,704   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ScanStation for MFPs, 4 yrs M&S  | \$ 6,187   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ScanStation for MFPs, 5 yrs M&S  | \$ 6,649   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ScanStation for Scanners, 3 yrs M&S  | \$ 5,704   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ScanStation for Scanners, 4 yrs M&S  | \$ 6,187   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| ScanStation for Scanners, 5 yrs M&S  | \$ 6,649   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| PC-Less ScanStation for Scanners, 3 yrs M&S  | \$ 4,073   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| PC-Less ScanStation for Scanners, 4 yrs M&S  | \$ 4,417   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| PC-Less ScanStation for Scanners, 5 yrs M&S  | \$ 4,747   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Office Loyalty, 3 yrs M&S - ESD                           | \$ 837   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Office Loyalty, 4 yrs M&S - ESD                           | \$ 1,016   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Office Loyalty, 5 yrs M&S - ESD                           | \$ 1,195   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Suite Loyalty, 3 yrs M&S - ESD                            | \$ 1,377   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Suite Loyalty, 4 yrs M&S - ESD                            | \$ 1,736   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |

## List Pricing Worksheet

## Group B - Production Copiers

| Pricing Item   | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                       |                        |                        |                        |                     |                     |                     |
|--|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|
|  | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
|  | Canon eCopy ShareScan V5.2 Suite Loyalty, 5 yrs M&S - ESD              | \$ 2,095              | N/A                    | N/A                    | N/A                    | No bid              | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Office Loyalty - Volume, 3 yrs M&S - ESD                | \$ 837   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Office Loyalty - Volume, 4 yrs M&S - ESD                | \$ 1,016   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Office Loyalty - Volume, 5 yrs M&S - ESD                | \$ 1,195   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Suite Loyalty - Volume, 3 yrs M&S - ESD                 | \$ 1,377   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Suite Loyalty - Volume, 4 yrs M&S - ESD                 | \$ 1,736   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Suite Loyalty - Volume, 5 yrs M&S - ESD                 | \$ 2,095   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Elements, 1 yr M&S Renewal                                    | \$ 62  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Office, 1 yr M&S Renewal                                      | \$ 179   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Suite, 1 yr M&S Renewal                                       | \$ 359   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Connectors and Extenders, 1 yr M&S Renewal                    | \$ 95  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Elements Loyalty - Volume, 3 yrs M&S - ESD              | \$ 486   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Elements Loyalty - Volume, 4 yrs M&S - ESD              | \$ 548   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Elements Loyalty - Volume, 5 yrs M&S - ESD              | \$ 610   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan Forms Processing Extender, 1 yr Maintenance & Support Renewal      | \$ 114   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Xerox DocuShare Connector, 3 yrs Maintenance and Support                           | \$ 1,926   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Xerox DocuShare Connector, 4 yrs Maintenance and Support                           | \$ 2,096   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Xerox DocuShare Connector, 5 yrs Maintenance and Support                           | \$ 2,266   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| SalesForce Connector, 3 yrs Maintenance and Support                                | \$ 1,926   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| SalesForce Connector, 4 yrs Maintenance and Support                                | \$ 2,096   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| SalesForce Connector, 5 yrs Maintenance and Support                                | \$ 2,266   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| HP Trim Connector, 3 yrs Maintenance and Support                                   | \$ 1,926   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| HP Trim Connector, 4 yrs Maintenance and Support                                   | \$ 2,096   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| HP Trim Connector, 5 yrs Maintenance and Support                                   | \$ 2,266   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Microsoft SharePoint Connector Server Edition, 3 yrs Maintenance and Support       | \$ 1,564   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Microsoft SharePoint Connector Server Edition, 4 yrs Maintenance and Support       | \$ 1,702   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Microsoft SharePoint Connector Server Edition, 5 yrs Maintenance and Support       | \$ 1,840   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Sage 50 Accounts Connector, 3 yrs Maintenance and Support                          | \$ 1,564   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Sage 50 Accounts Connector, 4 yrs Maintenance and Support                          | \$ 1,702   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Sage 50 Accounts Connector, 5 yrs Maintenance and Support                          | \$ 1,840   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Sace ACT Connector, 3 yrs Maintenance and Support                                  | \$ 1,564   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Sace ACT Connector, 4 yrs Maintenance and Support                                  | \$ 1,702   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Sace ACT Connector, 5 yrs Maintenance and Support                                  | \$ 1,840   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Xerox DocuShare Connector, 3 yrs Maintenance and Support - ESD                     | \$ 1,926   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Xerox DocuShare Connector, 4 yrs Maintenance and Support - ESD                     | \$ 2,096   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Xerox DocuShare Connector, 5 yrs Maintenance and Support - ESD                     | \$ 2,266   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| SalesForce Connector, 3 yrs Maintenance and Support- ESD                           | \$ 1,926   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| SalesForce Connector, 4 yrs Maintenance and Support- ESD                           | \$ 2,096   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| SalesForce Connector, 5 yrs Maintenance and Support - ESD                          | \$ 2,266   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| HP Trim Connector, 3 yrs Maintenance and Support - ESD                             | \$ 1,926   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| HP Trim Connector, 4 yrs Maintenance and Support - ESD                             | \$ 2,096   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| HP Trim Connector, 5 yrs Maintenance and Support - ESD                             | \$ 2,266   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Microsoft SharePoint Connector Server Edition, 3 yrs Maintenance and Support - ESD | \$ 1,564   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Microsoft SharePoint Connector Server Edition, 4 yrs Maintenance and Support - ESD | \$ 1,702   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Microsoft SharePoint Connector Server Edition, 5 yrs Maintenance and Support - ESD | \$ 1,840   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Sage 50 Accounts Connector, 3 yrs Maintenance and Support - ESD                    | \$ 1,564   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Sage 50 Accounts Connector, 4 yrs Maintenance and Support - ESD                    | \$ 1,702   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Sage 50 Accounts Connector, 5 yrs Maintenance and Support- ESD                     | \$ 1,840   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Sace ACT Connector, 3 yrs Maintenance and Support - ESD                            | \$ 1,564   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Sace ACT Connector, 4 yrs Maintenance and Support- ESD                             | \$ 1,702   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Sace ACT Connector, 5 yrs Maintenance and Support - ESD                            | \$ 1,840   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Single License, 1 yr Maintenance and Support                  | \$ 197   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Single License, 3 yrs Maintenance and Support                 | \$ 257   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Single License, 4 yrs Maintenance and Support                 | \$ 287   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Single License, 5 yrs Maintenance and Support                 | \$ 317   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Single License, 1 yr Maintenance and Support Add-On           | \$ 30  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 5 to 39 seats, 1 yr Maintenance and Support  | \$ 142   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |

## List Pricing Worksheet

## Group B - Production Copiers

| Pricing Item   | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS              |                       |                        |                        |                        |                     |                     |                     |
|--|---|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|
|  | B6<br>B&W<br>(91-119)   | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
|  | eCopy PDF Pro Office Volume Pricing - 40 to 199 seats, 1 yr Maintenance and Support | \$ 132                | N/A                    | N/A                    | N/A                    | No bid              | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 200 to 399 seats, 1 yr Maintenance and Support           | \$ 125  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 400 to 999 seats, 1 yr Maintenance and Support           | \$ 107  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 1000 to 10000 seats, 1 yr Maintenance and Support        | \$ 90   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 5 to 39 seats, 3 yrs Maintenance and Support             | \$ 186  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 40 to 199 seats, 3 yrs Maintenance and Support           | \$ 172  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 200 to 399 seats, 3 yrs Maintenance and Support          | \$ 163  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 400 to 999 seats, 3 yrs Maintenance and Support          | \$ 139  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 1000 to 10000 seats, 3 yrs Maintenance and Support       | \$ 118  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 5 to 39 seats, 4 yrs Maintenance and Support             | \$ 208  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 40 to 199 seats, 4 yrs Maintenance and Support           | \$ 192  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 200 to 399 seats, 4 yrs Maintenance and Support          | \$ 182  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 400 to 999 seats, 4 yrs Maintenance and Support          | \$ 155  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 1000 to 10000 seats, 4 yrs Maintenance and Support       | \$ 132  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 5 to 39 seats, 5 yrs Maintenance and Support             | \$ 230  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 40 to 199 seats, 5 yrs Maintenance and Support           | \$ 212  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 200 to 399 seats, 5 yrs Maintenance and Support          | \$ 201  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 400 to 999 seats, 5 yrs Maintenance and Support          | \$ 171  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 1000 to 10000 seats, 5 yrs Maintenance and Support       | \$ 146  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 5 to 39 seats, 1 yr Maintenance and Support Add-On       | \$ 22   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 40 to 199 seats, 1 yr Maintenance and Support Add-On     | \$ 20   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 200 to 399 seats, 1 yr Maintenance and Support Add-On    | \$ 19   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 400 to 999 seats, 1 yr Maintenance and Support Add-On    | \$ 16   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 1000 to 10000 seats, 1 yr Maintenance and Support Add-On | \$ 14   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Single License, 1 yr Maintenance and Support - ESD                        | \$ 197  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Single License, 3 yrs Maintenance and Support - ESD                       | \$ 257  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Single License, 4 yrs Maintenance and Support - ESD                       | \$ 287  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Single License, 5 yrs Maintenance and Support - ESD                       | \$ 317  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 5 to 39 seats, 1 yr Maintenance and Support - ESD        | \$ 142  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 40 to 199 seats, 1 yr Maintenance and Support - ESD      | \$ 132  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 200 to 399 seats, 1 yr Maintenance and Support - ESD     | \$ 125  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 400 to 999 seats, 1 yr Maintenance and Support - ESD     | \$ 107  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 1000 to 10000 seats, 1 yr Maintenance and Support - ESD  | \$ 90   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 5 to 39 seats, 3 yrs Maintenance and Support - ESD       | \$ 186  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 40 to 199 seats, 3 yrs Maintenance and Support - ESD     | \$ 172  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 200 to 399 seats, 3 yrs Maintenance and Support - ESD    | \$ 163  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 400 to 999 seats, 3 yrs Maintenance and Support - ESD    | \$ 139  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 1000 to 10000 seats, 3 yrs Maintenance and Support - ESD | \$ 118  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 5 to 39 seats, 4 yrs Maintenance and Support - ESD       | \$ 208  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 40 to 199 seats, 4 yrs Maintenance and Support - ESD     | \$ 192  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 200 to 399 seats, 4 yrs Maintenance and Support - ESD    | \$ 182  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 400 to 999 seats, 4 yrs Maintenance and Support - ESD    | \$ 155  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 1000 to 10000 seats, 4 yrs Maintenance and Support - ESD | \$ 132  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 5 to 39 seats, 5 yrs Maintenance and Support - ESD       | \$ 230  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 40 to 199 seats, 5 yrs Maintenance and Support - ESD     | \$ 212  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 200 to 399 seats, 5 yrs Maintenance and Support - ESD    | \$ 201  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 400 to 999 seats, 5 yrs Maintenance and Support - ESD    | \$ 171  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office Volume Pricing - 1000 to 10000 seats, 5 yrs Maintenance and Support - ESD | \$ 146  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office - Volume Pricing - 5-39 Seats - Add-on Seat                               | \$ 120  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office - Volume Pricing - 40-199 Seats - Add-on Seat                             | \$ 112  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office - Volume Pricing - 200-399 Seats - Add-on Seat                            | \$ 106  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office - Volume Pricing - 400-999 Seats - Add-on Seat                            | \$ 91   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy PDF Pro Office - Volume Pricing - 1000-10000 Seats - Add-on Seat                         | \$ 76   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Elements Embedded, 3 yrs Maintenance and Support                          | \$ 698  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Elements Embedded, 4 yrs Maintenance and Support                          | \$ 759  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Elements Embedded, 5 yrs Maintenance and Support                          | \$ 821  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| PC-Less ScanStation for MFPs - 3 yrs Maintenance & Support                                     | \$ 5,161  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |



List Pricing Worksheet

Group B - Production Copiers

| Pricing Item   | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                       |                        |                        |                        |                     |                     |                     |
|--|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|
|  | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
|  | <i>eCopy ShareScan v5 Elements – Volume (50+ units) - 5 YR M&amp;S</i> | \$ 628                | N/A                    | N/A                    | N/A                    | No bid              | N/A                 | N/A                 |
| <i>eCopy ShareScan v5 Elements – Volume (50+ units) - 3 YR M&amp;S</i>   | \$ 505   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan v5 Elements – Volume (50+ units) - 4 YR M&amp;S</i>   | \$ 566   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan v5 Elements – Volume (50+ units) - 5 YR M&amp;S</i>   | \$ 628   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier A 1 yr Maintenance and Support</i>        | \$ 890   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier A 3 yrs Maintenance and Support</i>       | \$ 1,081   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier A 4 yrs Maintenance and Support</i>       | \$ 1,172   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier A 5 yrs Maintenance and Support</i>       | \$ 1,260   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier A (3-9 Units) 1 yr Maintenance and Support</i>  | \$ 570   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier A (3-9 Units) 3 yr Maintenance and Support</i>  | \$ 760   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier A (3-9 Units) 4 yr Maintenance and Support</i>  | \$ 855   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier A (3-9 Units) 5 yr Maintenance and Support</i>  | \$ 950   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier A (10-49 Units) 1 yr Maintenance and Support</i>  | \$ 530   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier A (10-49 Units) 3 yr Maintenance and Support</i>  | \$ 720   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier A (10-49 Units) 4 yr Maintenance and Support</i>  | \$ 815   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier A (10-49 Units) 5 yr Maintenance and Support</i>  | \$ 910   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier A (50+ Units) 1 yr Maintenance and Support</i>  | \$ 395   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier A (50+ Units) 3 yr Maintenance and Support</i>  | \$ 585   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier A (50+ Units) 4 yr Maintenance and Support</i>  | \$ 680   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier A (50+ Units) 5 yr Maintenance and Support</i>  | \$ 775   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier B 1 yr Maintenance and Support</i>        | \$ 1,063   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier B 3 yrs Maintenance and Support</i>       | \$ 1,291   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier B 4 yrs Maintenance and Support</i>       | \$ 1,400   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier B 5 yrs Maintenance and Support</i>       | \$ 1,504   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier B (3-9 Units) 1 yr Maintenance and Support</i>  | \$ 684   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier B (3-9 Units) 3 yr Maintenance and Support</i>  | \$ 912   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier B (3-9 Units) 4 yr Maintenance and Support</i>  | \$ 1,026   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier B (3-9 Units) 5 yr Maintenance and Support</i>  | \$ 1,140   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier B (10-49 Units) 1 yr Maintenance and Support</i>  | \$ 636   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier B (10-49 Units) 3 yr Maintenance and Support</i>  | \$ 864   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier B (10-49 Units) 4 yr Maintenance and Support</i>  | \$ 978   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier B (10-49 Units) 5 yr Maintenance and Support</i>  | \$ 1,092   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier B (50+ Units) 1 yr Maintenance and Support</i>  | \$ 474   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier B (50+ Units) 3 yr Maintenance and Support</i>  | \$ 702   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier B (50+ Units) 4 yr Maintenance and Support</i>  | \$ 816   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier B (50+ Units) 5 yr Maintenance and Support</i>  | \$ 930   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Elements Embedded, 1 yr Maintenance and Support</i>  | \$ 575   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan v5 Elements – Volume (3-24 units) - 1 YR M&amp;S</i>  | \$ 457   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan v5 Elements – Volume (25-49 units) - 1 YR M&amp;S</i>   | \$ 417   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan v5 Elements – Volume (50+ units) - 1 YR M&amp;S</i>   | \$ 382   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Office Embedded, 1 yr M&amp;S</i>  | \$ 1,674   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Office - Volume License - 3-9 units - 1 yr Maintenance &amp; Support</i>   | \$ 1,151   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Office - Volume License - 10-49 units - 1 yr Maintenance &amp; Support</i>   | \$ 1,076   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Office - Volume License - 50+ units - 1 yr Maintenance &amp; Support</i>   | \$ 927   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Suite Embedded, 1 yr M&amp;S</i>   | \$ 3,354   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Suite - Volume License - 3-9 units - 1 yr Maintenance &amp; Support</i>  | \$ 2,156   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Suite - Volume License - 10-49 units - 1 yr Maintenance &amp; Support</i>  | \$ 2,006   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Suite - Volume License - 50+ units - 1 yr Maintenance &amp; Support</i>  | \$ 1,707   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>ScanStation for MFPs, 1 yr M&amp;S</i>  | \$ 4,698   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>PC-Less ScanStation for MFPs– 1 yr Maintenance &amp; Support</i>  | \$ 4,250   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>PC-Less ScanStation for Scanners, 1 yr M&amp;S</i>  | \$ 3,354   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>ScanStation for Scanners, 1 yr M&amp;S</i>  | \$ 4,698   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier A 1 yr Maintenance and Support - ESD</i>  | \$ 890   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier A 3 yrs Maintenance and Support - ESD</i> | \$ 1,081   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier A 4 yrs Maintenance and Support - ESD</i> | \$ 1,172   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier A 5 yrs Maintenance and Support - ESD</i> | \$ 1,260   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Connector Access License Tier A (3-9 Units) 1 yr Maintenance and Support ESD</i>  | \$ 570   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |

List Pricing Worksheet

Group B - Production Copiers

| Pricing Item  | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS       |                       |                        |                        |                        |                     |                     |                     |
|---|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|
|   | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
|   | Connector Access License Tier A (3-9 Units) 3 yr Maintenance and Support ESD | \$ 760                | N/A                    | N/A                    | N/A                    | No bid              | N/A                 | N/A                 |
| Connector Access License Tier A (3-9 Units) 4 yr Maintenance and Support ESD  | \$ 855   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier A (3-9 Units) 5 yr Maintenance and Support ESD  | \$ 950   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier A (10-49 Units) 1 yr Maintenance and Support ESD  | \$ 530   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier A (10-49 Units) 3 yr Maintenance and Support ESD  | \$ 720   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier A (10-49 Units) 4 yr Maintenance and Support ESD  | \$ 815   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier A (10-49 Units) 5 yr Maintenance and Support ESD  | \$ 910   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier A (50+ Units) 1 yr Maintenance and Support ESD  | \$ 395   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier A (50+ Units) 3 yr Maintenance and Support ESD  | \$ 585   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier A (50+ Units) 4 yr Maintenance and Support ESD  | \$ 680   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier A (50+ Units) 5 yr Maintenance and Support ESD  | \$ 775   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier B 1 yr Maintenance and Support - ESD  | \$ 1,063   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier B 3 yrs Maintenance and Support - ESD | \$ 1,291   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier B 4 yrs Maintenance and Support - ESD | \$ 1,400   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connectors Access Licenses for eCopy ShareScan V5.2 with Per Unit License Key Connector Access License Tier B 5 yrs Maintenance and Support - ESD | \$ 1,504   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier B (3-9 Units) 1 yr Maintenance and Support ESD  | \$ 684   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier B (3-9 Units) 3 yr Maintenance and Support ESD  | \$ 912   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier B (3-9 Units) 4 yr Maintenance and Support ESD  | \$ 1,026   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier B (3-9 Units) 5 yr Maintenance and Support ESD  | \$ 1,140   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier B (10-49 Units) 1 yr Maintenance and Support ESD  | \$ 636   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier B (10-49 Units) 3 yr Maintenance and Support ESD  | \$ 864   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier B (10-49 Units) 4 yr Maintenance and Support ESD  | \$ 978   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier B (10-49 Units) 5 yr Maintenance and Support ESD  | \$ 1,092   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier B (50+ Units) 1 yr Maintenance and Support ESD  | \$ 474   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier B (50+ Units) 3 yr Maintenance and Support ESD  | \$ 702   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier B (50+ Units) 4 yr Maintenance and Support ESD  | \$ 816   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Connector Access License Tier B (50+ Units) 5 yr Maintenance and Support ESD  | \$ 930   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Elements Embedded, 1 yr Maintenance and Support - ESD  | \$ 575   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan v5 Elements - Volume (3-24 units) - 1 YR M&S  | \$ 457   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan v5 Elements - Volume (25-49 units) - 1 YR M&S   | \$ 417   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan v5 Elements - Volume (50+ units) - 1 YR M&S   | \$ 382   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Office Embedded, 1 yr M&S - ESD  | \$ 1,674   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Office - Volume License - 3-9 units - 1 yr Maintenance & Support   | \$ 1,151   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Office - Volume License - 10-49 units - 1 yr Maintenance & Support   | \$ 1,076   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Office - Volume License - 50+ units - 1 yr Maintenance & Support   | \$ 927   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Suite Embedded, 1 yr M&S - ESD   | \$ 3,354   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Suite - Volume License - 3-9 units - 1 yr Maintenance & Support  | \$ 2,156   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Suite - Volume License - 10-49 units - 1 yr Maintenance & Support  | \$ 2,006   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| eCopy ShareScan V5.2 Suite - Volume License - 50+ units - 1 yr Maintenance & Support  | \$ 1,707   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Elements Loyalty, 1 yr M&S - ESD   | \$ 362   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Elements Loyalty, 3 yrs M&S - ESD  | \$ 486   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Elements Loyalty, 4 yrs M&S - ESD  | \$ 548   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Elements Loyalty, 5 yrs M&S - ESD  | \$ 610   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Elements Loyalty - Volume, 1 yr M&S - ESD  | \$ 362   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Office Loyalty, 1 yr M&S - ESD   | \$ 479   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Office Loyalty - Volume, 1 yr M&S - ESD  | \$ 479   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Suite Loyalty, 1 yr M&S - ESD  | \$ 659   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Canon eCopy ShareScan V5.2 Suite Loyalty - Volume, 1 yr M&S - ESD   | \$ 659   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| PaperWorks (Single Unit) M&S Renewal  | \$ 32  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Email & Folder Watching Service, 1yr Maintenance and Support  | \$ 1,063   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Email & Folder Watching Service, 3 yrs Maintenance and Support  | \$ 1,291   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Email & Folder Watching Service, 4 yrs Maintenance and Support  | \$ 1,405   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Email & Folder Watching Service, 5 yrs Maintenance and Support  | \$ 1,519   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Email & Folder Watching Service, 1yr Maintenance and Support  | \$ 1,063   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Email & Folder Watching Service, 3 yrs Maintenance and Support  | \$ 1,291   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Email & Folder Watching Service, 4 yrs Maintenance and Support  | \$ 1,405   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Email & Folder Watching Service, 5 yrs Maintenance and Support  | \$ 1,519   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |



List Pricing Worksheet

Group B - Production Copiers

| Pricing Item  | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                       |                        |                        |                        |                     |                     |                     |
|---|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|
|   | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
|   | <i>Email &amp; Folder Watching Service M&amp;S Renewal</i>             | \$ 114                | N/A                    | N/A                    | N/A                    | No bid              | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Enterprise - Volume License - 50+ units - 1 yr Maintenance &amp; Support</i>  | \$ 588   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Enterprise - Volume License - 50+ units - 3 yrs Maintenance &amp; Support</i> | \$ 714   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Enterprise - Volume License - 50+ units - 4 yrs Maintenance &amp; Support</i> | \$ 777   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Enterprise- Volume License - 50+ units - 5 yrs Maintenance &amp; Support</i>  | \$ 840   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Enterprise - Volume License - 50+ units - 1 yr Maintenance &amp; Support</i>  | \$ 588   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Enterprise - Volume License - 50+ units - 3 yrs Maintenance &amp; Support</i> | \$ 714   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Enterprise - Volume License - 50+ units - 4 yrs Maintenance &amp; Support</i> | \$ 777   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan V5.2 Enterprise- Volume License - 50+ units - 5 yrs Maintenance &amp; Support</i>  | \$ 840   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>eCopy ShareScan Enterprise M&amp;S Renewal</i>   | \$ 63  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>imageFORMULA ScanFront 300e</i>  | \$ 2,095   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>imageFORMULA ScanFront 300eP</i>   | \$ 2,395   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <b>Uniflow</b>  |  |                       |                        |                        |                        |                     |                     |                     |
| <i>uniFLOW Output Manager Basic Office License, Enterprise Edition</i>                                | \$ 19,092  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Additional Office Module, Enterprise Edition</i>   | \$ 5,579   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Remote Print Server, Enterprise Edition</i>  | \$ 2,412   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW 10-Pack Remote Print Server, Enterprise Edition</i>  | \$ 21,699  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW 25-Pack Remote Print Server, Enterprise Edition</i>  | \$ 51,456  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Remote Print Server unlimited, Enterprise Edition</i>                                      | \$ 209,257   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Output Manager Basic Office License, Corporate Edition</i>                                 | \$ 9,819   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Additional Office Module, Corporate Edition</i>  | \$ 3,945   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Remote Print Server, Corporate Edition</i>   | \$ 2,091   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Output Manager Basic Office License, Business Edition</i>                                  | \$ 5,456   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Additional Office Module, Business Edition</i>   | \$ 1,746   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Remote Print Server, Business Edition</i>  | \$ 1,571   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Output Manager Basic Office License, Workgroup Edition</i>                                 | \$ 2,456   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Additional Office Module, Workgroup Edition</i>  | \$ 1,409   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW SPP Device License for MEAP 1 Device</i>   | \$ 857   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW SPP Device License for MEAP 10 Device</i>  | \$ 7,736   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW SPP Device License for MEAP 25 Device</i>  | \$ 18,063  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW SPP Device License for MEAP 50 Device</i>  | \$ 33,580  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW SPP Device License for MEAP 75 Device</i>  | \$ 46,566  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW SPP Device License for MEAP 100 Device</i>   | \$ 57,006  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Software Assurance - 1 Point</i>   | \$ 23  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Software Assurance - 5 Points</i>  | \$ 106   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Software Assurance - 10 Points</i>   | \$ 212   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Software Assurance - 25 Points</i>   | \$ 530   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Software Assurance - 50 Points</i>   | \$ 1,059   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Software Assurance - 100 Points</i>  | \$ 2,115   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW MiCard Magnetic Reader 1-9 Readers</i>   | \$ 201   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW MiCard Magnetic Reader 10-24 Readers</i>   | \$ 192   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW MiCard Magnetic Reader 25-49 Readers</i>   | \$ 186   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Legic Card 10 Pack</i>   | \$ 182   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Mifare Card 10 Pack</i>  | \$ 111   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Job Conversion Instance</i>  | \$ 1,862   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW eCopy Secure Print Client</i>  | \$ 1,074   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Remote Print Server, Workgroup Edition</i>   | \$ 1,268   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>PC Prox Cable</i>  | \$ 66  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Canon USA Professional Service for uniFLOW</i>   | \$ 2,250   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Dealer Professional Service for uniFLOW</i>  | \$ 2,250   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Customization unit</i>   | \$ 1,134   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Output Manager Project Access Pack</i>   | \$ 4,900   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>Remote Installation Assistance Service - 1 Unit (RIAS)</i>   | \$ 1,701   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW Copy Control Cable</i>   | \$ 233   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW 1600/2000 Copy Cable</i>   | \$ 167   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>uniFLOW MiCard v2 HID PROX 1-9 Readers</i>   | \$ 305   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <i>MiCard v2 HID Prox for uniFLOW SSP</i>   | \$ 305   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |

List Pricing Worksheet

Group B - Production Copiers

| Pricing Item  | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                       |                        |                        |                        |                     |                     |                     |
|---|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|
|   | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
|   | uniFLOW MiCard v2 HID PROX 10-24 Readers                               | \$ 293                | N/A                    | N/A                    | N/A                    | No bid              | N/A                 | N/A                 |
| uniFLOW MiCard v2 HID PROX 25-49 Readers                                | \$ 279   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW MiCard v2 HID PROX 50-99 Readers                                | \$ 255   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW MiCard v2 HID PROX 100-249 Readers                              | \$ 243   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW MiCard v2 HID PROX 250+ Readers                                 | \$ 233   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for MEAP 250 Device                          | \$ 128,003   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for MEAP 1 Device + 1 MiCard v2 HID prox     | \$ 1,101   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for MEAP 10 Device + 10 MiCard v2 HID prox   | \$ 9,660   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for MEAP 25 Device + 25 MiCard v2 HID prox   | \$ 23,060  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for MEAP 50 Device + 50 MiCard v2 HID prox   | \$ 43,998  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for MEAP 75 Device + 75 MiCard v2 HID prox   | \$ 62,517  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for MEAP 100 Device + 100 MiCard v2 HID prox | \$ 78,819  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for MEAP 250 Device + 250 MiCard v2 HID prox | \$ 169,712   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Login Device License for CMFP 1 Device                          | \$ 282   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Login Device License for CMFP 10 Device                         | \$ 2,595   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Login Device License for CMFP 25 Device                         | \$ 6,311   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Login Device License for CMFP 50 Device                         | \$ 12,269  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Login Device License for CMFP 75 Device                         | \$ 17,876  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Login Device License for CMFP 100 Device                        | \$ 23,133  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| HID Card 10 Pack  | \$ 188   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| HID Card 10 Pack for uniFLOW SSP  | \$ 188   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Magnetic Card 10 Pack   | \$ 41  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for Xerox MFP 1 Device                       | \$ 1,014   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW CAC SPP Device License for MEAP 1 Device                        | \$ 857   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW CAC SPP Device License for MEAP 10 Device                       | \$ 7,736   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW CAC SPP Device License for MEAP 25 Device                       | \$ 18,063  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW CAC SPP Device License for MEAP 50 Device                       | \$ 33,581  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW CAC SPP Device License for MEAP 75 Device                       | \$ 46,566  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW CAC SPP Device License for MEAP 100 Device                      | \$ 57,006  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW CAC SPP Device License for MEAP 250 Device                      | \$ 128,003   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SSP Device License for CMFP device                              | \$ 120   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for HP MFP 1 Device                          | \$ 1,014   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade for uniFLOW Basic License, CE to EE                             | \$ 9,273   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade Standard Module, CE to EE                                       | \$ 1,641   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade Remote Print Server, CE to EE                                   | \$ 330   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade for uniFLOW Basic License, BE to EE                             | \$ 13,637  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade Standard Module, BE to EE                                       | \$ 3,864   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade Remote Print Server, BE to EE                                   | \$ 842   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade for uniFLOW Basic License, BE to CE                             | \$ 4,365   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade Standard Module, BE to CE                                       | \$ 2,201   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade Remote Print Server, BE to CE                                   | \$ 521   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade for uniFLOW Basic License, WE to EE                             | \$ 16,637  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade Standard Module, WE to EE                                       | \$ 4,185   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade Remote Print Server, WE to EE                                   | \$ 1,146   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade for uniFLOW Basic License, WE to CE                             | \$ 7,365   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade Standard Module, WE to CE                                       | \$ 2,538   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade Remote Print Server, WE to CE                                   | \$ 824   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade for uniFLOW Basic License, WE to BE                             | \$ 3,000   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade Standard Module, WE to BE                                       | \$ 338   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Upgrade Remote Print Server, WE to BE                                   | \$ 305   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Universal Login Manager - 1 Device                                      | \$ 390   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Universal Login Manager - 10 Device                                     | \$ 3,806   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Universal Login Manager - 25 Device                                     | \$ 9,324   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Universal Login Manager - 50 Device                                     | \$ 18,126  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Universal Login Manager - 75 Device                                     | \$ 26,175  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Universal Login Manager - 100 Device                                    | \$ 34,172  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Universal Login Manager - 250 Device                                    | \$ 82,833  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |

List Pricing Worksheet

Group B - Production Copiers

| Pricing Item  | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                       |                        |                        |                        |                     |                     |                     |
|---|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|
|   | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
|   | uniFLOW SPP Addition for MEAP 1 Device                                 | \$ 500                | N/A                    | N/A                    | N/A                    | No bid              | N/A                 | N/A                 |
| uniFLOW SPP Addition for MEAP 10 Device                             | \$ 4,271   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Addition for MEAP 25 Device                             | \$ 9,713   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Addition for MEAP 50 Device                             | \$ 17,535  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Addition for MEAP 75 Device                             | \$ 23,475  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Addition for MEAP 100 Device                            | \$ 27,516  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Addition for MEAP 250 Device                            | \$ 58,005  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for MEAP 1 device                        | \$ 360   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Blackboard Integration Module                                       | \$ 3,700   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Blackboard Service License - Mandatory                       | \$ 3,500   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Scan Processing Server Volume Package 200,000 Scans per year        | \$ 1,800   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Scan Processing Server Volume Package 600,000 Scans per year        | \$ 4,800   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Scan Processing Server Volume Package 1,000,000 Scans per year      | \$ 7,200   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Scan Volume Package Unlimited                                       | \$ 88,300  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW File Format Conversion                                      | \$ 660   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Advanced Device Management Pack 15 Devices                  | \$ 1,155   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Advanced Device Management Pack 30 Devices                  | \$ 1,990   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Advanced Device Management Pack 100 Devices                 | \$ 5,775   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for MEAP 5 Device                        | \$ 3,940   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Addition for MEAP 5 Device                              | \$ 2,241   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for MEAP 5 Device + 5 MiCard v2 HID prox | \$ 5,360   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW CAC SPP Device License for MEAP 5 Device                    | \$ 3,938   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for SFP MEAP 1 Device                    | \$ 290   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for SFP MEAP 10 Device                   | \$ 2,640   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for SFP MEAP 25 Device                   | \$ 6,480   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for SFP MEAP 50 Device                   | \$ 12,740  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for SFP MEAP 75 Device                   | \$ 18,770  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW SPP Device License for SFP MEAP 100 Device                  | \$ 24,560  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Universal Login Manager - 5 Device                                  | \$ 1,925   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW for SMB - MEAP License                                      | \$ 1,600   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW for SMB - CMFP License                                      | \$ 950   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Standard Module, Device-Based Edition                               | \$ 3,630   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Remote Print Server, Device-Based Edition                           | \$ 2,150   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| microMIND v2, 1 Unit  | \$ 296   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Copy Control Cable for OCE Devices - 9 Pin                          | \$ 171   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Copy Control Cable for 3rd parties                                  | \$ 171   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Copy Control Cable for OCE Devices - 25 Pin                         | \$ 171   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| MiCard PLUS   | \$ 250   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device License for MEAP 1 device                   | \$ 1,280   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device License for MEAP 5 device                   | \$ 5,795   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device License for MEAP 10 device                  | \$ 10,500  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device License for MEAP 25 device                  | \$ 24,500  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device License for MEAP 50 device                  | \$ 45,000  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device License for MEAP 75 device                  | \$ 62,000  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device License for MEAP 100 device                 | \$ 75,000  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device License for MEAP 250 device                 | \$ 165,000   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device addition for MEAP 1 device                  | \$ 925   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device addition for MEAP 5 device                  | \$ 4,100   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device addition for MEAP 10 device                 | \$ 7,280   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device addition for MEAP 25 device                 | \$ 16,730  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device addition for MEAP 50 device                 | \$ 30,200  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device addition for MEAP 75 device                 | \$ 40,500  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device addition for MEAP 100 device                | \$ 47,400  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW Scan Per Device addition for MEAP 250 device                | \$ 100,000   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Universal Login Manager - 1 Device                                  | \$ 390   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Universal Login Manager - 5 Device                                  | \$ 1,925   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Universal Login Manager - 10 Device                                 | \$ 3,806   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |

List Pricing Worksheet

Group B - Production Copiers

| Pricing Item   | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                       |                        |                        |                        |                     |                     |                     |
|--|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|
|  | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
|  | Upgrade ULM to uniFLOW for SMB-MEAP                                    | \$ 1,230              | N/A                    | N/A                    | N/A                    | No bid              | N/A                 | N/A                 |
| Upgrade ULM to uniFLOW for SMB-MEAP                              | \$ 1,230   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| uniFLOW for SMB - MEAP + MiCard PLUS Bundle                      | \$ 1,850   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Universal Login Manager for MEAP + MiCard PLUS Bundle - 1 Device | \$ 640   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| PCL Job Conversion   | \$ 1,650   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Variable Data Printing   | \$ 21,250  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Variable Data Printing - 5 Additional Designer Pack              | \$ 350   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| SPP Device License for CMFP - 250 Device                         | \$ 55,800  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| SPP Device License for SFP MEAP - 250 Device                     | \$ 56,000  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| MiCard v3 Multi - 1-9 Readers                                    | \$ 365   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| MiCard v3 Multi - 10-24 Readers                                  | \$ 350   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| MiCard v3 Multi - 25-49 Readers                                  | \$ 336   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| MiCard v3 Multi - 50-99 Readers                                  | \$ 306   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| MiCard v3 Multi - 100-249 Readers                                | \$ 293   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| MiCard v3 Multi - 250+ Readers                                   | \$ 278   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| <b>Prinsa</b>  |  |                       |                        |                        |                        |                     |                     |                     |
| License Upgrade Océ PRISMAprepare V5 ext 1 to 2 conc. users      | \$ 8,496   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PRISMAprepare V5 ext 2 to 3 conc. users      | \$ 7,316   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PRISMAprepare V5 ext 3 to 4 conc. users      | \$ 6,372   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PRISMAprepare V5 ext 4 to 5 conc. users      | \$ 7,080   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PRISMAprepare V5 ext 5 to 6 conc. users      | \$ 6,726   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PRISMAprepare V5 ext 6 to 7 conc. users      | \$ 6,372   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PRISMAprepare V5 ext 7 to 8 conc. users      | \$ 6,136   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PRISMAprepare V5 ext 8 to 9 conc. users      | \$ 5,900   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PRISMAprepare V5 ext 9 to 10 conc. users     | \$ 5,664   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Océ PPV5 - 1 Automation Concurrent user                          | \$ 2,124   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PPV5 Automation ext 1 to 2 Conc users        | \$ 1,475   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PPV5 Automation ext 2 to 3 Conc users        | \$ 1,298   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PPV5 Automation ext 3 to 4 Conc users        | \$ 1,062   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PPV5 Automation ext 4 to 5 Conc users        | \$ 1,062   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PPV5 Automation ext 5 to 6 Conc users        | \$ 1,003   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PPV5 Automation ext 6 to 7 Conc users        | \$ 885   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PPV5 Automation ext 7 to 8 Conc users        | \$ 944   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PPV5 Automation ext 8 to 9 Conc users        | \$ 826   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PPV5 Automation ext 9 to 10 Conc users       | \$ 767   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PRISMAprepare Light V5 ext 1 Conc user       | \$ 7,670   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 - 5 Concurrent users     | \$ 6,804   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 - 6 Concurrent users     | \$ 7,830   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 - 7 Concurrent users     | \$ 8,802   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 - 8 Concurrent users     | \$ 9,738   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 - 9 Concurrent users     | \$ 10,638  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 - 1 Concurrent user      | \$ 1,879   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 - 10 Concurrent users    | \$ 11,502  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 - 2 Concurrent users     | \$ 3,103   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 - 3 Concurrent users     | \$ 4,752   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 - 4 Concurrent users     | \$ 5,724   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 ext 1 to 2 conc. users   | \$ 1,296   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 ext 2 to 3 conc. users   | \$ 1,116   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 ext 3 to 4 conc. users   | \$ 972   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 ext 4 to 5 conc. users   | \$ 1,080   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 ext 5 to 6 conc. users   | \$ 1,026   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 ext 6 to 7 conc. users   | \$ 972   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 ext 7 to 8 conc. users   | \$ 936   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 ext 8 to 9 conc. users   | \$ 900   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 ext 9 to 10 conc. users  | \$ 864   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 - 1 Automation Concurrent user       | \$ 324   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 - 10 Automation Concurrent user      | \$ 1,746   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 |

List Pricing Worksheet

Group B - Production Copiers

| Pricing Item  | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                       |                        |                        |                        |                     |                     |                     |                     |
|---|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|---------------------|
|   | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
|   | Annual Maintenance Océ PPV5 - 2 Automation Concurrent user             | \$ 549                | N/A                    | N/A                    | N/A                    | No bid              | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 - 3 Automation Concurrent user        | \$ 747   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 - 4 Automation Concurrent user        | \$ 909   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 - 5 Automation Concurrent user        | \$ 1,071   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 - 6 Automation Concurrent user        | \$ 1,224   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 - 7 Automation Concurrent user        | \$ 1,359   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 - 8 Automation Concurrent user        | \$ 1,503   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 - 9 Automation Concurrent user        | \$ 1,629   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 Automation ext 1 to 2 Conc users      | \$ 225   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 Automation ext 2 to 3 Conc users      | \$ 198   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 Automation ext 3 to 4 Conc users      | \$ 162   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 Automation ext 4 to 5 Conc users      | \$ 162   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 Automation ext 5 to 6 Conc users      | \$ 153   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 Automation ext 6 to 7 Conc users      | \$ 135   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 Automation ext 7 to 8 Conc users      | \$ 144   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 Automation ext 8 to 9 Conc users      | \$ 126   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 Automation ext 9 to 10 Conc users     | \$ 117   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Océ PPV5 - Preflight (per user)                                   | \$ 385   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV5 - Preflight (per user)                | \$ 60  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare Light V5 - 1 Concurrent user | \$ 1,170   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V5 ext Light to 1 Conc user  | \$ 1,170   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare Light V6 - 1 Concurrent user | \$ 1,056   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V6 - 1st Concurrent user     | \$ 1,896   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV6 - Automation                          | \$ 384   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PPV6 - Preflight (per user)                | \$ 60  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V6 light to 1 Concurrent     | \$ 840   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Annual Maintenance Océ PRISMAprepare V6 - Extra Concurrent user   | \$ 1,140   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Océ PRISMAprepare v6 Automation                                   | \$ 2,450   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Océ PPV6 - Preflight (per user)                                   | \$ 385   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PRISMAprepare Light V6 to 1 Conc user         | \$ 7,450   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Océ PRISMAprepare V6 - 1 Additional Concurrent user               | \$ 7,450   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PRISMAprepare V4 to V6 Extra Conc User        | \$ 4,896   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Océ PRISMAprepare Light V6 - 1 Concurrent user                    | \$ 6,900   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Océ PRISMAprepare V6 - 1st Concurrent user                        | \$ 12,450  | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ PRISMAprepare V4 to V6 1st Conc User          | \$ 8,840   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| License Upgrade Océ DocWorks to V6 1st Conc User                  | \$ 8,379   | N/A                   | N/A                    | N/A                    | No bid                 | N/A                 | N/A                 | N/A                 | N/A                 |
| Océ PRISMAaccess Central Server                                   | N/A  | \$ 4,248              | \$ 4,248               | \$ 4,248               | No bid                 | \$ 4,248            | \$ 4,248            | \$ 4,248            | \$ 4,248            |
| Océ PRISMAaccess Accounting                                       | N/A  | \$ 1,151              | \$ 1,151               | \$ 1,151               | No bid                 | \$ 1,151            | \$ 1,151            | \$ 1,151            | \$ 1,151            |
| Océ PRISMAaccess Quotation  | N/A  | \$ 1,416              | \$ 1,416               | \$ 1,416               | No bid                 | \$ 1,416            | \$ 1,416            | \$ 1,416            | \$ 1,416            |
| Océ PRISMAaccess Budget Approval                                  | N/A  | \$ 1,416              | \$ 1,416               | \$ 1,416               | No bid                 | \$ 1,416            | \$ 1,416            | \$ 1,416            | \$ 1,416            |
| License Upgrade for Océ PRISMAaccess V4 to PRISMAaccess V5        | N/A  | \$ 5,496              | \$ 5,496               | \$ 5,496               | No bid                 | \$ 5,496            | \$ 5,496            | \$ 5,496            | \$ 5,496            |
| License Upgrade for Océ DocWorks Submission to PRISMAaccess V5    | N/A  | \$ 5,496              | \$ 5,496               | \$ 5,496               | No bid                 | \$ 5,496            | \$ 5,496            | \$ 5,496            | \$ 5,496            |
| Adobe Acrobat Professional v10                                    | N/A  | \$ 560                | \$ 560                 | \$ 560                 | No bid                 | \$ 560              | \$ 560              | \$ 560              | \$ 560              |
| Adobe Acrobat Professional V11                                    | N/A  | \$ 560                | \$ 560                 | \$ 560                 | No bid                 | \$ 560              | \$ 560              | \$ 560              | \$ 560              |
| Enfocus Pitstop Professional v11                                  | N/A  | \$ 799                | \$ 799                 | \$ 799                 | No bid                 | \$ 799              | \$ 799              | \$ 799              | \$ 799              |
| Quite Imposing Plus v3  | N/A  | \$ 798                | \$ 798                 | \$ 798                 | No bid                 | \$ 798              | \$ 798              | \$ 798              | \$ 798              |
| Annual Maintenance Océ PRISMAaccess Central Server                | N/A  | \$ 648                | \$ 648                 | \$ 648                 | No bid                 | \$ 648              | \$ 648              | \$ 648              | \$ 648              |
| Annual Maintenance Océ PRISMAaccess Accounting                    | N/A  | \$ 176                | \$ 176                 | \$ 176                 | No bid                 | \$ 176              | \$ 176              | \$ 176              | \$ 176              |
| Annual Maintenance Océ PRISMAaccess Quotation                     | N/A  | \$ 216                | \$ 216                 | \$ 216                 | No bid                 | \$ 216              | \$ 216              | \$ 216              | \$ 216              |
| Annual Maintenance Océ PRISMAaccess Budget Approval               | N/A  | \$ 216                | \$ 216                 | \$ 216                 | No bid                 | \$ 216              | \$ 216              | \$ 216              | \$ 216              |
| Annual Maintenance Océ PRISMAaccess Archive Module                | N/A  | \$ 540                | \$ 540                 | \$ 540                 | No bid                 | \$ 540              | \$ 540              | \$ 540              | \$ 540              |
| Océ PRISMAaccess Integrated Archive                               | N/A  | \$ 3,540              | \$ 3,540               | \$ 3,540               | No bid                 | \$ 3,540            | \$ 3,540            | \$ 3,540            | \$ 3,540            |
| ASM Pro V2  | N/A  | \$ 23,895             | \$ 23,895              | \$ 23,895              | No bid                 | \$ 23,895           | \$ 23,895           | \$ 23,895           | \$ 23,895           |
| ASM IMG V2  | N/A  | \$ 1,298              | \$ 1,298               | \$ 1,298               | No bid                 | \$ 1,298            | \$ 1,298            | \$ 1,298            | \$ 1,298            |
| ASM App   | N/A  | \$ 4,626              | \$ 4,626               | \$ 4,626               | No bid                 | \$ 4,626            | \$ 4,626            | \$ 4,626            | \$ 4,626            |
| Access License 20 Concurrent Users                                | N/A  | \$ 11,798             | \$ 11,798              | \$ 11,798              | No bid                 | \$ 11,798           | \$ 11,798           | \$ 11,798           | \$ 11,798           |
| Access License 50 Concurrent Users                                | N/A  | \$ 19,470             | \$ 19,470              | \$ 19,470              | No bid                 | \$ 19,470           | \$ 19,470           | \$ 19,470           | \$ 19,470           |

## List Pricing Worksheet

## Group B - Production Copiers

| Pricing Item   | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                       |                        |                        |                        |                     |                     |                     |
|--|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|
|  | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
| <i>Access License Unlimited Users</i>                    | N/A  | \$ 30,090             | \$ 30,090              | \$ 30,090              | No bid                 | \$ 30,090           | \$ 30,090           | \$ 30,090           |
| <i>DMFS Capacity up to 500GB</i>                         | N/A  | \$ 3,776              | \$ 3,776               | \$ 3,776               | No bid                 | \$ 3,776            | \$ 3,776            | \$ 3,776            |
| <i>DMFS Capacity Unlimited</i>                           | N/A  | \$ 7,552              | \$ 7,552               | \$ 7,552               | No bid                 | \$ 7,552            | \$ 7,552            | \$ 7,552            |
| <i>ASM SAT</i>   | N/A  | \$ 1,770              | \$ 1,770               | \$ 1,770               | No bid                 | \$ 1,770            | \$ 1,770            | \$ 1,770            |
| <i>Open Storage Interface</i>                            | N/A  | \$ 4,626              | \$ 4,626               | \$ 4,626               | No bid                 | \$ 4,626            | \$ 4,626            | \$ 4,626            |
| <i>CD/DVD Publishing</i>                                 | N/A  | \$ 2,950              | \$ 2,950               | \$ 2,950               | No bid                 | \$ 2,950            | \$ 2,950            | \$ 2,950            |
| <i>Access License Upgrade 20-50 Concurrent Users</i>     | N/A  | \$ 8,732              | \$ 8,732               | \$ 8,732               | No bid                 | \$ 8,732            | \$ 8,732            | \$ 8,732            |
| <i>Access License Upgrade 50 Concurrent to Unlimited</i> | N/A  | \$ 10,856             | \$ 10,856              | \$ 10,856              | No bid                 | \$ 10,856           | \$ 10,856           | \$ 10,856           |
| <i>DMFS Capacity Upgrade 500Gb to Unlimited</i>          | N/A  | \$ 3,776              | \$ 3,776               | \$ 3,776               | No bid                 | \$ 3,776            | \$ 3,776            | \$ 3,776            |
| <i>EMC2 Centera Storage Interface</i>                    | N/A  | \$ 6,490              | \$ 6,490               | \$ 6,490               | No bid                 | \$ 6,490            | \$ 6,490            | \$ 6,490            |

List Pricing Worksheet

Group B - Production Copiers

| Pricing Item   | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                       |                        |                        |                        |                     |                     |                     |                     |
|--|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|---------------------|
|  | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
|  |  |                       |                        |                        |                        |                     |                     |                     |                     |
| Access License 3 Concurrent Users                                    | N/A  | \$ 2,596              | \$ 2,596               | \$ 2,596               | No bid                 | \$ 2,596            | \$ 2,596            | \$ 2,596            | \$ 2,596            |
| Access License 5 Concurrent Users                                    | N/A  | \$ 5,428              | \$ 5,428               | \$ 5,428               | No bid                 | \$ 5,428            | \$ 5,428            | \$ 5,428            | \$ 5,428            |
| Access License Upgrade 3 to 5 Concurrent Users                       | N/A  | \$ 2,596              | \$ 2,596               | \$ 2,596               | No bid                 | \$ 2,596            | \$ 2,596            | \$ 2,596            | \$ 2,596            |
| Access License Upgrade 5-20 Concurrent Users                         | N/A  | \$ 8,850              | \$ 8,850               | \$ 8,850               | No bid                 | \$ 8,850            | \$ 8,850            | \$ 8,850            | \$ 8,850            |
| PRISMArchive Base License  | N/A  | \$ 1,770              | \$ 1,770               | \$ 1,770               | No bid                 | \$ 1,770            | \$ 1,770            | \$ 1,770            | \$ 1,770            |
| PRISMApro Tab Wizard   | N/A  | \$ 2,755              | \$ 2,755               | \$ 2,755               | No bid                 | \$ 2,755            | \$ 2,755            | \$ 2,755            | \$ 2,755            |
| DocSetter V3   | N/A  | \$ 4,425              | \$ 4,425               | \$ 4,425               | No bid                 | \$ 4,425            | \$ 4,425            | \$ 4,425            | \$ 4,425            |
| DPconvert Corporate  | N/A  | \$ 10,502             | \$ 10,502              | \$ 10,502              | No bid                 | \$ 10,502           | \$ 10,502           | \$ 10,502           | \$ 10,502           |
| Monthly maintenance for DocSetter V3                                 | N/A  | \$ 56                 | \$ 56                  | \$ 56                  | No bid                 | \$ 56               | \$ 56               | \$ 56               | \$ 56               |
| Monthly maintenance for PRISMApro Tab Wizard                         | N/A  | \$ 35                 | \$ 35                  | \$ 35                  | No bid                 | \$ 35               | \$ 35               | \$ 35               | \$ 35               |
| Annual maintenance for DocSetter V3                                  | N/A  | \$ 675                | \$ 675                 | \$ 675                 | No bid                 | \$ 675              | \$ 675              | \$ 675              | \$ 675              |
| Annual maintenance for PRISMApro Tab Wizard                          | N/A  | \$ 420                | \$ 420                 | \$ 420                 | No bid                 | \$ 420              | \$ 420              | \$ 420              | \$ 420              |
| Monthly Maintenance DPconvert(Corporate)                             | N/A  | \$ 134                | \$ 134                 | \$ 134                 | No bid                 | \$ 134              | \$ 134              | \$ 134              | \$ 134              |
| Annual Maintenance DPconvert(Corporate)                              | N/A  | \$ 1,602              | \$ 1,602               | \$ 1,602               | No bid                 | \$ 1,602            | \$ 1,602            | \$ 1,602            | \$ 1,602            |
| Annual Maintenance ASM App   | N/A  | \$ 706                | \$ 706                 | \$ 706                 | No bid                 | \$ 706              | \$ 706              | \$ 706              | \$ 706              |
| Annual Maintenance Access License Upgrade 20-50 Concurrent Users     | N/A  | \$ 1,332              | \$ 1,332               | \$ 1,332               | No bid                 | \$ 1,332            | \$ 1,332            | \$ 1,332            | \$ 1,332            |
| Annual Maintenance Access License Upgrade 3 to 5 Concurrent Users    | N/A  | \$ 396                | \$ 396                 | \$ 396                 | No bid                 | \$ 396              | \$ 396              | \$ 396              | \$ 396              |
| Annual Maintenance Access License Upgrade 5-20 Concurrent Users      | N/A  | \$ 1,350              | \$ 1,350               | \$ 1,350               | No bid                 | \$ 1,350            | \$ 1,350            | \$ 1,350            | \$ 1,350            |
| Annual Maintenance Access License Upgrade 50 Concurrent to Unlimited | N/A  | \$ 1,656              | \$ 1,656               | \$ 1,656               | No bid                 | \$ 1,656            | \$ 1,656            | \$ 1,656            | \$ 1,656            |
| Annual Maintenance CD/DVD Publishing                                 | N/A  | \$ 450                | \$ 450                 | \$ 450                 | No bid                 | \$ 450              | \$ 450              | \$ 450              | \$ 450              |
| Annual Maintenance DMFS Capacity Unlimited                           | N/A  | \$ 1,152              | \$ 1,152               | \$ 1,152               | No bid                 | \$ 1,152            | \$ 1,152            | \$ 1,152            | \$ 1,152            |
| Annual Maintenance DMFS Capacity Upgrade 500Gb to Unlimited          | N/A  | \$ 576                | \$ 576                 | \$ 576                 | No bid                 | \$ 576              | \$ 576              | \$ 576              | \$ 576              |
| Annual Maintenance DMFS Capacity up to 500GB                         | N/A  | \$ 576                | \$ 576                 | \$ 576                 | No bid                 | \$ 576              | \$ 576              | \$ 576              | \$ 576              |
| Annual Maintenance EMC2 Centera Storage Interface                    | N/A  | \$ 990                | \$ 990                 | \$ 990                 | No bid                 | \$ 990              | \$ 990              | \$ 990              | \$ 990              |
| Annual Maintenance Open Storage Interface                            | N/A  | \$ 706                | \$ 706                 | \$ 706                 | No bid                 | \$ 706              | \$ 706              | \$ 706              | \$ 706              |
| Annual Maintenance ASM IMG V2  | N/A  | \$ 198                | \$ 198                 | \$ 198                 | No bid                 | \$ 198              | \$ 198              | \$ 198              | \$ 198              |
| Annual Maintenance PRISMArchive Base License                         | N/A  | \$ 270                | \$ 270                 | \$ 270                 | No bid                 | \$ 270              | \$ 270              | \$ 270              | \$ 270              |
| Annual Maintenance ASM Pro V2  | N/A  | \$ 3,645              | \$ 3,645               | \$ 3,645               | No bid                 | \$ 3,645            | \$ 3,645            | \$ 3,645            | \$ 3,645            |
| Annual Maintenance ASM SAT   | N/A  | \$ 270                | \$ 270                 | \$ 270                 | No bid                 | \$ 270              | \$ 270              | \$ 270              | \$ 270              |
| Annual Maintenance Access License 20 Concurrent Users                | N/A  | \$ 1,800              | \$ 1,800               | \$ 1,800               | No bid                 | \$ 1,800            | \$ 1,800            | \$ 1,800            | \$ 1,800            |
| Annual Maintenance Access License 3 Concurrent Users                 | N/A  | \$ 396                | \$ 396                 | \$ 396                 | No bid                 | \$ 396              | \$ 396              | \$ 396              | \$ 396              |
| Annual Maintenance Access License 5 Concurrent Users                 | N/A  | \$ 828                | \$ 828                 | \$ 828                 | No bid                 | \$ 828              | \$ 828              | \$ 828              | \$ 828              |
| Annual Maintenance Access License 50 Concurrent Users                | N/A  | \$ 2,970              | \$ 2,970               | \$ 2,970               | No bid                 | \$ 2,970            | \$ 2,970            | \$ 2,970            | \$ 2,970            |
| Annual Maintenance Access License Unlimited Users                    | N/A  | \$ 4,590              | \$ 4,590               | \$ 4,590               | No bid                 | \$ 4,590            | \$ 4,590            | \$ 4,590            | \$ 4,590            |
| Annual Maintenance Océ PRISMAccess 1st Operator Console              | N/A  | \$ 324                | \$ 324                 | \$ 324                 | No bid                 | \$ 324              | \$ 324              | \$ 324              | \$ 324              |
| Annual Maintenance Océ PRISMAccess Next Operator Console             | N/A  | \$ 259                | \$ 259                 | \$ 259                 | No bid                 | \$ 259              | \$ 259              | \$ 259              | \$ 259              |
| Annual Maintenance Océ PRISMAccess Submission Server                 | N/A  | \$ 540                | \$ 540                 | \$ 540                 | No bid                 | \$ 540              | \$ 540              | \$ 540              | \$ 540              |
| Annual Maintenance Océ PRISMAccess VDP                               | N/A  | \$ 60                 | \$ 60                  | \$ 60                  | No bid                 | \$ 60               | \$ 60               | \$ 60               | \$ 60               |
| Production Systems Implementation Services                           | N/A  | \$ 125                | \$ 125                 | \$ 125                 | No bid                 | \$ 125              | \$ 125              | \$ 125              | \$ 125              |
| Océ PRISMAccess 1st Operator Console                                 | N/A  | \$ 2,124              | \$ 2,124               | \$ 2,124               | No bid                 | \$ 2,124            | \$ 2,124            | \$ 2,124            | \$ 2,124            |
| Océ PRISMAccess Extra Operator Console                               | N/A  | \$ 1,699              | \$ 1,699               | \$ 1,699               | No bid                 | \$ 1,699            | \$ 1,699            | \$ 1,699            | \$ 1,699            |
| Océ PRISMAccess Submission Server                                    | N/A  | \$ 3,540              | \$ 3,540               | \$ 3,540               | No bid                 | \$ 3,540            | \$ 3,540            | \$ 3,540            | \$ 3,540            |
| Océ PRISMAccess VDP  | N/A  | \$ 395                | \$ 395                 | \$ 395                 | No bid                 | \$ 395              | \$ 395              | \$ 395              | \$ 395              |
| <b>Therefore</b>   |  |                       |                        |                        |                        |                     |                     |                     |                     |
| Therefore™ Workgroup Edition Bundle                                  | \$ 5,150   | \$ 5,150              | \$ 5,150               | \$ 5,150               | No bid                 | \$ 5,150            | \$ 5,150            | \$ 5,150            | \$ 5,150            |
| Therefore™ Workgroup Edition - Additional 5 Named User Pack          | \$ 3,450   | \$ 3,450              | \$ 3,450               | \$ 3,450               | No bid                 | \$ 3,450            | \$ 3,450            | \$ 3,450            | \$ 3,450            |
| Upgrade Workgroup Edition Bundle to Essentials Edition Bundle        | \$ 9,200   | \$ 9,200              | \$ 9,200               | \$ 9,200               | No bid                 | \$ 9,200            | \$ 9,200            | \$ 9,200            | \$ 9,200            |
| Upgrade Workgroup Edition Bundle to Enterprise Edition               | \$ 18,400  | \$ 18,400             | \$ 18,400              | \$ 18,400              | No bid                 | \$ 18,400           | \$ 18,400           | \$ 18,400           | \$ 18,400           |
| Therefore™ Essentials Edition Bundle (Named Users)                   | \$ 14,350  | \$ 14,350             | \$ 14,350              | \$ 14,350              | No bid                 | \$ 14,350           | \$ 14,350           | \$ 14,350           | \$ 14,350           |
| Therefore™ Essentials Edition - Additional 5 Named User Pack         | \$ 3,450   | \$ 3,450              | \$ 3,450               | \$ 3,450               | No bid                 | \$ 3,450            | \$ 3,450            | \$ 3,450            | \$ 3,450            |
| Therefore™ Essentials Edition Bundle (Concurrent Users)              | \$ 17,800  | \$ 17,800             | \$ 17,800              | \$ 17,800              | No bid                 | \$ 17,800           | \$ 17,800           | \$ 17,800           | \$ 17,800           |
| Therefore™ Essentials Edition - Additional 5 Concurrent User Pack    | \$ 6,900   | \$ 6,900              | \$ 6,900               | \$ 6,900               | No bid                 | \$ 6,900            | \$ 6,900            | \$ 6,900            | \$ 6,900            |
| Therefore™ Essentials Edition - Additional Workflow (1x)             | \$ 900   | \$ 900                | \$ 900                 | \$ 900                 | No bid                 | \$ 900              | \$ 900              | \$ 900              | \$ 900              |
| Upgrade Essentials Edition Bundle to Enterprise Edition              | \$ 9,200   | \$ 9,200              | \$ 9,200               | \$ 9,200               | No bid                 | \$ 9,200            | \$ 9,200            | \$ 9,200            | \$ 9,200            |
| Therefore™ Enterprise Edition Server License                         | \$ 13,800  | \$ 13,800             | \$ 13,800              | \$ 13,800              | No bid                 | \$ 13,800           | \$ 13,800           | \$ 13,800           | \$ 13,800           |
| Therefore™ Enterprise Edition - Additional Server License            | \$ 4,650   | \$ 4,650              | \$ 4,650               | \$ 4,650               | No bid                 | \$ 4,650            | \$ 4,650            | \$ 4,650            | \$ 4,650            |
| Therefore™ Personal Edition  | \$ 800   | \$ 800                | \$ 800                 | \$ 800                 | No bid                 | \$ 800              | \$ 800              | \$ 800              | \$ 800              |



### List Pricing Worksheet

#### Group B - Production Copiers

| Pricing Item  | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                       |                        |                        |                        |                     |                     |                     |                     |
|---|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|---------------------|
|   | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
|   | Upgrade Personal Edition to Workgroup Edition Bundle                   | \$ 4,350              | \$ 4,350               | \$ 4,350               | \$ 4,350               | No bid              | \$ 4,350            | \$ 4,350            | \$ 4,350            |
| Therefore™ Named User License (1-9 Users)                             | \$ 1,015   | \$ 1,015              | \$ 1,015               | \$ 1,015               | No bid                 | \$ 1,015            | \$ 1,015            | \$ 1,015            | \$ 1,015            |
| Therefore™ Named User License (10-24 Users)                           | \$ 865   | \$ 865                | \$ 865                 | \$ 865                 | No bid                 | \$ 865              | \$ 865              | \$ 865              | \$ 865              |
| Therefore™ Named User License (25-49 Users)                           | \$ 735   | \$ 735                | \$ 735                 | \$ 735                 | No bid                 | \$ 735              | \$ 735              | \$ 735              | \$ 735              |
| Therefore™ Named User License (50-99 Users)                           | \$ 625   | \$ 625                | \$ 625                 | \$ 625                 | No bid                 | \$ 625              | \$ 625              | \$ 625              | \$ 625              |
| Therefore™ Named User License (100-249 Users)                         | \$ 530   | \$ 530                | \$ 530                 | \$ 530                 | No bid                 | \$ 530              | \$ 530              | \$ 530              | \$ 530              |
| Therefore™ Named User License (250-499 Users)                         | \$ 390   | \$ 390                | \$ 390                 | \$ 390                 | No bid                 | \$ 390              | \$ 390              | \$ 390              | \$ 390              |
| Therefore™ Named User License (500-999 Users)                         | \$ 280   | \$ 280                | \$ 280                 | \$ 280                 | No bid                 | \$ 280              | \$ 280              | \$ 280              | \$ 280              |
| Therefore™ Named User License (1000+ Users)                           | \$ 205   | \$ 205                | \$ 205                 | \$ 205                 | No bid                 | \$ 205              | \$ 205              | \$ 205              | \$ 205              |
| Therefore™ Concurrent User License (1-9 Users)                        | \$ 2,035   | \$ 2,035              | \$ 2,035               | \$ 2,035               | No bid                 | \$ 2,035            | \$ 2,035            | \$ 2,035            | \$ 2,035            |
| Therefore™ Concurrent User License (10-24 Users)                      | \$ 1,730   | \$ 1,730              | \$ 1,730               | \$ 1,730               | No bid                 | \$ 1,730            | \$ 1,730            | \$ 1,730            | \$ 1,730            |
| Therefore™ Concurrent User License (25-49 Users)                      | \$ 1,470   | \$ 1,470              | \$ 1,470               | \$ 1,470               | No bid                 | \$ 1,470            | \$ 1,470            | \$ 1,470            | \$ 1,470            |
| Therefore™ Concurrent User License (50-99 Users)                      | \$ 1,245   | \$ 1,245              | \$ 1,245               | \$ 1,245               | No bid                 | \$ 1,245            | \$ 1,245            | \$ 1,245            | \$ 1,245            |
| Therefore™ Concurrent User License (100-249 Users)                    | \$ 1,060   | \$ 1,060              | \$ 1,060               | \$ 1,060               | No bid                 | \$ 1,060            | \$ 1,060            | \$ 1,060            | \$ 1,060            |
| Therefore™ Concurrent User License (250-499 Users)                    | \$ 775   | \$ 775                | \$ 775                 | \$ 775                 | No bid                 | \$ 775              | \$ 775              | \$ 775              | \$ 775              |
| Therefore™ Concurrent User License (500-999 Users)                    | \$ 565   | \$ 565                | \$ 565                 | \$ 565                 | No bid                 | \$ 565              | \$ 565              | \$ 565              | \$ 565              |
| Therefore™ Concurrent User License (1000+ Users)                      | \$ 415   | \$ 415                | \$ 415                 | \$ 415                 | No bid                 | \$ 415              | \$ 415              | \$ 415              | \$ 415              |
| Therefore™ Read-Only User License (1-9 Users)                         | \$ 510   | \$ 510                | \$ 510                 | \$ 510                 | No bid                 | \$ 510              | \$ 510              | \$ 510              | \$ 510              |
| Therefore™ Read-Only User License (10-24 Users)                       | \$ 430   | \$ 430                | \$ 430                 | \$ 430                 | No bid                 | \$ 430              | \$ 430              | \$ 430              | \$ 430              |
| Therefore™ Read-Only User License (25-49 Users)                       | \$ 365   | \$ 365                | \$ 365                 | \$ 365                 | No bid                 | \$ 365              | \$ 365              | \$ 365              | \$ 365              |
| Therefore™ Read-Only User License (50-99 Users)                       | \$ 310   | \$ 310                | \$ 310                 | \$ 310                 | No bid                 | \$ 310              | \$ 310              | \$ 310              | \$ 310              |
| Therefore™ Read-Only User License (100-249 Users)                     | \$ 265   | \$ 265                | \$ 265                 | \$ 265                 | No bid                 | \$ 265              | \$ 265              | \$ 265              | \$ 265              |
| Therefore™ Read-Only User License (250-499 Users)                     | \$ 195   | \$ 195                | \$ 195                 | \$ 195                 | No bid                 | \$ 195              | \$ 195              | \$ 195              | \$ 195              |
| Therefore™ Read-Only User License (500-999 Users)                     | \$ 140   | \$ 140                | \$ 140                 | \$ 140                 | No bid                 | \$ 140              | \$ 140              | \$ 140              | \$ 140              |
| Therefore™ Read-Only User License (1000+ Users)                       | \$ 105   | \$ 105                | \$ 105                 | \$ 105                 | No bid                 | \$ 105              | \$ 105              | \$ 105              | \$ 105              |
| Therefore™ Capture Client License                                     | \$ 1,900   | \$ 1,900              | \$ 1,900               | \$ 1,900               | No bid                 | \$ 1,900            | \$ 1,900            | \$ 1,900            | \$ 1,900            |
| Therefore™ MFP Application License (MEAP-enabled Device)              | \$ 1,100   | \$ 1,100              | \$ 1,100               | \$ 1,100               | No bid                 | \$ 1,100            | \$ 1,100            | \$ 1,100            | \$ 1,100            |
| Integration License for eCopy™ ShareScan®                             | \$ 940   | \$ 940                | \$ 940                 | \$ 940                 | No bid                 | \$ 940              | \$ 940              | \$ 940              | \$ 940              |
| Integration License for Kofax Capture®                                | \$ 1,900   | \$ 1,900              | \$ 1,900               | \$ 1,900               | No bid                 | \$ 1,900            | \$ 1,900            | \$ 1,900            | \$ 1,900            |
| Canon USA Imaging & RM Implementation Services                        | \$ 125   | \$ 125                | \$ 125                 | \$ 125                 | No bid                 | \$ 125              | \$ 125              | \$ 125              | \$ 125              |
| Canon USA ECM-RM Block Hours  | \$ 250   | \$ 250                | \$ 250                 | \$ 250                 | No bid                 | \$ 250              | \$ 250              | \$ 250              | \$ 250              |
| Dealer Imaging & RM Implementation Services                           | \$ 125   | \$ 125                | \$ 125                 | \$ 125                 | No bid                 | \$ 125              | \$ 125              | \$ 125              | \$ 125              |
| Dealer ECM-RM Block Hours   | \$ 250   | \$ 250                | \$ 250                 | \$ 250                 | No bid                 | \$ 250              | \$ 250              | \$ 250              | \$ 250              |
| Therefore™ Remote Installation Assistance Support (RIAS) - 1/2 Unit   | \$ 1,000   | \$ 1,000              | \$ 1,000               | \$ 1,000               | No bid                 | \$ 1,000            | \$ 1,000            | \$ 1,000            | \$ 1,000            |
| Therefore™ Remote Installation Assistance Support (RIAS) - 1 Unit     | \$ 2,000   | \$ 2,000              | \$ 2,000               | \$ 2,000               | No bid                 | \$ 2,000            | \$ 2,000            | \$ 2,000            | \$ 2,000            |
| Therefore™ Customization Unit   | \$ 830   | \$ 830                | \$ 830                 | \$ 830                 | No bid                 | \$ 830              | \$ 830              | \$ 830              | \$ 830              |
| Therefore™ Travel Cost Unit   | \$ 165   | \$ 165                | \$ 165                 | \$ 165                 | No bid                 | \$ 165              | \$ 165              | \$ 165              | \$ 165              |
| Therefore™ Content Connector  | \$ 3,440   | \$ 3,440              | \$ 3,440               | \$ 3,440               | No bid                 | \$ 3,440            | \$ 3,440            | \$ 3,440            | \$ 3,440            |
| Therefore™ Universal Connector  | \$ 3,440   | \$ 3,440              | \$ 3,440               | \$ 3,440               | No bid                 | \$ 3,440            | \$ 3,440            | \$ 3,440            | \$ 3,440            |
| Connector License for Microsoft® Exchange Server                      | \$ 6,900   | \$ 6,900              | \$ 6,900               | \$ 6,900               | No bid                 | \$ 6,900            | \$ 6,900            | \$ 6,900            | \$ 6,900            |
| Connector License for Microsoft® SharePoint® Server                   | \$ 6,900   | \$ 6,900              | \$ 6,900               | \$ 6,900               | No bid                 | \$ 6,900            | \$ 6,900            | \$ 6,900            | \$ 6,900            |
| Connector License for Microsoft® Dynamics NAV®                        | \$ 6,900   | \$ 6,900              | \$ 6,900               | \$ 6,900               | No bid                 | \$ 6,900            | \$ 6,900            | \$ 6,900            | \$ 6,900            |
| Connector License for IBM® Lotus Notes®                               | \$ 3,440   | \$ 3,440              | \$ 3,440               | \$ 3,440               | No bid                 | \$ 3,440            | \$ 3,440            | \$ 3,440            | \$ 3,440            |
| Connector License for SAP® R/3  | \$ 34,500  | \$ 34,500             | \$ 34,500              | \$ 34,500              | No bid                 | \$ 34,500           | \$ 34,500           | \$ 34,500           | \$ 34,500           |
| Therefore™ Software USB Stick   | \$ 75  | \$ 75                 | \$ 75                  | \$ 75                  | No bid                 | \$ 75               | \$ 75               | \$ 75               | \$ 75               |
| Therefore™ Software Assurance - 1 SA Point                            | \$ 12  | \$ 12                 | \$ 12                  | \$ 12                  | No bid                 | \$ 12               | \$ 12               | \$ 12               | \$ 12               |
| <b>imageRUNNER ADVANCE Desktop</b>                                    |  |                       |                        |                        |                        |                     |                     |                     |                     |
| imageRUNNER ADVANCE Desktop 5L 1 yr Software Maintenance Extension    | \$ 200   | \$ 200                | \$ 200                 | \$ 200                 | No bid                 | \$ 200              | \$ 200              | \$ 200              | \$ 200              |
| imageRUNNER ADVANCE Desktop 20L 1 yr Maint Extension                  | \$ 500   | \$ 500                | \$ 500                 | \$ 500                 | No bid                 | \$ 500              | \$ 500              | \$ 500              | \$ 500              |
| imageRUNNER ADVANCE Desktop 1L 1 yr Maint Extension (Essentials Lite) | \$ 60  | \$ 60                 | \$ 60                  | \$ 60                  | No bid                 | \$ 60               | \$ 60               | \$ 60               | \$ 60               |
| imageRUNNER ADVANCE Desktop 50L 1 yr Software Maintenance Extension   | \$ 1,200   | \$ 1,200              | \$ 1,200               | \$ 1,200               | No bid                 | \$ 1,200            | \$ 1,200            | \$ 1,200            | \$ 1,200            |
| imageRUNNER ADVANCE Desktop 10L 1 yr Software Maintenance Extension   | \$ 350   | \$ 350                | \$ 350                 | \$ 350                 | No bid                 | \$ 350              | \$ 350              | \$ 350              | \$ 350              |
| <b>AA-Print</b>   |  |                       |                        |                        |                        |                     |                     |                     |                     |
| AA-PRINT MFP V1.4 eLAN  | \$ 800   | \$ 800                | \$ 800                 | \$ 800                 | No bid                 | \$ 800              | \$ 800              | \$ 800              | \$ 800              |
| <b>Workflow Composer</b>  |  |                       |                        |                        |                        |                     |                     |                     |                     |
| Workflow Composer w/ MEAP Connectors V2.2.7 1L (1 to 4 licenses)      | \$ 1,080   | \$ 1,080              | \$ 1,080               | \$ 1,080               | No bid                 | \$ 1,080            | \$ 1,080            | \$ 1,080            | \$ 1,080            |
| Workflow Composer w/ MEAP Connectors V2.2.7 1L (5 to 19 licenses)     | \$ 800   | \$ 800                | \$ 800                 | \$ 800                 | No bid                 | \$ 800              | \$ 800              | \$ 800              | \$ 800              |

### List Pricing Worksheet

#### Group B - Production Copiers

| Pricing Item  | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                       |                        |                        |                        |                     |                     |                     |
|---|--|-----------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|
|   | B6<br>B&W<br>(91-119)  | B6<br>B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
| <i>Workflow Composer w/ MEAP Connectors V2.2.7 1L (20 or more licenses)</i> | \$ 750   | \$ 750                | \$ 750                 | \$ 750                 | No bid                 | \$ 750              | \$ 750              | \$ 750              |
| <i>imageRUNNER ADVANCE Tracker</i>  |  |                       |                        |                        |                        |                     |                     |                     |
| <i>imageRUNNER ADVANCE Tracker V1.4.1 1L (1 to 4 licenses)</i>              | \$ 1,000   | \$ 1,000              | \$ 1,000               | \$ 1,000               | No bid                 | \$ 1,000            | \$ 1,000            | \$ 1,000            |
| <i>imageRUNNER ADVANCE Tracker V1.4.1 1L (5 to 19 licenses)</i>             | \$ 800   | \$ 800                | \$ 800                 | \$ 800                 | No bid                 | \$ 800              | \$ 800              | \$ 800              |
| <i>imageRUNNER ADVANCE Tracker V1.4.1 1L (20 or more licenses)</i>          | \$ 750   | \$ 750                | \$ 750                 | \$ 750                 | No bid                 | \$ 750              | \$ 750              | \$ 750              |
| <i>Hard Disk Drive Replacement Service</i>                                  |  |                       |                        |                        |                        |                     |                     |                     |
| <i>Hard Disk Drive Replacement Service</i>                                  | \$ 538   | \$ 538                | \$ 538                 | \$ 538                 | No bid                 | N/A                 | N/A                 | N/A                 |

**Service and Supplies Pricing Worksheet**

Group B - Production Copiers

Vendor Name: Canon

| Pricing Item  | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |  |  |  |                        |   |  |  |
|---|--|--|--|--|------------------------|---|--|--|
|   | B6<br>B&W<br>(91 - 119)  | B6<br>B&W<br>(91 - 119)                    | B7<br>B&W<br>(120-139)                     | B7<br>B&W<br>(120-139)                     | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+)                             | B9<br>B&W<br>(160+)                          | B9<br>B&W<br>(160+)                            |
| <b>Make</b>   | Canon  | Canon                                      | Canon                                      | Canon                                      | Canon                  | Canon   | Canon  | Canon  |
| <b>Model</b>  | imageRUNNER<br>ADVANCE 8295  | VarioPrint DP Line 110 Base License<br>Set | VarioPrint DP Line 120 Base License<br>Set | VarioPrint DP Line 135 Base License<br>Set | No Bid                 | VarioPrint 6000+<br>6160 Ultra Base License Set | VarioPrint 6000+<br>6160 TP Base License Set | VarioPrint 6000+<br>6160 MICR Base License Set |
| Zero Base Service and Supplies Pricing                                  | 0.0045   | 0.0049                                     | 0.0049                                     | 0.0049                                     | No Bid                 | 0.0085  | 0.0085                                       | 0.0085   |
| <b>Optional Included Impression Pricing</b>                             |  |  |  |  |                        | Ledger clicks Once - Fixed for 5<br>years       | Ledger clicks Once - Fixed for 5<br>years    | Ledger clicks Once - Fixed for 5<br>years      |
| Option #1 Included Base Number Impressions                              | 60,000   | 0  | 0  | 0  | No Bid                 | 0   | 0  | 0  |
| Option #1 Monthly Base Charge   | \$258  | \$184                                      | \$184                                      | \$184                                      | No Bid                 | \$184   | \$184  | \$184  |
| Option #1 Overage Rate  | 0.0043   | 0.0045                                     | 0.0045                                     | 0.0045                                     | No Bid                 | 0.0045  | 0.0045                                       | 0.0045   |
| Option #2 Included Base Number Impressions                              | 100,000  | 300,000                                    | 300,000                                    | 300,000                                    | No Bid                 | 300,000   | 300,000                                      | 300,000  |
| Option #2 Monthly Base Charge   | \$390  | \$1,756                                    | \$1,756                                    | \$1,756                                    | No Bid                 | \$1,756   | \$1,756                                      | \$1,756  |
| Option #2 Overage Rate  | 0.0039   | 0.0043                                     | 0.0043                                     | 0.0043                                     | No Bid                 | 0.0043  | 0.0043                                       | 0.0043   |
| Option #3 Included Base Number Impressions                              | 125,000  | 700,000                                    | 700,000                                    | 700,000                                    | No Bid                 | 700,000   | 700,000                                      | 700,000  |
| Option #3 Monthly Base Charge   | \$463  | \$3,373                                    | \$3,373                                    | \$3,373                                    | No Bid                 | \$3,373   | \$3,373                                      | \$3,373  |
| Option #3 Overage Rate  | 0.0037   | 0.0041                                     | 0.0041                                     | 0.0041                                     | No Bid                 | 0.0041  | 0.0041                                       | 0.0041   |
| <b>Additional Service and Supplies Options</b>                          |  |  |  |  |                        |   |  |  |
| Increase in rate for inclusion of staples                               | 0.0002   | 0.0002                                     | 0.0002                                     | 0.0002                                     | No Bid                 | 0.0100  | 0.0100                                       | 0.0100   |
| Base monthly charge for 2 x 5 coverage                                  | 300*   | 290  | 290  | 290  | No Bid                 | 290   | 290  | 290  |
| Base monthly charge for 3 x 5 coverage                                  | 600*   | 580  | 580  | 580  | No Bid                 | 580   | 580  | 580  |
| Base monthly charge for 1 x 7 coverage                                  | 300*   | 290  | 290  | 290  | No Bid                 | 290   | 290  | 290  |
| Base monthly charge for 2 x 7 coverage                                  | 600*   | 580  | 580  | 580  | No Bid                 | 580   | 580  | 580  |
| Base monthly charge for 3 x 7 coverage                                  | 900*   | 870  | 870  | 870  | No Bid                 | 870   | 870  | 870  |
| <b>Additional Labor Components</b>                                      |  |  |  |  |                        |   |  |  |
| Additional End User Training Cost by hours                              | 207  | 207  | 207  | 207  | No Bid                 | 207   | 207  | 207  |
| Additional Advanced / IT Training Cost by hours                         | 207  | 207  | 207  | 207  | No Bid                 | 207   | 207  | 207  |
| Additional IT Support by hours  | 207  | 207  | 207  | 207  | No Bid                 | 207   | 207  | 207  |
| <b>Percentage Increase in Service and Supplies Rate by Service Zone</b> |  |  |  |  |                        |   |  |  |
| Percentage Increase for Rural Zone                                      | 25%  | 25%  | 25%  | 25%  | No Bid                 | 25%   | 25%  | 25%  |
| Percentage Increase for Remote Zone                                     | 25 <sup>1</sup>  | Products not available in remote<br>zones  | Products not available in remote<br>zones  | Products not available in remote<br>zones  | No Bid                 | Products not available in remote<br>zones       | Products not available in remote<br>zones    | Products not available in remote<br>zones      |
| <b>Moving Charges by Zone</b>   |  |  |  |  |                        |   |  |  |
| Zone 2 - Flat Fee   | 100 <sup>2</sup>   | 995  | 995  | 995  | No Bid                 | 995   | 995  | 995  |
| Zone 3 Per mile fee   | 1.00 <sup>3</sup>  | Products not available in remote<br>zones  | Products not available in remote<br>zones  | Products not available in remote<br>zones  | No Bid                 | Products not available in remote<br>zones       | Products not available in remote<br>zones    | Products not available in remote<br>zones      |

<sup>1</sup> Plus Travel

<sup>2</sup> Plus \$995 or \$1,495.00 Flat Fee

<sup>3</sup> \*\* "Additional Service" NOTE: There is a "call-out" charge of \$180 per incident (in addition to the base monthly charge)

for all additional shift coverage plans above.

Additional shift coverage is subject to availability and must be approved by local field service management prior to contracting. Existing sites with 7 x 24 coverage may apply a 50% discount; no "call-out" charge will be assessed.

There are additional flat-rate monthly charges for service on various accessories, as follows:

|   |       |         |
|---|-------|---------|
| Set Finisher Module                                   | \$63  | \$63    |
| Integrated High Capacity Stacker                      | \$126 | \$126   |
| IPDS  | \$21  | \$21    |
| 100 Sheet Stapling Finisher                           | \$27  | \$27    |
| 5,000 Sheet Stacker                                   | \$32  | \$32    |
| Saddle-Stitch Booklet Maker                           | \$137 | \$137   |
| Large Capacity Stacker                                | \$32  | \$32    |
| Perfect Binder  | \$137 | \$137   |
| PIM   | \$126 | \$126   |
| Additional HCS  | \$126 | \$126   |
| Setfin  | \$63  | \$63    |
| High Capacity Stacker 2.1 with Top Cover              |       | \$120   |
| High Capacity Stacker 2.1 with Set Finisher           |       | \$180   |
| Paper Input Module Optional A1                        |       | \$120   |
| Paper Input Module Optional A1 (350 x 500 mm support) |       | \$120   |
| Additional High Capacity Stacker with Top Cover       |       | \$120   |
| Print Guard III Set                                   |       | \$300   |
| Media Enhancement Module                              |       | \$200   |
| Powerlift for iHCS (includes 5 pallets)               |       | \$50    |
| DP Link   |       | \$20    |
| DF530-N (letter; 120VAC/60Hz)                         |       | \$210   |
| BLM200 Booklet Maker w starter kit                    |       | \$350   |
| Rotator Transport Module For Booklet Maker BLM200     |       | \$100   |
| Powerstacker  |       | \$25    |
| BLM550 Booklet Maker includes Bridge & Bridge Cover   |       | \$750   |
| Booklet Maker   |       | \$1,000 |
| GBC Power Punch                                       |       | \$600   |
| Glue Binder   |       | \$1,500 |
| CMT-330 Three-knife Trimmer                           |       | \$900   |
| iXDP Die Punch Unit                                   |       | \$120   |

## Configuration Cost

### Segment B - Production Copiers

| Vendor Name: Canon |  |   |                        |                  |                  |  |
|--------------------|--|---|------------------------|------------------|------------------|--|
| Segment            | Model                                      | Configuration   | Suggested Retail Price | Discount (% off) | Discounted Price |  |
| B6<br>B&W          | imageRUNNER<br>ADVANCE 8295                | Complete Unit <small>(includes base unit and custom features)</small> | \$48,090.00            | 63.27%           | \$17,664.99      |  |
|                    |  | Itemized Custom Features:   |                        |                  |                  |  |
|                    |  | Base Unit   | \$40,950.00            | 60.00%           | \$16,380.00      |  |
|                    |  | Automatic Document Feeder - duplexing                                 | Included               |                  |                  |  |
|                    |  | 2/3 Hole Punch  | \$840.00               | 45.00%           | \$462.00         |  |
|                    |  | Finisher - Stapling   | \$6,300.00             | 45.00%           | \$3,465.00       |  |
|                    | Print/Scan                                 | Included  |                        |                  |                  |  |
| Segment            | Model                                      | Configuration   | Suggested Retail Price | Discount (% off) | Discounted Price |  |
| B6<br>B&W          | VarioPrint DP Line<br>110 Base License Set | Complete Unit <small>(includes base unit and custom features)</small> | \$61,840.00            | 49.50%           | \$31,230.00      |  |
|                    |  | Itemized Custom Features:   |                        |                  |                  |  |
|                    |  | Base Unit   | \$50,500.00            | 60.00%           | \$20,200.00      |  |
|                    |  | Automatic Document Feeder - duplexing                                 | Included               |                  |                  |  |
|                    |  | 2/3 Hole Punch  | \$945.00               | 45.00%           | \$519.75         |  |
|                    |  | Finisher - Stapling   | \$10,395.00            | 45.00%           | \$5,717.25       |  |
|                    | Print/Scan                                 | Included  |                        |                  |                  |  |
| Segment            | Model                                      | Configuration   | Suggested Retail Price | Discount (% off) | Discounted Price |  |
| B7<br>B&W          | VarioPrint DP Line<br>120 Base License Set | Complete Unit <small>(includes base unit and custom features)</small> | \$71,840.00            | 50.26%           | \$35,730.00      |  |
|                    |  | Itemized Custom Features:   |                        |                  |                  |  |
|                    |  | Base Unit   | \$60,500.00            | 60.00%           | \$24,200.00      |  |
|                    |  | Automatic Document Feeder - duplexing                                 | Included               |                  |                  |  |
|                    |  | 2/3 Hole Punch  | \$945.00               | 45.00%           | \$519.75         |  |
|                    |  | Finisher - Stapling   | \$10,395.00            | 45.00%           | \$5,717.25       |  |
|                    | Print/Scan                                 | Included  |                        |                  |                  |  |

## Configuration Cost

### Segment B - Production Copiers

| Segment   | Model  | Configuration  | Suggested Retail Price | Discount (% off) | Discounted Price |  |
|-----------|--|--|------------------------|------------------|------------------|--|
| B7<br>B&W | VarioPrint DP Line<br>135 Base License Set         | Complete Unit (includes base unit and custom features) | \$87,840.00            | 51.13%           | \$42,930.00      |  |
|           |  | <b>Itemized Custom Features:</b>                       |                        |                  |                  |  |
|           |  | Base Unit  | \$76,500.00            | 60.00%           | \$30,600.00      |  |
|           |  | Automatic Document Feeder - duplexing                  |                        | Included         |                  |  |
|           |  | 2/3 Hole Punch   | \$945.00               | 45.00%           | \$519.75         |  |
|           |  | Finisher - Stapling                                    | \$10,395.00            | 45.00%           | \$5,717.25       |  |
|           |  | Print/Scan   |                        | Included         |                  |  |
| Segment   | Model  | Configuration  | Suggested Retail Price | Discount (% off) | Discounted Price |  |
| B8<br>B&W | No Bid   | Complete Unit (includes base unit and custom features) | \$0.00                 | 0.00%            | \$0.00           |  |
|           |  | <b>Itemized Custom Features:</b>                       |                        |                  |                  |  |
|           |  | Base Unit  | \$0.00                 | 0.00%            | \$0.00           |  |
|           |  | Automatic Document Feeder - duplexing                  | \$0.00                 | 0.00%            | \$0.00           |  |
|           |  | 2/3 Hole Punch   | \$0.00                 | 0.00%            | \$0.00           |  |
|           |  | Finisher - Stapling                                    | \$0.00                 | 0.00%            | \$0.00           |  |
|           |  | Print/Scan   | \$0.00                 | 0.00%            | \$0.00           |  |
| Segment   | Model  | Configuration  | Suggested Retail Price | Discount (% off) | Discounted Price |  |
| B9<br>B&W | VarioPrint 6000+<br>6160 Ultra Base<br>License Set | Complete Unit (includes base unit and custom features) | \$280,815.00           | 40.10%           | \$168,212.00     |  |
|           |  | <b>Itemized Custom Features:</b>                       |                        |                  |                  |  |
|           |  | Base Unit  | \$182,600.00           | 45.00%           | \$100,430.00     |  |
|           |  | Automatic Document Feeder - duplexing                  | \$6,775.00             | 31.00%           | \$4,674.75       |  |
|           |  | 2/3 Hole Punch   | \$64,440.00            | 31.00%           | \$44,463.60      |  |
|           |  | Finisher - Stapling                                    | \$27,000.00            | 31.00%           | \$18,630.00      |  |
|           |  | High Capacity Paper Tray - Min 2000 pages              |                        | Included         |                  |  |

## Configuration Cost

### Segment B - Production Copiers

| Segment   | Model   | Configuration   | Suggested Retail Price | Discount (% off) | Discounted Price |
|-----------|---|---|------------------------|------------------|------------------|
| B9<br>B&W | VarioPrint 6000+<br>6160 TP Base<br>License Set   | Complete Unit <small>(includes base unit and custom features)</small> | \$315,815.00           | 40.64%           | \$187,462.81     |
|           |   | <b>Itemized Custom Features:</b>                                      |                        |                  |                  |
|           |   | <i>Base Unit</i>  | \$217,600.00           | 45.00%           | \$119,680.00     |
|           |   | <i>Automatic Document Feeder - duplexing</i>                          | \$6,775.00             | 31.00%           | \$4,674.75       |
|           |   | <i>2/3 Hole Punch</i>   | \$64,440.00            | 31.00%           | \$44,463.60      |
|           |   | <i>Finisher - Stapling</i>  | \$27,000.00            | 31.00%           | \$18,630.00      |
|           |   | <i>High Capacity Paper Tray - Min 2000 pages</i>                      | <i>Included</i>        |                  |                  |
| Segment   | Model   | Configuration   | Suggested Retail Price | Discount (% off) | Discounted Price |
| B9<br>B&W | VarioPrint 6000+<br>6160 MICR Base<br>License Set | Complete Unit <small>(includes base unit and custom features)</small> | \$323,615.00           | 40.75%           | \$191,752.97     |
|           |   | <b>Itemized Custom Features:</b>                                      |                        |                  |                  |
|           |   | <i>Base Unit</i>  | \$225,400.00           | 45.00%           | \$123,970.00     |
|           |   | <i>Automatic Document Feeder - duplexing</i>                          | \$6,775.00             | 31.00%           | \$4,674.75       |
|           |   | <i>2/3 Hole Punch</i>   | \$64,440.00            | 31.00%           | \$44,463.60      |
|           |   | <i>Finisher - Stapling</i>  | \$27,000.00            | 31.00%           | \$18,630.00      |
|           |   | <i>High Capacity Paper Tray - Min 2000 pages</i>                      | <i>Included</i>        |                  |                  |

# Cost Per Copy (CPC)

## Segment B - Production Copiers

**Vendor Name:** CANON U.S.A. INC.

| Group B - Production Copiers<br>B&W and Color/B&W Segments | Monthly Volume Range | Monthly Target Volume | CPC for First 30% of Color Volume | First 30% of Volume | CPC for all Color copies made after the first 30% | CPC for each Color copy made |
|--|----------------------|-----------------------|-----------------------------------|---------------------|---|------------------------------|
| B6<br>B&W<br>(91-119)                                      |                      |                       |                                   | 0                   |   |                              |
| B6<br>Color/B&W<br>(91-119)                                |                      |                       |                                   | 0                   |   |                              |
| B7<br>B&W<br>(120-139)                                     |                      |                       |                                   | 0                   |   |                              |
| B7<br>Color/B&W<br>(120-139)                               |                      |                       |                                   | 0                   |   |                              |
| B8<br>B&W<br>(140-159)                                     |                      |                       |                                   | 0                   |   |                              |
| B8<br>Color/B&W<br>(140-159)                               |                      |                       |                                   | 0                   |   |                              |
| B9<br>B&W<br>(160+)  |                      |                       |                                   | 0                   |   |                              |
| B9<br>Color/B&W<br>(160+)                                  |                      |                       |                                   | 0                   |   |                              |



# List Pricing Worksheet

## Group C - Wide Format Devices (Black and White /Color)

| Vendor Name: Canon  |   |                                  |                                  |  |                           |                                 |
|---|---|----------------------------------|----------------------------------|--|---------------------------|---------------------------------|
| Pricing Item  | Group C - Wide Format Devices<br>Includes B&W and Color/B&W<br>SEGMENTS |                                  |                                  |  |                           |                                 |
|   | Low<br>B&W<br>(500-10,000)  | Low<br>Color/B&W<br>(500-10,000) | Medium<br>B&W<br>(10,001-50,000) | Medium<br>Color/B&W<br>(10,001-50,000) | High<br>B&W<br>(50,0001+) | High<br>Color/B&W<br>(50,0001+) |
| Make  | Oce/Canon   | Canon                            | Oce/Canon                        | Oce/Canon                              | Oce/Canon                 | Oce/Canon                       |
| Model   | PW340   | iPF785                           | PW500                            | CW650                                  | PW900                     | CW900                           |
| Marking Engine  | \$15,801.00   | \$5,401.00                       | \$27,097.00                      | \$52,338.00                            | \$119,015.00              | \$134,813.00                    |
| <b>Paper Handling</b>   |   |                                  |                                  |  |                           |                                 |
| ADF   | N/A   | N/A                              | N/A                              | N/A                                    | N/A                       | N/A                             |
| Scan Station  | Included  | Included                         | Included                         | Included                               | \$1,300.00                | Included                        |
| <i>Scan Station delivery if ordered separately</i>                      | N/A   | N/A                              | N/A                              | N/A                                    | \$273.00                  | N/A                             |
| Platen Cover  | N/A   | N/A                              | N/A                              | N/A                                    | N/A                       | N/A                             |
| Printer Cover (if printer only configuration)                           | \$125.00  | N/A                              | \$125.00                         | N/A                                    | N/A                       | N/A                             |
| <i>Printer Cover delivery if ordered separately</i>                     | \$55.00   | N/A                              | \$55.00                          | N/A                                    | N/A                       | N/A                             |
| Color Scanner   | \$5,000.00  | \$5,777.00                       | \$5,000.00                       | \$8,364.00                             | N/A                       | \$19,884.00                     |
| <i>Color Scanner delivery if ordered separately</i>                     | \$414.00  | N/A                              | \$414.00                         | N/A                                    | N/A                       | N/A                             |
| Scanner   | N/A   | N/A                              | N/A                              | N/A                                    | \$45,995.00               | N/A                             |
| <i>Scanner delivery if ordered separately</i>                           | N/A   | N/A                              | N/A                              | N/A                                    | \$505.00                  | N/A                             |
| <i>Additional Option (Controller Cabinet)</i>                           | N/A   | N/A                              | N/A                              | N/A                                    | N/A                       | N/A                             |
| <i>Additional Option (Flat Panel Display)</i>                           | N/A   | N/A                              | N/A                              | N/A                                    | N/A                       | N/A                             |
| <b>Paper Feeding</b>  |   |                                  |                                  |  |                           |                                 |
| Roll Width (1st Drawer)   | Included  | Included                         | Included                         | Included                               | Included                  | Included                        |
| <i>Additional Roll Width (optional)</i>                                 | \$785.00  | N/A                              | \$4,000.00                       | \$5,000.00                             | \$9,000.00                | N/A                             |
| <i>Additional Roll Width delivery if ordered separately</i>             | \$194.00  | N/A                              | \$295.00                         | \$455.00                               | \$1,010.00                | N/A                             |
| Cassette Tray   | N/A   | N/A                              | \$2,500.00                       | N/A                                    | N/A                       | N/A                             |
| <i>Cassette Tray delivery if ordered separately</i>                     | N/A   | N/A                              | \$372.00                         | N/A                                    | N/A                       | N/A                             |
| <i>Front origional tray</i>   | \$250.00  | N/A                              | N/A                              | N/A                                    | N/A                       | N/A                             |
| <i>Front origional tray delivery if ordered separately</i>              | \$330.00  | N/A                              | N/A                              | N/A                                    | N/A                       | N/A                             |
| <b>Finishing</b>  |   |                                  |                                  |  |                           |                                 |
| Output Tray (Optional)  | \$2,100.00  | N/A                              | \$2,100.00                       | \$2,100.00                             | \$2,100.00                | \$37,910.00                     |
| <i>Output Tray delivery if ordered separately</i>                       | \$494.00  | N/A                              | \$494.00                         | \$494.00                               | \$494.00                  | N/A                             |
| <i>1st Folder Section (Optional)</i>                                    | \$22,232.00   | N/A                              | \$22,232.00                      | \$23,232.00                            | \$42,184.00               | N/A                             |
| <i>2nd Folder Section (Optional)</i>                                    | N/A   | N/A                              | N/A                              | N/A                                    | N/A                       | N/A                             |
| <b>Connectivity / Security</b>  |   |                                  |                                  |  |                           |                                 |
| Network Connectivity Kit  | N/A   | N/A                              | N/A                              | N/A                                    | N/A                       | N/A                             |
| Hard Drive Security Kit   | N/A   | N/A                              | N/A                              | N/A                                    | N/A                       | N/A                             |
| Network Security Kit  | N/A   | N/A                              | N/A                              | N/A                                    | N/A                       | N/A                             |
| Power Protection Unit   | N/A   | N/A                              | N/A                              | N/A                                    | N/A                       | N/A                             |
| <i>Removable HD Kit (Optional)</i>                                      | \$600.00  | N/A                              | N/A                              | N/A                                    | N/A                       | N/A                             |
| <i>Removable HD Kit delivery if ordered separately</i>                  | \$275.00  | N/A                              | N/A                              | N/A                                    | N/A                       | N/A                             |
| <i>Add'l Hard Drive Removable HD Kit</i>                                | \$225.00  | N/A                              | N/A                              | N/A                                    | N/A                       | N/A                             |
| <i>Add'l Hard Drive Removable HD Kit delivery if ordered separately</i> | \$25.00   | N/A                              | N/A                              | N/A                                    | N/A                       | N/A                             |
| <b>Accessibility Options</b>  |   |                                  |                                  |  |                           |                                 |
| <i>Accessibility Option (please describe here)</i>                      | N/A   | N/A                              | N/A                              | N/A                                    | N/A                       | N/A                             |
| <i>Accessibility Option (please describe here)</i>                      | N/A   | N/A                              | N/A                              | N/A                                    | N/A                       | N/A                             |

## List Pricing Worksheet

### Group C - Wide Format Devices (Black and White /Color)

| Pricing Item   | Group C - Wide Format Devices<br>Includes B&W and Color/B&W<br>SEGMENTS |                                  |                                  |  |                           |                                 |
|--|---|----------------------------------|----------------------------------|--|---------------------------|---------------------------------|
|  | Low<br>B&W<br>(500-10,000)  | Low<br>Color/B&W<br>(500-10,000) | Medium<br>B&W<br>(10,001-50,000) | Medium<br>Color/B&W<br>(10,001-50,000) | High<br>B&W<br>(50,0001+) | High<br>Color/B&W<br>(50,0001+) |
| <i>Accessibility Option (please describe here)</i>         | N/A   | N/A                              | N/A                              | N/A                                    | N/A                       | N/A                             |
| <i>Accessibility Option (please describe here)</i>         | N/A   | N/A                              | N/A                              | N/A                                    | N/A                       | N/A                             |
| <b>Software Options</b>                                    |   |                                  |                                  |  |                           |                                 |
| Advanced Scanning Software                                 | Included  | N/A                              | Included                         | Included                               | Included                  | Included                        |
| <i>Additional Option (please describe here)</i>            | N/A   | N/A                              | N/A                              | N/A                                    | N/A                       | N/A                             |
| Advanced Scanning Interface Software                       | Included  | N/A                              | Included                         | Included                               | Included                  | Included                        |
| <i>Additional Option (please describe here)</i>            | N/A   | N/A                              | N/A                              | N/A                                    | N/A                       | N/A                             |
| Simple Account Software                                    | Included  | N/A                              | Included                         | Included                               | Included                  | Included                        |
| <i>Account Console (Optional)</i>                          | \$1,000.00  | N/A                              | \$1,000.00                       | \$1,000.00                             | \$1,000.00                | \$1,000.00                      |
| Advance Accounting Software                                | N/A   | N/A                              | N/A                              | N/A                                    | N/A                       | N/A                             |
| <i>Additional Option (please describe here)</i>            | N/A   | N/A                              | N/A                              | N/A                                    | N/A                       | N/A                             |
| <i>imagePROGRAF PosterArtist</i>                           | N/A   | \$699.00                         | N/A                              | \$699.00                               | N/A                       | N/A                             |
| <i>Adobe Postscript/PDF delivery if ordered separately</i> | N/A   | \$15.00                          | N/A                              | \$15.00                                | N/A                       | N/A                             |
| <i>System Integration</i>                                  | N/A   | \$1,619.00                       | N/A                              | N/A                                    | N/A                       | N/A                             |
| <i>Adobe Postscript/PDF</i>                                | \$850.00  | N/A                              | \$1,800.00                       | \$2,750.00                             | N/A                       | N/A                             |
| <i>Adobe Postscript/PDF delivery if ordered separately</i> | \$25.00   | N/A                              | \$25.00                          | N/A                                    | N/A                       | N/A                             |
| <i>High Speed License</i>                                  | N/A   | N/A                              | N/A                              | N/A                                    | \$6,600.00                | N/A                             |
|  | \$50,780.00   | \$13,511.00                      | \$67,509.00                      | \$96,447.00                            | \$229,476.00              | \$193,607.00                    |

**Discount from MSRP Worksheet**  
**Group C - Wide Format Devices (Black and White / Color)**

| <b>Vendor Name: Canon</b>  |  |   |   |   |  |  |
|--|--|---|---|---|--|--|
| <b>Pricing Item</b>  | <b>Group C - Wide Format Devices<br/>Includes B&amp;W and Color/B&amp;W<br/>SEGMENTS</b> |   |   |   |  |  |
|  | <b>Low<br/>B&amp;W<br/>(500-10,000)</b>  | <b>Low<br/>Color/B&amp;W<br/>(500-10,000)</b> | <b>Medium<br/>B&amp;W<br/>(10,001-50,000)</b> | <b>Medium<br/>Color/B&amp;W<br/>(10,001-50,000)</b> | <b>High<br/>B&amp;W<br/>(50,0001+)</b> | <b>High<br/>Color/B&amp;W<br/>(50,0001+)</b> |
| <b>Make</b>  | <b>Oce/Canon</b>   | <b>Canon</b>                                  | <b>Oce/Canon</b>                              | <b>Oce/Canon</b>                                    | <b>Oce/Canon</b>                       | <b>Oce/Canon</b>                             |
| <b>Model</b>   | <b>PW340</b>   | <b>iPF785</b>                                 | <b>PW500</b>                                  | <b>CW650</b>  | <b>PW900</b>                           | <b>CW900</b>                                 |
| Marking Engine - Discount  | 28.31%   | 14.72%  | 23.32%  | 22.87%  | 37.51%                                 | 18.46%                                       |
| Accessories (Paper Handling, Paper Feeding, Finishing, Facsimile) Discount | 20.00%   | 10.00%  | 20.00%  | 20.00%  | 20.00%                                 | 20.00%                                       |
| Connectivity / Security Discount   | 20.00%   | 10.00%  | N/A   | N/A   | N/A                                    | N/A  |
| Accessibility Options Discount   | N/A  | N/A   | N/A   | N/A   | N/A                                    | N/A  |
| Software Discount  | 20.00%   | 10.00%  | 20.00%  | 20.00%  | 20.00%                                 | 20.00%                                       |

**Service and Supplies Pricing Worksheet**  
**Group C - Wide Format Devices (Black and White / Color)**

| Vendor Name: Canon  |   |                            |           |                            |                                  |                 |                     |                           |                 |
|---|---|----------------------------|-----------|----------------------------|----------------------------------|-----------------|---------------------|---------------------------|-----------------|
| Pricing Item  | Group C - Wide Format Devices<br>Includes B&W and Color/B&W<br>SEGMENTS |                            |           |                            |                                  |                 |                     |                           |                 |
|   | Low B&W (500-10,000)  | Low Color/B&W (500-10,000) |           | Medium B&W (10,001-50,000) | Medium Color/B&W (10,001-50,000) |                 | High B&W (50,0001+) | High Color/B&W (50,0001+) |                 |
|   |   | Color                      | B&W       |                            | Color                            | B&W             |                     | Color                     | B&W             |
| <b>Make</b>   | Oce/Canon   | Canon                      | Canon     | Oce/Canon                  | Oce/Canon                        | Oce/Canon       | Oce/Canon           | Oce/Canon                 | Oce/Canon       |
| <b>Model</b>  | PW340   | IPF765                     | IPF765    | PW500                      | CW650                            | CW650           | PW900               | CW900                     | CW900           |
| Zero Base Service and Supplies Pricing                                  | 0.0715  | N/A                        | N/A       | 0.0562                     | N/A                              | N/A             | 0.0188              | N/A                       | N/A             |
| 90 day warranty   | Included  | N/A                        | N/A       | Included                   | Included                         | N/A             | Included            | Included                  | N/A             |
| 12 month warranty   | N/A   | Included                   | N/A       | N/A                        | N/A                              | N/A             | N/A                 | N/A                       | N/A             |
| <b>Optional Included Impression Pricing</b>                             |   |                            |           |                            |                                  |                 |                     |                           |                 |
| <b>Supplies included?</b>   | Yes   | No                         | No        | Yes                        | No                               | No              | Yes                 | No                        | No              |
| Option #1 Included Base Number Impressions                              | 2,000   | Unlimited                  | Unlimited | 10,000                     | 10,000                           | Incl'd w/ color | 50,000              | 50,000                    | Incl'd w/ color |
| Option #1 Monthly Base Charge   | \$ 126.54   | N/A                        | N/A       | \$ 506.16                  | \$ 735.00                        | Incl'd w/ color | \$ 869.82           | \$ 763.80                 | Incl'd w/ color |
| Option #1 Overage Rate  | 0.0635  | N/A                        | N/A       | 0.0445                     | 0.0320                           | Incl'd w/ color | 0.0148              | 0.0107                    | Incl'd w/ color |
| Option #2 Included Base Number Impressions                              | 5,000   | N/A                        | N/A       | 15,000                     | 15,000                           | Incl'd w/ color | 10,000              | 100,000                   | Incl'd w/ color |
| Option #2 Monthly Base Charge   | \$ 287.28   | N/A                        | N/A       | \$ 678.30                  | \$ 986.00                        | Incl'd w/ color | \$ 1,516.20         | \$ 1,197.00               | Incl'd w/ color |
| Option #2 Overage Rate  | 0.0510  | N/A                        | N/A       | 0.0342                     | 0.0260                           | Incl'd w/ color | 0.0137              | 0.0097                    | Incl'd w/ color |
| Option #3 Included Base Number Impressions                              | 10,000  | N/A                        | N/A       | 25,000                     | 25,000                           | Incl'd w/ color | 20,000              | 200,000                   | Incl'd w/ color |
| Option #3 Monthly Base Charge   | \$ 477.66   | N/A                        | N/A       | \$ 946.20                  | \$ 1,310.00                      | Incl'd w/ color | \$ 2,738.28         | \$ 1,630.20               | Incl'd w/ color |
| Option #3 Overage Rate  | 0.0464  | N/A                        | N/A       | 0.0319                     | 0.0200                           | Incl'd w/ color | 0.0137              | 0.0088                    | Incl'd w/ color |
| <b>Additional Service and Supplies Options</b>                          |   |                            |           |                            |                                  |                 |                     |                           |                 |
| Increase in rate for inclusion of staples                               | N/A   | N/A                        | N/A       | N/A                        | N/A                              | N/A             | N/A                 | N/A                       | N/A             |
| Base monthly charge for 2 x 5 coverage                                  | N/A   | N/A                        | N/A       | N/A                        | N/A                              | N/A             | N/A                 | N/A                       | N/A             |
| Base monthly charge for 3 x 5 coverage                                  | N/A   | N/A                        | N/A       | N/A                        | N/A                              | N/A             | N/A                 | N/A                       | N/A             |
| Base monthly charge for 3 x 5 coverage                                  | N/A   | N/A                        | N/A       | N/A                        | N/A                              | N/A             | N/A                 | N/A                       | N/A             |
| Base monthly charge for 1 x 7 coverage                                  | N/A   | N/A                        | N/A       | N/A                        | N/A                              | N/A             | N/A                 | N/A                       | N/A             |
| Base monthly charge for 2 x 7 coverage                                  | N/A   | N/A                        | N/A       | N/A                        | N/A                              | N/A             | N/A                 | N/A                       | N/A             |
| Base monthly charge for 3 x 7 coverage                                  | N/A   | N/A                        | N/A       | N/A                        | N/A                              | N/A             | N/A                 | N/A                       | N/A             |
| Additional 1 year warranty printer only                                 | N/A   | 540                        | N/A       | N/A                        | N/A                              | N/A             | N/A                 | N/A                       | N/A             |
| Additional 2 year warranty printer only                                 | N/A   | 990                        | N/A       | N/A                        | N/A                              | N/A             | N/A                 | N/A                       | N/A             |
| Additional 1 year warranty printer & scanner                            | N/A   | 1256                       | N/A       | N/A                        | N/A                              | N/A             | N/A                 | N/A                       | N/A             |
| Additional 2 year warranty printer & scanner                            | N/A   | 2336                       | N/A       | N/A                        | N/A                              | N/A             | N/A                 | N/A                       | N/A             |
| Scanner monthly base charge   | \$ 45.60  | N/A                        | N/A       | \$ 45.60                   | \$ 80.94                         | N/A             | \$ 228.00           | N/A                       | N/A             |
| Folder monthly base charge  | \$ 114.00   | N/A                        | N/A       | \$ 114.00                  | \$ 114.00                        | N/A             | \$ 175.56           | N/A                       | N/A             |
| Stacker monthly base charge   | N/A   | N/A                        | N/A       | N/A                        | N/A                              | N/A             | \$ 57.00            | N/A                       | N/A             |
| <b>Additional Labor Components</b>                                      |   |                            |           |                            |                                  |                 |                     |                           |                 |
| Additional End User Training Cost by hours                              | N/A   | N/A                        | N/A       | N/A                        | N/A                              | N/A             | N/A                 | N/A                       | N/A             |
| Additional Advanced / IT Training Cost by hours                         | N/A   | N/A                        | N/A       | N/A                        | N/A                              | N/A             | N/A                 | N/A                       | N/A             |
| Additional IT Support by hours  | N/A   | N/A                        | N/A       | N/A                        | N/A                              | N/A             | N/A                 | N/A                       | N/A             |
| <b>Percentage Increase in Service and Supplies Rate by Service Zone</b> |   |                            |           |                            |                                  |                 |                     |                           |                 |
| Percentage Increase for Rural Zone                                      | N/A   | N/A                        | N/A       | N/A                        | N/A                              | N/A             | N/A                 | N/A                       | N/A             |
| Percentage Increase for Remote Zone                                     | N/A   | N/A                        | N/A       | N/A                        | N/A                              | N/A             | N/A                 | N/A                       | N/A             |
| <b>Moving Charges by Zone</b>   |   |                            |           |                            |                                  |                 |                     |                           |                 |
| Zone 2 - Flat Fee   | N/A   | N/A                        | N/A       | N/A                        | N/A                              | N/A             | N/A                 | N/A                       | N/A             |
| Zone 3 - Flat Fee   | \$ 11.40  | N/A                        | N/A       | \$ 78.00                   | \$ 188.10                        | Incl'd w/ color | \$ 228.00           | \$ 228.00                 | Incl'd w/ color |

## Configuration Cost

### Segment C - Wide Format Devices (Black and White / Color)

| Vendor Name: Canon |                 |  |                        |                  |                  |
|--------------------|-----------------|--|------------------------|------------------|------------------|
| Segment            | Model           | Configuration  | Suggested Retail Price | Discount (% off) | Discounted Price |
| Low B&W            | Oce/Canon PW340 | Complete Unit<br><small>(includes base unit and custom features)</small> | \$20,801.00            | 26.32%           | \$15,327.00      |
|                    |                 | Itemized Custom Features:  |                        |                  |                  |
|                    |                 | Base Unit  | \$15,801.00            | 28.31%           | \$11,327.00      |
|                    |                 | Printer Only   | N/A                    | N/A              | N/A              |
|                    |                 | Print/Copy/Scan  | \$5,000.00             | 20.00%           | \$4,000.00       |
| Medium B&W         | Oce/Canon PW500 | Complete Unit<br><small>(includes base unit and custom features)</small> | \$32,097.00            | 22.80%           | \$24,778.00      |
|                    |                 | Itemized Custom Features:  |                        |                  |                  |
|                    |                 | Base Unit  | \$27,097.00            | 23.32%           | \$20,778.00      |
|                    |                 | Printer Only   | N/A                    | N/A              | N/A              |
|                    |                 | Print/Copy/Scan  | \$5,000.00             | 20.00%           | \$4,000.00       |
| High B&W           | Oce/Canon PW900 | Complete Unit<br><small>(includes base unit and custom features)</small> | \$167,110.00           | 32.47%           | \$112,847.00     |
|                    |                 | Itemized Custom Features:  |                        |                  |                  |
|                    |                 | Base Unit  | \$119,015.00           | 37.51%           | \$74,371.00      |
|                    |                 | Printer Only   | N/A                    | N/A              | N/A              |
|                    |                 | Print/Copy/Scan  | \$48,095.00            | 20.00%           | \$38,476.00      |
| Low Color/B&W      | Canon iPF765    | Complete Unit<br><small>(includes base unit and custom features)</small> | \$11,178.00            | 12.28%           | \$9,805.50       |
|                    |                 | Itemized Custom Features:  |                        |                  |                  |
|                    |                 | Base Unit  | \$5,401.00             | 14.72%           | \$4,606.00       |
|                    |                 | Printer Only   | N/A                    | N/A              | N/A              |
|                    |                 | Print/Copy/Scan  | \$5,777.00             | 10.00%           | \$5,199.50       |
| Medium Color/B&W   | Oce/Canon CW650 | Complete Unit<br><small>(includes base unit and custom features)</small> | \$60,702.00            | 22.47%           | \$47,060.00      |
|                    |                 | Itemized Custom Features:  |                        |                  |                  |
|                    |                 | Base Unit  | \$52,338.00            | 22.87%           | \$40,369.00      |
|                    |                 | Printer Only   | N/A                    | N/A              | N/A              |
|                    |                 | Print/Copy/Scan  | \$8,364.00             | 20.00%           | \$6,691.00       |
| High Color/B&W     | Oce/Canon CW900 | Complete Unit<br><small>(includes base unit and custom features)</small> | \$172,723.00           | 18.80%           | \$140,249.00     |
|                    |                 | Itemized Custom Features:  |                        |                  |                  |
|                    |                 | Base Unit  | \$134,813.00           | 18.46%           | \$109,920.00     |
|                    |                 | Printer Only   | N/A                    | N/A              | N/A              |
|                    |                 | Print/Copy/Scan  | \$37,910.00            | 20.00%           | \$30,329.00      |

# Cost Per Copy (CPC)

## Segment C - Wide Format Devices (Black and White / Color)

Vendor Name: Canon

| Group C - Wide Format Devices B&W and Color/B&W Segments | Monthly Volume Range | Monthly Target Volume | CPC for First 30% of B&W Volume | First 30% of Volume | CPC for all B&W copies made after the first 30% | CPC for each Color copy made |
|--|----------------------|-----------------------|---------------------------------|---------------------|---|------------------------------|
| Low B&W (500-10,000)                                     |                      |                       |                                 | 0                   |   |                              |
| Low Color/B&W (500-10,000)                               |                      |                       |                                 | 0                   |   |                              |
| Medium B&W (10,001-50,000)                               |                      |                       |                                 | 0                   |   |                              |
| Medium Color/B&W (10,001-50,000)                         |                      |                       |                                 | 0                   |   |                              |
| High B&W (50,0001+)                                      |                      |                       |                                 | 0                   |   |                              |
| High Color/B&W (50,0001+)                                |                      |                       |                                 | 0                   |   |                              |

## List Pricing Worksheet

### Group F - Scanners

| Vendor Name: Canon  |               |               |               |               |               |             |             |             |             |             |             |
|---|---------------|---------------|---------------|---------------|---------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Pricing Item  |               |               |               |               |               |             |             |             |             |             |             |
|   | F0<br>(30-49) | F1<br>(50-59) | F2<br>(60-69) | F2<br>(60-69) | F4<br>(80-89) | F5<br>(90+) | F5<br>(90+) | F5<br>(90+) | F5<br>(90+) | F5<br>(90+) | F5<br>(90+) |
| Make  | Canon         | Canon         | Canon         | Canon         | Canon         | Canon       | Canon       | Canon       | Canon       | Canon       | Canon       |
| Model   | P-215II       | DR-C225       | DR-C130       | ScanFront 330 | DR-M140       | DR-6010C    | DR-6030C    | DR-M160II   | DR-G1100    | DR-G1130    | DR-X10C     |
| Marking Engine  | \$299.00      | \$449.00      | \$595.00      | \$2,295.00    | \$1,195.00    | \$3,495.00  | \$4,495.00  | \$1,195.00  | \$6,775.00  | \$9,975.00  | \$17,995.00 |
| Paper Handling  |               |               |               |               |               |             |             |             |             |             |             |
| ADF   | included      | included      | included      | included      | included      | included    | included    | included    | included    | included    | included    |
| RADF  | N/A           | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | N/A         |
| Scan Station  | N/A           | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | N/A         |
| Platen Cover  | N/A           | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | N/A         |
| Color Scanner   | Yes           | Yes           | Yes           | Yes           | Yes           | Yes         | Yes         | Yes         | Yes         | Yes         | Yes         |
| Additional Option (please describe here)                              | N/A           | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | N/A         |
| Additional Option (please describe here)                              | N/A           | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | N/A         |
| Paper Feeding   |               |               |               |               |               |             |             |             |             |             |             |
| Base Cabinet  | N/A           | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | N/A         |
| Flatbed Unit 101 -DR-C130/C225/M140/M160II/6010C/6030C/G1100/G1130    | N/A           | \$495.00      | \$495.00      | N/A           | \$495.00      | \$495.00    | \$495.00    | \$495.00    | \$495.00    | \$495.00    | N/A         |
| Flatbed Unit 201 -DR-C130/C225/M140/M160II/6010C/6030C/G1100/G1130    | N/A           | \$1,095.00    | \$1,095.00    | N/A           | \$1,095.00    | \$1,095.00  | \$1,095.00  | \$1,095.00  | \$1,095.00  | \$1,095.00  | \$1,095.00  |
| Flatbed Unit 201 -DR-X10C   | N/A           | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | \$1,095.00  |
| Additional Option (please describe here)                              | N/A           | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | N/A         |
| Connectivity / Security   |               |               |               |               |               |             |             |             |             |             |             |
| Network Connectivity Kit  | No            | No            | No            | included      | No            | No          | No          | No          | No          | No          | No          |
| Hard Drive Security Kit   | N/A           | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | N/A         |
| Network Security Kit  | N/A           | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | N/A         |
| Power Protection Unit   | N/A           | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | N/A         |
| WiFi Unit Wu10 - P-215  | \$169.00      | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | N/A         |
| Additional Option (please describe here)                              | N/A           | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | N/A         |
| Additional Option (please describe here)                              | N/A           | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | N/A         |
| Accessibility Options   |               |               |               |               |               |             |             |             |             |             |             |
| Accessibility Option (please describe here)                           | N/A           | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | N/A         |
| Accessibility Option (please describe here)                           | N/A           | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | N/A         |
| Accessibility Option (please describe here)                           | N/A           | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | N/A         |
| Accessibility Option (please describe here)                           | N/A           | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | N/A         |
| Software Options  |               |               |               |               |               |             |             |             |             |             |             |
| Advanced Scanning Software  | N/A           | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | N/A         |
| Advanced Scanning Interface Software                                  | N/A           | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | N/A         |
| Simple Account Software   | N/A           | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | N/A         |
| Advance Accounting Software   | N/A           | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | N/A         |
| Barcode Module III - DR-M140/M160II/DR-6010C/DR6030C/G1100/G1130/X10C | N/A           | N/A           | N/A           | N/A           | \$199.00      | \$199.00    | \$199.00    | \$199.00    | \$199.00    | \$199.00    | \$199.00    |
| Imprinter for G1100/ G1130 *  | N/A           | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | \$395.00    | \$395.00    | N/A         |
| Patch Code Decoder for DR-G1100/1130 *                                | N/A           | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | \$495.00    | \$495.00    | N/A         |
| Patch Code Decoder for DR-X10C  | N/A           | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | \$495.00    |
| Pre Imprinter for DR-X10C *   | N/A           | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | \$630.00    |
| Post Imprinter for DR-X10C *  | N/A           | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | \$630.00    |
| Kofax CGA Board DR-X10C *   | N/A           | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | \$2,550.00  |
| * service installation required                                       |               |               |               |               |               |             |             |             |             |             |             |
| Misc. Accessories   |               |               |               |               |               |             |             |             |             |             |             |
| USB Cable for P-215   | \$12.00       | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | N/A         |
| AC Adapter for P-215  | \$35.00       | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | N/A         |
| Soft Carrying Case for P-215  | \$35.00       | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | N/A         |
| Maintenance - ( eCarePak)   |               |               |               |               |               |             |             |             |             |             |             |
| P215 Advanced Exchange Program  |               |               |               |               |               |             |             |             |             |             |             |
| eCarePak - 1 year   | \$39.00       | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | N/A         |
| eCarePak - 2 year   | \$78.00       | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | N/A         |
| eCarePak - 3 year   | \$117.00      | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | N/A         |
| eCarePak - 4 year   | \$156.00      | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | N/A         |
| DR-C225/C130/M140/M160II eCarePak exchange program                    |               |               |               |               |               |             |             |             |             |             |             |
| eCarePak - WG -1 year   | N/A           | \$118.00      | \$118.00      | N/A           | \$118.00      | N/A         | N/A         | \$118.00    | N/A         | N/A         | N/A         |
| eCarePak - WG -2 year   | N/A           | \$225.00      | \$225.00      | N/A           | \$225.00      | N/A         | N/A         | \$225.00    | N/A         | N/A         | N/A         |
| eCarePak - WG -3 year   | N/A           | \$337.00      | \$337.00      | N/A           | \$337.00      | N/A         | N/A         | \$337.00    | N/A         | N/A         | N/A         |





**Discount from MSRP Worksheet**  
**Group F - Scanners**

| Vendor Name: Canon   |                                |               |               |               |               |             |             |             |             |             |             |
|--|--------------------------------|---------------|---------------|---------------|---------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Pricing Item   | Group F - Scanners<br>SEGMENTS |               |               |               |               |             |             |             |             |             |             |
|  | F0<br>(30-49)                  | F1<br>(50-59) | F2<br>(60-69) | F2<br>(60-69) | F4<br>(80-89) | F5<br>(90+) | F5<br>(90+) | F5<br>(90+) | F5<br>(90+) | F5<br>(90+) | F5<br>(90+) |
| Make   | Canon                          | Canon         | Canon         | Canon         | Canon         | Canon       | Canon       | Canon       | Canon       | Canon       | Canon       |
| Model  | P-215II                        | DR-C225       | DR-C130       | ScanFront 330 | DR-M140       | DR-6010C    | DR-6030C    | DR-M160II   | DR-G1100    | DR-G1130    | DR-X10C     |
| Marking Engine - Discount  | 25.00%                         | 25.00%        | 25.00%        | 25.00%        | 25.00%        | 25.00%      | 25.00%      | 25.00%      | 25.00%      | 25.00%      | 25.00%      |
| Accessories (Paper Handling, Paper Feeding, Finishing, Facsimile) Discount | N/A                            | 25.00%        | 25.00%        | N/A           | 25.00%        | 25.00%      | 25.00%      | 25.00%      | 25.00%      | 25.00%      | 25.00%      |
| Connectivity / Security Discount   | 25.00%                         | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | N/A         |
| Accessibility Options Discount   | N/A                            | N/A           | N/A           | N/A           | N/A           | N/A         | N/A         | N/A         | N/A         | N/A         | N/A         |
| Software Discount  | N/A                            | N/A           | N/A           | N/A           | 25.00%        | 25.00%      | 25.00%      | 25.00%      | 25.00%      | 25.00%      | 25.00%      |

**NOTE:** Discount must be shown in percent format.

## Configuration Cost

### Segment F - Scanners

| Vendor Name: Canon |         |  |                        |                  |                  |
|--------------------|---------|--|------------------------|------------------|------------------|
| Segment            | Model   | Configuration  | Suggested Retail Price | Discount (% off) | Discounted Price |
| F0                 | P-215II | Complete Unit<br><small>(includes base unit and custom features)</small> | \$299.00               | 25.00%           | \$224.25         |
|                    |         | <b>Itemized Custom Features:</b>   |                        |                  |                  |
|                    |         | <i>Base Unit</i>   | \$299.00               | 25.00%           | \$224.25         |
|                    |         | <i>Multifeed detection</i>   | \$0.00                 | 0.00%            | \$0.00           |
|                    |         | <i>Scanning Software</i>   | \$0.00                 | 0.00%            | \$0.00           |
|                    |         | <i>Double-sided scanning feature</i>                                     | \$0.00                 | 0.00%            | \$0.00           |
|                    |         | <i>11" X 17" scanning capabilities</i>                                   | \$0.00                 | 0.00%            | \$0.00           |
|                    |         | <i>Auto Color Detection</i>  | \$0.00                 | 0.00%            | \$0.00           |
| Segment            | Model   | Configuration  | Suggested Retail Price | Discount (% off) | Discounted Price |
| F1                 | DR-C225 | Complete Unit<br><small>(includes base unit and custom features)</small> | \$1,544.00             | 25.00%           | \$1,158.00       |
|                    |         | <b>Itemized Custom Features:</b>   |                        |                  |                  |
|                    |         | <i>Base Unit</i>   | \$449.00               | 25.00%           | \$336.75         |
|                    |         | <i>Multifeed detection</i>   | \$0.00                 | 0.00%            | \$0.00           |
|                    |         | <i>Scanning Software</i>   | \$0.00                 | 0.00%            | \$0.00           |
|                    |         | <i>Double-sided scanning feature</i>                                     | \$0.00                 | 0.00%            | \$0.00           |
|                    |         | <i>11" X 17" scanning capabilities</i>                                   | \$1,095.00             | 25.00%           | \$821.25         |
|                    |         | <i>Auto Color Detection</i>  | \$0.00                 | 0.00%            | \$0.00           |
| Segment            | Model   | Configuration  | Suggested Retail Price | Discount (% off) | Discounted Price |
| F2                 | DR-C130 | Complete Unit<br><small>(includes base unit and custom features)</small> | \$1,690.00             | 25.00%           | \$1,267.50       |
|                    |         | <b>Itemized Custom Features:</b>   |                        |                  |                  |
|                    |         | <i>Base Unit</i>   | \$595.00               | 25.00%           | \$446.25         |
|                    |         | <i>Multifeed detection</i>   | \$0.00                 | 0.00%            | \$0.00           |
|                    |         | <i>Scanning Software</i>   | \$0.00                 | 0.00%            | \$0.00           |
|                    |         | <i>Double-sided scanning feature</i>                                     | \$0.00                 | 0.00%            | \$0.00           |
|                    |         | <i>11" X 17" scanning capabilities</i>                                   | \$1,095.00             | 25.00%           | \$821.25         |
|                    |         | <i>Auto Color Detection</i>  | \$0.00                 | 0.00%            | \$0.00           |
| Segment            | Model   | Configuration  | Suggested Retail Price | Discount (% off) | Discounted Price |
| F2                 | SF330   | Complete Unit<br><small>(includes base unit and custom features)</small> | \$2,295.00             | 25.00%           | \$1,721.25       |
|                    |         | <b>Itemized Custom Features:</b>   |                        |                  |                  |
|                    |         | <i>Base Unit</i>   | \$2,295.00             | 25.00%           | \$1,721.25       |
|                    |         | <i>Multifeed detection</i>   | \$0.00                 | 0.00%            | \$0.00           |
|                    |         | <i>Scanning Software</i>   | \$0.00                 | 0.00%            | \$0.00           |
|                    |         | <i>Double-sided scanning feature</i>                                     | \$0.00                 | 0.00%            | \$0.00           |
|                    |         | <i>11" X 17" scanning capabilities</i>                                   | \$0.00                 | 0.00%            | \$0.00           |
|                    |         | <i>Auto Color Detection</i>  | \$0.00                 | 0.00%            | \$0.00           |

## Configuration Cost

### Segment F - Scanners

| Segment        | Model        | Configuration  | Suggested Retail Price        | Discount (% off)        | Discounted Price        |
|----------------|--------------|--|-------------------------------|-------------------------|-------------------------|
| F4             | DR-M140      | Complete Unit<br><small>(includes base unit and custom features)</small> | \$2,290.00                    | 25.00%                  | \$1,717.50              |
|                |              | <b>Itemized Custom Features:</b>   |                               |                         |                         |
|                |              | Base Unit  | \$1,195.00                    | 25.00%                  | \$896.25                |
|                |              | Multifeed detection  | \$0.00                        | 0.00%                   | \$0.00                  |
|                |              | Scanning Software  | \$0.00                        | 0.00%                   | \$0.00                  |
|                |              | Double-sided scanning feature  | \$0.00                        | 0.00%                   | \$0.00                  |
|                |              | 11" X 17" scanning capabilities  | \$1,095.00                    | 25.00%                  | \$821.25                |
|                |              | Auto Color Detection   | \$0.00                        | 0.00%                   | \$0.00                  |
| <b>Segment</b> | <b>Model</b> | <b>Configuration</b>   | <b>Suggested Retail Price</b> | <b>Discount (% off)</b> | <b>Discounted Price</b> |
| F5             | DR-M160II    | Complete Unit<br><small>(includes base unit and custom features)</small> | \$2,290.00                    | 25.00%                  | \$1,717.50              |
|                |              | <b>Itemized Custom Features:</b>   |                               |                         |                         |
|                |              | Base Unit  | \$1,195.00                    | 25.00%                  | \$896.25                |
|                |              | Multifeed detection  | \$0.00                        | 0.00%                   | \$0.00                  |
|                |              | Scanning Software  | \$0.00                        | 0.00%                   | \$0.00                  |
|                |              | Double-sided scanning feature  | \$0.00                        | 0.00%                   | \$0.00                  |
|                |              | 11" X 17" scanning capabilities  | \$1,095.00                    | 25.00%                  | \$821.25                |
|                |              | Auto Color Detection   | \$0.00                        | 0.00%                   | \$0.00                  |
| <b>Segment</b> | <b>Model</b> | <b>Configuration</b>   | <b>Suggested Retail Price</b> | <b>Discount (% off)</b> | <b>Discounted Price</b> |
| F5             | DR-6010C     | Complete Unit<br><small>(includes base unit and custom features)</small> | \$4,590.00                    | 25.00%                  | \$3,442.50              |
|                |              | <b>Itemized Custom Features:</b>   |                               |                         |                         |
|                |              | Base Unit  | \$3,495.00                    | 25.00%                  | \$2,621.25              |
|                |              | Multifeed detection  | \$0.00                        | 0.00%                   | \$0.00                  |
|                |              | Scanning Software  | \$0.00                        | 0.00%                   | \$0.00                  |
|                |              | Double-sided scanning feature  | \$0.00                        | 0.00%                   | \$0.00                  |
|                |              | 11" X 17" scanning capabilities  | \$1,095.00                    | 25.00%                  | \$821.25                |
|                |              | Auto Color Detection   | \$0.00                        | 0.00%                   | \$0.00                  |
| <b>Segment</b> | <b>Model</b> | <b>Configuration</b>   | <b>Suggested Retail Price</b> | <b>Discount (% off)</b> | <b>Discounted Price</b> |
| F5             | DR-6030C     | Complete Unit<br><small>(includes base unit and custom features)</small> | \$5,590.00                    | 25.00%                  | \$4,192.50              |
|                |              | <b>Itemized Custom Features:</b>   |                               |                         |                         |
|                |              | Base Unit  | \$4,495.00                    | 25.00%                  | \$3,371.25              |
|                |              | Multifeed detection  | \$0.00                        | 0.00%                   | \$0.00                  |
|                |              | Scanning Software  | \$0.00                        | 0.00%                   | \$0.00                  |
|                |              | Double-sided scanning feature  | \$0.00                        | 0.00%                   | \$0.00                  |
|                |              | 11" X 17" scanning capabilities  | \$1,095.00                    | 25.00%                  | \$821.25                |
|                |              | Auto Color Detection   | \$0.00                        | 0.00%                   | \$0.00                  |

## Configuration Cost

### Segment F - Scanners

| Segment | Model    | Configuration  | Suggested Retail Price | Discount (% off) | Discounted Price |
|---------|----------|--|------------------------|------------------|------------------|
| F5      | DR-G1100 | Complete Unit<br><small>(includes base unit and custom features)</small> | \$7,870.00             | 25.00%           | \$5,902.50       |
|         |          | <b>Itemized Custom Features:</b>   |                        |                  |                  |
|         |          | <i>Base Unit</i>   | \$6,775.00             | 25.00%           | \$5,081.25       |
|         |          | <i>Multifeed detection</i>   | \$0.00                 | 0.00%            | \$0.00           |
|         |          | <i>Scanning Software</i>   | \$0.00                 | 0.00%            | \$0.00           |
|         |          | <i>Double-sided scanning feature</i>                                     | \$0.00                 | 0.00%            | \$0.00           |
|         |          | <i>11" X 17" scanning capabilities</i>                                   | \$1,095.00             | 25.00%           | \$821.25         |
|         |          | <i>Auto Color Detection</i>  | \$0.00                 | 0.00%            | \$0.00           |
|         |          |  |                        |                  |                  |
| Segment | Model    | Configuration  | Suggested Retail Price | Discount (% off) | Discounted Price |
| F5      | DR-G1130 | Complete Unit<br><small>(includes base unit and custom features)</small> | \$11,070.00            | 25.00%           | \$8,302.50       |
|         |          | <b>Itemized Custom Features:</b>   |                        |                  |                  |
|         |          | <i>Base Unit</i>   | \$9,975.00             | 25.00%           | \$7,481.25       |
|         |          | <i>Multifeed detection</i>   | \$0.00                 | 0.00%            | \$0.00           |
|         |          | <i>Scanning Software</i>   | \$0.00                 | 0.00%            | \$0.00           |
|         |          | <i>Double-sided scanning feature</i>                                     | \$0.00                 | 0.00%            | \$0.00           |
|         |          | <i>11" X 17" scanning capabilities</i>                                   | \$1,095.00             | 25.00%           | \$821.25         |
|         |          | <i>Auto Color Detection</i>  | \$0.00                 | 0.00%            | \$0.00           |
|         |          |  |                        |                  |                  |
| Segment | Model    | Configuration  | Suggested Retail Price | Discount (% off) | Discounted Price |
| F5      | DR-X10C  | Complete Unit<br><small>(includes base unit and custom features)</small> | \$17,995.00            | 25.00%           | \$13,496.25      |
|         |          | <b>Itemized Custom Features:</b>   |                        |                  |                  |
|         |          | <i>Base Unit</i>   | \$17,995.00            | 25.00%           | \$13,496.25      |
|         |          | <i>Multifeed detection</i>   | \$0.00                 | 0.00%            | \$0.00           |
|         |          | <i>Scanning Software</i>   | \$0.00                 | 0.00%            | \$0.00           |
|         |          | <i>Double-sided scanning feature</i>                                     | \$0.00                 | 0.00%            | \$0.00           |
|         |          | <i>11" X 17" scanning capabilities</i>                                   | \$0.00                 | 0.00%            | \$0.00           |
|         |          | <i>Auto Color Detection</i>  | \$0.00                 | 0.00%            | \$0.00           |

CONTRACT SUPPLEMENT  
SP-37 - Rev. 4/28/14  
Prev. Rev. 3/12/14

Janet DelGreco Olson  
Contract Specialist  
860-713-5079  
Telephone Number

# STATE OF CONNECTICUT

DEPARTMENT OF ADMINISTRATIVE SERVICES

PROCUREMENT DIVISION  
165 Capitol Avenue, 5<sup>th</sup> Floor South  
HARTFORD, CT 06106-1659

CONTRACT AWARD NO.:

14PSX0125

Contract Award Date:

18 September 2015

Bid Due Date:

20 August 2014

SUPPLEMENT DATE:

24 September 2015

## PARTIAL CONTRACT AWARD SUPPLEMENT #1

**IMPORTANT: THIS IS NOT A PURCHASE ORDER. Do NOT PRODUCE OR SHIP WITHOUT AN AGENCY PURCHASE ORDER.**

DESCRIPTION: **Copiers, Printers and Related Devices - WSCA/NASPO**

|   |  |  |   |
|---|--|--|---|
| FOR:<br>All Using State Agencies and Political Subdivisions |  | TERM OF CONTRACT:<br>Date of Award through December 31, 2019 |   |
|   |  | AGENCY REQUISITION NUMBER:                                   |   |
| CHANGE TO IN STATE (NON-SB)<br>CONTRACT VALUE               | CHANGE TO DAS-CERTIFIED SMALL<br>BUSINESS CONTRACT VALUE | CHANGE TO OUT OF STATE<br>CONTRACT VALUE                     | CHANGE TO TOTAL CONTRACT<br>AWARD VALUE |
| n/c   | n/c  | n/c  | n/c                                     |

**NOTICE TO CONTRACTORS:** This notice is not an order to ship. Purchase Orders against contracts will be furnished by the using agency or agencies on whose behalf the contract is made. INVOICE SHALL BE RENDERED DIRECT TO THE ORDERING AGENCY.

**NOTE:** Dollar amounts listed next to each contractor are possible award amounts, however, they do not reflect any expected purchase amounts (actual or implied). They are for CHRO use only.

**NOTICE TO AGENCIES:** A complete explanatory report shall be furnished promptly to the Procurement Manager concerning items delivered and/or services rendered on orders placed against awards listed herein which are found not to comply with the specifications or which are otherwise unsatisfactory from the agency's viewpoint, as well as failure of the contractor to deliver within a reasonable period of time specified. Please issue orders and process invoices promptly.

**CASH DISCOUNTS:** Cash discounts, if any, shall be given SPECIAL ATTENTION, but such cash discount shall not be taken unless payment is made within the discount period.

**PRICE BASIS:** Unless otherwise noted, prices include delivery and transportation charges fully prepaid f.o.b. agency. No extra charge is to be made for packing or packages.

*See Overleaf for Contractor Information*

**NOTE:** Supplement #1 has been issued to Partial Contract Award 14PSX0125 to update Contractor Information for Konica Minolta Business Solutions USA, Inc. All terms and conditions not otherwise affected by this supplement remain unchanged and in full force and effect.

DEPARTMENT OF ADMINISTRATIVE SERVICES

By: \_\_\_\_\_  
(Original Signature on Document in Procurement Files)

Name: **JANET DELGRECO OLSON**

Title: Contract Specialist

Date: September 24, 2015

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

---

Company Name: **Konica Minolta Business Solutions USA, Inc.**

Company Address: **1595 Spring Hill Road, STE 410, Vienna VA 22182**

Tel. No.: **813 207-8276**

Fax No.:

Contact Person: **Kristen McKenna**

Delivery: **As specified on Purchase Order**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [kmckenna@kmbs.konicaminolta.us](mailto:kmckenna@kmbs.konicaminolta.us)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **None**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 45 days**

*Below is small business authorized dealer(s) for Konica Minolta Business Solutions USA, Inc.*

Company Name: **A&A Office Systems, Incorporated**

Company Address: **909 Middle Street, Middletown CT 06457**

Tel. No.: **635-5053 or 860 486-7426 (cell)** Fax No.: **635-5280**

Contact Person: **Jay Nkonoki (Account Manager)**

Contact Person Address: **same as above**

Company E-mail Address and/or Company Web Site: [www.aaofficeonline.com](http://www.aaofficeonline.com) [jnkonoki@aaofficeonline.com](mailto:jnkonoki@aaofficeonline.com)

Remittance Address: n/a

Certification Type (SBE, MBE or None): **SBE**

Agrees to Supply Political SubDivisions: **Yes**

Payment Terms: **Net 30 days**

---



CONTRACT AWARD  
SP-38 - Rev. 5/21/14  
Prev. Rev. 3/12/14

Janet DelGreco Olson  
Contract Specialist

860-713-5079  
Telephone Number

# STATE OF CONNECTICUT

DEPARTMENT OF ADMINISTRATIVE SERVICES

PROCUREMENT DIVISION

165 Capitol Avenue, 5<sup>th</sup> Floor South, Hartford CT 06106-1659

CONTRACT AWARD NO.:

14PSX0125

Contract Award Date:

18 September 2015

Bid Due Date:

20 August 2014

## PARTIAL CONTRACT AWARD

**IMPORTANT: THIS IS NOT A PURCHASE ORDER. DO NOT PRODUCE OR SHIP WITHOUT AN AGENCY PURCHASE ORDER.**

DESCRIPTION:

### Copiers, Printers and Related Devices - WSCA/NASPO

FOR:  
All Using State Agencies and Political Subdivisions

TERM OF CONTRACT:  
Date of Award through December 31, 2019

AGENCY REQUISITION NUMBER:

| IN STATE (NON-SB)<br>CONTRACT VALUE | DAS CERTIFIED SMALL<br>BUSINESS CONTRACT VALUE | OUT OF STATE<br>CONTRACT VALUE | TOTAL CONTRACT<br>AWARD VALUE |
|-------------------------------------|--|--------------------------------|-------------------------------|
| \$1,000,000.00 (est.)               |  | \$1,000,000.00 (est.)          | \$2,000,000.00 (est.)         |

**NOTICE TO CONTRACTORS:** This notice is not an order to ship. Purchase Orders against contracts will be furnished by the using agency or agencies on whose behalf the contract is made. INVOICE SHALL BE RENDERED DIRECT TO THE ORDERING AGENCY.

**NOTE:** Dollar amounts listed next to each contractor are possible award amounts, however, they do not reflect any expected purchase amounts (actual or implied). They are for CHRO use only.

**NOTICE TO AGENCIES:** A complete explanatory report shall be furnished promptly to the Procurement Manager concerning items delivered and/or services rendered on orders placed against awards listed herein which are found not to comply with the specifications or which are otherwise unsatisfactory from the agency's viewpoint, as well as failure of the contractor to deliver within a reasonable period of time specified. Please issue orders and process invoices promptly.

**CASH DISCOUNTS:** Cash discounts, if any, shall be given SPECIAL ATTENTION, but such cash discount shall not be taken unless payment is made within the discount period.

**PRICE BASIS:** Unless otherwise noted, prices include delivery and transportation charges fully prepaid f.o.b. agency. No extra charge is to be made for packing or packages.

*See Overleaf for Contractor Information*

The signature below by the DAS Contract Specialist is evidence that the Contractor's solicitation response has/have been accepted and that the Contractor(s) and DAS are bound by all of the terms and conditions of the Contract.

DEPARTMENT OF ADMINISTRATIVE SERVICES

By: \_\_\_\_\_  
(Original Signature on Document in Procurement Files)

Name: **CAROL WILSON**

Title: Procurement Director

Date: September 18, 2015

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

---

**Company Name:** Konica Minolta Business Solutions USA, Inc.  
**Company Address:** 1595 Spring Hill Road, STE 410, Vienna VA 22182  
**Tel. No.:** 703 760-3573 **Fax No.:** 703 506-1257 **Contract Value:** \$1,000,000.00 (est.)  
**Contact Person:** Kim Talbot **Delivery:** As specified on Purchase Order  
**Contact Person Address:** same as above  
**Company E-mail Address and/or Company Web Site:** [talbotk@kmb.konicaminolta.us](mailto:talbotk@kmb.konicaminolta.us)  
**Remittance Address:** n/a  
**Certification Type (SBE, MBE or None):** None **Agrees to Supply Political SubDivisions:** Yes  
**Payment Terms:** Net 45 days

*Below is small business authorized dealer(s) for Konica Minolta Business Solutions USA, Inc.*

**Company Name:** A&A Office Systems, Incorporated  
**Company Address:** 909 Middle Street, Middletown CT 06457  
**Tel. No.:** 635-5053 or 860 486-7426 (cell) **Fax No.:** 635-5280  
**Contact Person:** Jay Nkonoki (Account Manager)  
**Contact Person Address:** same as above  
**Company E-mail Address and/or Company Web Site:** [www.aaofficeonline.com](http://www.aaofficeonline.com) [jnkonoki@aaofficeonline.com](mailto:jnkonoki@aaofficeonline.com)  
**Remittance Address:** n/a  
**Certification Type (SBE, MBE or None):** SBE **Agrees to Supply Political SubDivisions:** Yes  
**Payment Terms:** Net 30 days

---

**CONTRACTOR INFORMATION:**

REFER TO THE CONTRACT ON THE DAS PROCUREMENT WEB PAGE FOR THE MOST CURRENT CONTRACTOR INFORMATION. (<http://das.ct.gov/mp1.aspx?page=8>)

---

**Company Name:** Xerox Corporation  
**Company Address:** 45 Glover Avenue, Norwalk CT 06856-4505  
**Tel. No.:** 480 588-8313 **Fax No.:** 877-518-4579 **Contract Value:** \$1,000,000.00 (est.)  
**Contact Person:** Annie Van Gilder **Delivery:** As specified on Purchase Order  
**Contact Person Address:** same as above  
**Company E-mail Address and/or Company Web Site:** [annie.vangilder@xerox.com](mailto:annie.vangilder@xerox.com)  
**Remittance Address:** n/a  
**Certification Type (SBE, MBE or None):** None **Agrees to Supply Political SubDivisions:** Yes  
**Payment Terms:** Net 45 days

**WSCA / NASPO RFP 3091**

**State of Connecticut Contract Award 14PSX0125**

***Copiers, Printers and Related Devices***

Client Agencies may utilize this Contract Award procuring with **only** the following methods:

- ✓ Purchase
- ✓ Rental
- ✓ Cancelable Rental
- ✓ Cost per Copy

Client Agencies may utilize this Contract Award for **only** the following Groups:

Group B: Production Copiers (B&W and Color/B&W).

Group C: Wide Format Devices (B&W and Color/B&W)

Group F: Scanners (not including Flatbed)

No other purchases other than those specified above will be allowed using this Contract Award.

Call Contract Specialist with any questions/concerns.



## **WSCA-NASPO Master Agreement Terms and Conditions**

A Contract for the WSCA-NASPO Cooperative Purchasing Program (WSCA-NASPO)  
Acting by and through the State of Nevada (Lead State)

**Department of Administration, Purchasing Division**  
**515 E Musser Street, Room 300**  
**Carson City NV 89701**

**Contact: Shannon Berry, Assistant Chief Procurement Officer**  
**Phone: (775) 684-0171 • Fax: (775) 684-0188**  
**Email: [sberry@admin.nv.gov](mailto:sberry@admin.nv.gov)**

and

**Konica Minolta Business Solutions USA, Inc.**  
**1595 Spring Hill Road, Ste 410**  
**Vienna VA 22182**

**Contact: Kim Talbot, Manager, Government Contracts**  
**Phone: (703) 760-3573 • Fax: (703) 506-1257**  
**Email: [talbotk@kmb.s.konicaminolta.us](mailto:talbotk@kmb.s.konicaminolta.us)**

### **1. Master Agreement Order of Precedence**

- a. Any Order placed under this Master Agreement shall consist of the following documents:
- (1) A Participating Entity's Participating Addendum ("PA");
  - (2) These WSCA-NASPO Master Agreement Terms & Conditions;
  - (3) A Purchase Order issued against the Master Agreement;
  - (4) The Statement of Work specific to Participating Entity;
  - (5) The Solicitation, RFP 3091 Copiers, Printers and Related Devices (Attachment AA);
  - (6) Negotiated Items (Attachment BB); and
  - (7) Contractor's response to the Solicitation, as revised (if permitted) and accepted by the Lead State (Attachment CC).
- Awarded: Groups A, B, and D

- b. These documents shall be read to be consistent and complementary. Any conflict among these documents shall be resolved by giving priority to these documents in the order listed above. Contractor terms and conditions that apply to this Master Agreement are only those that are expressly accepted by the Lead State and must be in writing and attached to this Master Agreement as an Exhibit or Attachment.

## 2. Definitions

**Acceptance** means a written notice from a Purchasing Entity to Contractor advising Contractor that the Product has passed its Acceptance Testing. Acceptance of a Product for which acceptance testing is not required shall occur following the completion of delivery, installation, if required, and a reasonable time for inspection of the Product, unless the Purchasing Entity provides a written notice of rejection to Contractor.

**Acceptance Testing** means the process for ascertaining that the Product meets the standards set forth in the section titled Standard of Performance and Acceptance, prior to Acceptance by the Purchasing Entity.

**Contractor** means the person or entity delivering Products or performing services under the terms and conditions set forth in this Master Agreement.

**Embedded Software** means one or more software applications which permanently reside on a computing device.

**Intellectual Property** means any and all patents, copyrights, service marks, trademarks, trade secrets, trade names, patentable inventions, or other similar proprietary rights, in tangible or intangible form, and all rights, title, and interest therein.

**Lead State** means the State centrally administering any resulting Master Agreement(s).

**Master Agreement** means the underlying agreement executed by and between the Lead State, acting on behalf of WSCA-NASPO, and the Contractor, as now or hereafter amended.

**Order or Purchase Order** means any purchase order, sales order, contract or other document used by a Purchasing Entity to order the Products.

**Participating Addendum** means a bilateral agreement executed by a Contractor and a Participating Entity incorporating this Master Agreement and any other additional Participating Entity specific language or other requirements, e.g. ordering procedures specific to the Participating Entity, other terms and conditions.

**Participating Entity** means a state, or other legal entity, properly authorized to enter into a Participating Addendum.

**Participating State** means a state, the District of Columbia, or one of the territories of the United States that is listed in the Request for Proposal as intending to participate. A Participating State is not required to participate through execution of a Participating Addendum. Upon execution of the Participating Addendum, a Participating State becomes a Participating Entity.

**Product** means any equipment, software (including embedded software), documentation, service or other deliverable supplied or created by the Contractor pursuant to this Master Agreement. The term Products, supplies and services, and products and services are used interchangeably in these terms and conditions.

**Purchasing Entity** means a state, city, county, district, other political subdivision of a State, and a nonprofit organization under the laws of some states if authorized by a Participating Addendum, who issues a Purchase Order against the Master Agreement and becomes financially committed to the purchase.

**WSCA-NASPO** is the WSCA-NASPO Cooperative Purchasing Program, facilitated by the WSCA-NASPO Cooperative Purchasing Organization LLC, a 501(c)(3) limited liability company that is a subsidiary organization the National Association of State Procurement Officials (NASPO), the sole member of WSCA-NASPO. The WSCA-NASPO Cooperative Purchasing Organization facilitates administration of the cooperative group contracting consortium of state chief procurement officials for the benefit of state departments, institutions, agencies, and political subdivisions and other eligible entities (i.e., colleges, school districts, counties, cities, some nonprofit organizations, etc.) for all states and the District of Columbia. The WSCA-NASPO Cooperative Development Team is identified in the Master Agreement as the recipient of reports and may be performing contract administration functions as assigned by the Lead State.

### **3. Term of the Master Agreement**

The initial term of this Master Agreement is for five (5) years; effective upon execution through December 31, 2019. Placements made using the authority provided by this Contract will survive the Contract itself, per terms stated in Section 3.3.10 Survivability of the RFP #3091.

### **4. Amendments**

The terms of this Master Agreement shall not be waived, altered, modified, supplemented or amended in any manner whatsoever without prior written approval of the Lead State.

### **5. Assignment/Subcontracts**

- a. Contractor shall not assign, sell, transfer, subcontract or sublet rights, or delegate responsibilities under this Master Agreement, in whole or in part, without the prior written approval of the Lead State.
- b. The Lead State reserves the right to assign any rights or duties, including written assignment of contract administration duties to the WSCA-NASPO Cooperative Purchasing Organization LLC.

### **6. Price and Rate Guarantee Period**

All prices and rates must be guaranteed for the initial term of the Master Agreement. Following the initial Master Agreement period, any request for price or rate adjustment must be for an equal guarantee period, and must be made at least ninety (90) days prior to the effective date. Requests for price or rate adjustment must include sufficient documentation supporting the request. Any



adjustment or amendment to the Master Agreement shall not be effective unless approved by the Lead State. No retroactive adjustments to prices or rates will be allowed.

## **7. Cancellation**

Unless otherwise stated, this Master Agreement may be canceled by either party upon 60 days written notice prior to the effective date of the cancellation. Further, any Participating Entity may cancel its participation upon 30 days written notice, unless otherwise limited or stated in the Participating Addendum. Cancellation may be in whole or in part. Any cancellation under this provision shall not affect the rights and obligations attending orders outstanding at the time of cancellation, including any right of and Purchasing Entity to indemnification by the Contractor, rights of payment for Products delivered and accepted, and rights attending any warranty or default in performance in association with any Order. Cancellation of the Master Agreement due to Contractor default may be immediate.

## **8. Confidentiality, Non-Disclosure, and Injunctive Relief**

- a. Confidentiality. Contractor acknowledges that it and its employees or agents may, in the course of providing a Product under this Master Agreement, be exposed to or acquire information that is confidential to Purchasing Entity's or Purchasing Entity's clients. Any and all information of any form that is marked as confidential or would by its nature be deemed confidential obtained by Contractor or its employees or agents in the performance of this Master Agreement, including, but not necessarily limited to (1) any Purchasing Entity's records, (2) personnel records, and (3) information concerning individuals, is confidential information of Purchasing Entity ("Confidential Information"). Any reports or other documents or items (including software) that result from the use of the Confidential Information by Contractor shall be treated in the same manner as the Confidential Information. Confidential Information does not include information that (1) is or becomes (other than by disclosure by Contractor) publicly known; (2) is furnished by Purchasing Entity to others without restrictions similar to those imposed by this Master Agreement; (3) is rightfully in Contractor's possession without the obligation of nondisclosure prior to the time of its disclosure under this Master Agreement; (4) is obtained from a source other than Purchasing Entity without the obligation of confidentiality, (5) is disclosed with the written consent of Purchasing Entity or; (6) is independently developed by employees, agents or subcontractors of Contractor who can be shown to have had no access to the Confidential Information.
- b. Non-Disclosure. Contractor shall hold Confidential Information in confidence, using at least the industry standard of confidentiality, and shall not copy, reproduce, sell, assign, license, market, transfer or otherwise dispose of, give, or disclose Confidential Information to third parties or use Confidential Information for any purposes whatsoever other than what is necessary to the performance of Orders placed under this Master Agreement. Contractor shall advise each of its employees and agents of their obligations to keep Confidential Information confidential. Contractor shall use commercially reasonable efforts to assist Purchasing Entity in identifying and preventing any unauthorized use or disclosure of any Confidential Information. Without limiting the generality of the foregoing, Contractor shall advise Purchasing Entity, applicable



Participating Entity, and the Lead State immediately if Contractor learns or has reason to believe that any person who has had access to Confidential Information has violated or intends to violate the terms of this Master Agreement, and Contractor shall at its expense cooperate with Purchasing Entity in seeking injunctive or other equitable relief in the name of Purchasing Entity or Contractor against any such person. Except as directed by Purchasing Entity, Contractor will not at any time during or after the term of this Master Agreement disclose, directly or indirectly, any Confidential Information to any person, except in accordance with this Master Agreement, and that upon termination of this Master Agreement or at Purchasing Entity's request, Contractor shall turn over to Purchasing Entity all documents, papers, and other matter in Contractor's possession that embody Confidential Information. Notwithstanding the foregoing, Contractor may keep one copy of such Confidential Information necessary for quality assurance, audits and evidence of the performance of this Master Agreement.

- c. Injunctive Relief. Contractor acknowledges that breach of this section, including disclosure of any Confidential Information, will cause irreparable injury to Purchasing Entity that is inadequately compensable in damages. Accordingly, Purchasing Entity may seek and obtain injunctive relief against the breach or threatened breach of the foregoing undertakings, in addition to any other legal remedies that may be available. Contractor acknowledges and agrees that the covenants contained herein are necessary for the protection of the legitimate business interests of Purchasing Entity and are reasonable in scope and content.
- d. Purchasing Entity Law. These provisions shall be applicable only to extent they are not in conflict with the applicable public disclosure laws of any Purchasing Entity.

## 9. Right to Publish

Throughout the duration of this Master Agreement, Contractor must secure from the Lead State prior approval for the release of any information that pertains to the potential work or activities covered by the Master Agreement. The Contractor shall not make any representations of WSCA-NASPO's opinion or position as to the quality or effectiveness of the services that are the subject of this Master Agreement without prior written consent. Failure to adhere to this requirement may result in termination of the Master Agreement for cause.

## 10. Defaults and Remedies

- a. The occurrence of any of the following events shall be an event of default under this Master Agreement:
  - (1) Nonperformance of contractual requirements; or
  - (2) A material breach of any term or condition of this Master Agreement; or
  - (3) Any certification, representation or warranty by Contractor in response to the solicitation or in this Master Agreement that proves to be untrue or materially misleading; or
  - (4) Institution of proceedings under any bankruptcy, insolvency, reorganization or similar law, by or against Contractor, or the appointment of a receiver or similar

officer for Contractor or any of its property, which is not vacated or fully stayed within thirty (30) calendar days after the institution or occurrence thereof; or

- (5) Any default specified in another section of this Master Agreement.
- b. Upon the occurrence of an event of default, Lead State shall issue a written notice of default, identifying the nature of the default, and providing a period of 15 calendar days in which Contractor shall have an opportunity to cure the default. The Lead State shall not be required to provide advance written notice or a cure period and may immediately terminate this Master Agreement in whole or in part if the Lead State, in its sole discretion, determines that it is reasonably necessary to preserve public safety or prevent immediate public crisis. Time allowed for cure shall not diminish or eliminate Contractor's liability for damages, including liquidated damages to the extent provided for under this Master Agreement.
- c. If Contractor is afforded an opportunity to cure and fails to cure the default within the period specified in the written notice of default, Contractor shall be in breach of its obligations under this Master Agreement and Lead State shall have the right to exercise any or all of the following remedies:
  - (1) Exercise any remedy provided by law; and
  - (2) Terminate this Master Agreement and any related Contracts or portions thereof; and
  - (3) Impose liquidated damages as provided in this Master Agreement; and
  - (4) Suspend Contractor from being able to respond to future bid solicitations; and
  - (5) Suspend Contractor's performance; and
  - (6) Withhold payment until the default is remedied.
- d. Unless other specified in the Participating Addendum, in the event of a default under a Participating Addendum, a Participating Entity shall provide a written notice of default as described in this section and have all of the rights and remedies under this paragraph regarding its participation in the Master Agreement, in addition to those set forth in its Participating Addendum. Unless otherwise specified in a Purchase Order, a Purchasing Entity shall provide written notice of default as described in this section and have all of the rights and remedies under this paragraph and any applicable Participating Addendum with respect to an Order placed by the Purchasing Entity. Nothing in these Master Agreement Terms and Conditions shall be construed to limit the rights and remedies available to a Purchasing Entity under the applicable commercial code.

## **11. Shipping and Delivery**

- a. The prices are the delivered price to any Purchasing Entity. All deliveries shall be F.O.B. destination, freight pre-paid, with all transportation and handling charges paid by the Contractor. Responsibility and liability for loss or damage shall remain the Contractor's until final inspection and acceptance when responsibility shall pass to the Buyer except as to latent defects, fraud and Contractor's warranty obligations. The minimum shipment amount, if any, will be found in the special terms and conditions. Any order for less than the specified amount is to be shipped with the freight prepaid and added as a separate

item on the invoice. Any portion of an order to be shipped without transportation charges that is back ordered shall be shipped without charge.

- b. All deliveries will be "Inside Deliveries" as designated by a representative of the Purchasing Entity placing the Order. Inside Delivery refers to a delivery to other than a loading dock, front lobby, or reception area. Specific delivery instructions will be noted on the order form or Purchase Order. Any damage to the building interior, scratched walls, damage to the freight elevator, etc., will be the responsibility of the Offeror. If damage does occur, it is the responsibility of the Offeror to immediately notify the Purchasing Entity placing the Order.
- c. All products must be delivered in the manufacturer's standard package. Costs shall include all packing and/or crating charges. Cases shall be of durable construction, good condition, properly labeled and suitable in every respect for storage and handling of contents. Each shipping carton shall be marked with the commodity, brand, quantity, item code number and the Ordering Entity's Purchase Order number.

## **12. Changes in Contractor Representation**

The Contractor must notify the Lead State of changes in the Contractor's key administrative personnel, in writing within 10 calendar days of the change. The Lead State reserves the right to approve changes in key personnel, as identified in the Contractor's proposal. The Contractor agrees to propose replacement key personnel having substantially equal or better education, training, and experience as was possessed by the key person proposed and evaluated in the Contractor's proposal.

## **13. Force Majeure**

Neither party to this Master Agreement shall be held responsible for delay or default caused by fire, riot, acts of God and/or war which is beyond that party's reasonable control. The Lead State may terminate this Master Agreement after determining such delay or default will reasonably prevent successful performance of the Master Agreement.

## **14. Indemnification**

- a. The Contractor shall defend, indemnify and hold harmless WSCA-NASPO, the Lead State, Participating Entities, and Purchasing Entities, along with their officers, agents, and employees as well as any person or entity for which they may be liable, from and against claims, damages or causes of action including reasonable attorneys' fees and related costs for any death, injury, or damage to property arising from act(s), error(s), or omission(s) of the Contractor, its employees or subcontractors or volunteers, at any tier, relating to the performance under the Master Agreement.
- b. Indemnification – Intellectual Property. The Contractor shall defend, indemnify and hold harmless WSCA-NASPO, the Lead State, Participating Entities, Purchasing Entities, along with their officers, agents, and employees as well as any person or entity for which they may be liable ("Indemnified Party"), from and against claims, damages or causes of action including reasonable attorneys' fees and related costs arising out of the claim that the Product or its use, infringes Intellectual Property rights ("Intellectual Property Claim").

- (1) The Contractor's obligations under this section shall not extend to any combination of the Product with any other product, system or method, unless the Product, system or method is:
  - (a) Provided by the Contractor or the Contractor's subsidiaries or affiliates;
  - (b) Specified by the Contractor to work with the Product; or
  - (c) Reasonably required, in order to use the Product in its intended manner, and the infringement could not have been avoided by substituting another reasonably available product, system or method capable of performing the same function; or
  - (d) It would be reasonably expected to use the Product in combination with such product, system or method.
- (2) The Indemnified Party shall notify the Contractor within a reasonable time after receiving notice of an Intellectual Property Claim. Even if the Indemnified Party fails to provide reasonable notice, the Contractor shall not be relieved from its obligations unless the Contractor can demonstrate that it was prejudiced in defending the Intellectual Property Claim resulting in increased expenses or loss to the Contractor. If the Contractor promptly and reasonably investigates and defends any Intellectual Property Claim, it shall have control over the defense and settlement of it. However, the Indemnified Party must consent in writing for any money damages or obligations for which it may be responsible. The Indemnified Party shall furnish, at the Contractor's reasonable request and expense, information and assistance necessary for such defense. If the Contractor fails to vigorously pursue the defense or settlement of the Intellectual Property Claim, the Indemnified Party may assume the defense or settlement of it and the Contractor shall be liable for all costs and expenses, including reasonable attorneys' fees and related costs, incurred by the Indemnified Party in the pursuit of the Intellectual Property Claim. Unless otherwise agreed in writing, this section is not subject to any limitations of liability in this Master Agreement or in any other document executed in conjunction with this Master Agreement.

## **15. Independent Contractor**

The Contractor shall be an independent contractor. Contractor shall have no authorization, express or implied, to bind the Lead State, Participating States, other Participating Entities, or Purchasing Entities to any agreements, settlements, liability or understanding whatsoever, and agrees not to hold itself out as agent except as expressly set forth herein or as expressly agreed in any Participating Addendum.

## **16. Individual Customers**

Except to the extent modified by a Participating Addendum, each Purchasing Entity shall follow the terms and conditions of the Master Agreement and applicable Participating Addendum and will have the same rights and responsibilities for their purchases as the Lead State has in the Master Agreement, including but not limited to, any indemnity or right to recover any costs as such right is defined in the Master Agreement and applicable Participating Addendum for their



purchases. Each Purchasing Entity will be responsible for its own charges, fees, and liabilities. The Contractor will apply the charges and invoice each Purchasing Entity individually.

## 17. Insurance

- a. Unless otherwise agreed in a Participating Addendum, Contractor shall, during the term of this Master Agreement, maintain in full force and effect, the insurance described in this section. Contractor shall acquire such insurance from an insurance carrier or carriers licensed to conduct business in each Participating Entity's state and having a rating of A-, Class VII or better, in the most recently published edition of Best's Reports. Failure to buy and maintain the required insurance may result in this Master Agreement's termination or, at a Participating Entity's option; result in termination of its Participating Addendum.
- b. Coverage shall be written on an occurrence basis. The minimum acceptable limits shall be as indicated below, with no deductible for each of the following categories:
  - (1) Commercial General Liability covering premises operations, independent contractors, products and completed operations, blanket contractual liability, personal injury (including death), advertising liability, and property damage, with a limit of not less than \$1 million per occurrence/\$2 million general aggregate;
  - (2) Contractor must comply with any applicable State Workers Compensation or Employers Liability Insurance requirements.
- c. Contractor shall pay premiums on all insurance policies. Such policies shall also reference this Master Agreement and shall have a condition that they not be revoked by the insurer until thirty (30) calendar days after notice of intended revocation thereof shall have been given to Purchasing Entity and Participating Entity by the Contractor.
- d. Prior to commencement of performance, Contractor shall provide to the Lead State a written endorsement to the Contractor's general liability insurance policy or other documentary evidence acceptable to the Lead State that (1) names the Participating States identified in the Request for Proposal as additional insured's, (2) provides that no material alteration, cancellation, non-renewal, or expiration of the coverage contained in such policy shall have effect unless the named Participating State has been given at least thirty (30) days prior written notice, and (3) provides that the Contractor's liability insurance policy shall be primary, with any liability insurance of any Participating State as secondary and noncontributory. Unless otherwise agreed in any Participating Addendum, the Participating Entity's rights and Contractor's obligations are the same as those specified in the first sentence of this subsection. Before performance of any Purchase Order issued after execution of a Participating Addendum authorizing it, the Contractor shall provide to a Purchasing Entity or Participating Entity who requests it the same information described in this subsection.
- e. Contractor shall furnish to the Lead State, Participating Entity, and, on request, the Purchasing Entity copies of certificates of all required insurance within thirty (30) calendar days of the execution of this Master Agreement, the execution of a Participating

Addendum, or the Purchase Order's effective date and prior to performing any work. The insurance certificate shall provide the following information: the name and address of the insured; name, address, telephone number and signature of the authorized agent; name of the insurance company (authorized to operate in all states); a description of coverage in detailed standard terminology (including policy period, policy number, limits of liability, exclusions and endorsements); and an acknowledgment of the requirement for notice of cancellation. Copies of renewal certificates of all required insurance shall be furnished within thirty (30) days after any renewal date. These certificates of insurance must expressly indicate compliance with each and every insurance requirement specified in this section. Failure to provide evidence of coverage may, at sole option of the Lead State, or any Participating Entity, result in this Master Agreement's termination or the termination of any Participating Addendum.

- f. Coverage and limits shall not limit Contractor's liability and obligations under this Master Agreement, any Participating Addendum, or any Purchase Order.

## **18. Laws and Regulations**

Any and all Products offered and furnished shall comply fully with all applicable Federal and State laws and regulations.

## **19. License of Pre-Existing Intellectual Property**

Contractor grants to the Purchasing Entity a nonexclusive, perpetual, royalty-free, irrevocable, unlimited license to publish, translate, reproduce, modify, deliver, perform, display, and dispose of the Intellectual Property, and its derivatives, used or delivered under this Master Agreement, but not created under it ("Pre-existing Intellectual Property"). The license shall be subject to any third party rights in the Pre-existing Intellectual Property. Contractor shall obtain, at its own expense, on behalf of the Purchasing Entity, written consent of the owner for the licensed Pre-existing Intellectual Property.

## **20. No Waiver of Sovereign Immunity**

In no event shall this Master Agreement, any Participating Addendum or any contract or any Purchase Order issued thereunder, or any act of a Lead State, a Participating Entity, or a Purchasing Entity be a waiver of any form of defense or immunity, whether sovereign immunity, governmental immunity, immunity based on the Eleventh Amendment to the Constitution of the United States or otherwise, from any claim or from the jurisdiction of any court.

This section applies to a claim brought against the Participating State only to the extent Congress has appropriately abrogated the Participating State's sovereign immunity and is not consent by the Participating State to be sued in federal court. This section is also not a waiver by the Participating State of any form of immunity, including but not limited to sovereign immunity and immunity based on the Eleventh Amendment to the Constitution of the United States.

## **21. Ordering**

- a. Master Agreement number and purchase order numbers shall be clearly shown on all acknowledgments, shipping labels, packing slips, invoices, and on all correspondence.

- b. The resulting Master Agreements permit Purchasing Entities to define project-specific requirements and informally compete the requirement among companies having a Master Agreement on an “as needed” basis. This procedure may also be used when requirements are aggregated or other firm commitments may be made to achieve reductions in pricing. This procedure may be modified in Participating Addenda and adapted to Purchasing Entity rules and policies. The Purchasing Entity may in its sole discretion determine which Master Agreement Contractors should be solicited for a quote. The Purchasing Agency may select the quote that it considers most advantageous, cost and other factors considered.
- c. Each Purchasing Entity will identify and utilize its own appropriate purchasing procedure and documentation. Contractor is expected to become familiar with the Purchasing Entities’ rules, policies, and procedures regarding the ordering of supplies and/or services contemplated by this Master Agreement.
- d. Contractor shall not begin work without a valid Purchase Order or other appropriate commitment document compliance with the law of the Purchasing Entity.
- e. Orders may be placed consistent with the terms of this Master Agreement during the term of the Master Agreement.
- f. All Orders pursuant to this Master Agreement, at a minimum, shall include:
  - (1) The services or supplies being delivered;
  - (2) The place and requested time of delivery;
  - (3) A billing address;
  - (4) The name, phone number, and address of the Purchasing Entity representative;
  - (5) The price per hour or other pricing elements consistent with this Master Agreement and the contractor’s proposal;
  - (6) A ceiling amount of the order for services being ordered; and
  - (7) The Master Agreement identifier.
- g. All communications concerning administration of Orders placed shall be furnished solely to the authorized purchasing agent within the Purchasing Entity’s purchasing office, or to such other individual identified in writing in the Order.
- h. Orders must be placed pursuant to this Master Agreement prior to the termination date thereof, but may have a delivery date or performance period up to 120 days past the then-current termination date of this Master Agreement. Contractor is reminded that financial obligations of Purchasing Entities payable after the current applicable fiscal year are contingent upon agency funds for that purpose being appropriated, budgeted, and otherwise made available.



- i. Notwithstanding the expiration or termination of this Master Agreement, Contractor agrees to perform in accordance with the terms of any Orders then outstanding at the time of such expiration or termination. Contractor shall not honor any Orders placed after the expiration or termination of this Master Agreement, or otherwise inconsistent with its terms. Orders from any separate indefinite quantity, task orders, or other form of indefinite delivery order arrangement priced against this Master Agreement may not be placed after the expiration or termination of this Master Agreement, notwithstanding the term of any such indefinite delivery order agreement. Placements made using the authority provided by this Contract will survive the Contract itself, per terms stated in Section 3.3.10 Survivability of the RFP #3091.

## 22. Participants

- a. Contractor may not deliver Products under this Master Agreement until a Participating Addendum acceptable to the Participating Entity and Contractor is executed. The WSCA-NASPO Master Agreement Terms and Conditions are applicable to any Order by a Participating Entity (and other Purchasing Entities covered by their Participating Addendum), except to the extent altered, modified, supplemented or amended by a Participating Addendum. By way of illustration and not limitation, this authority may apply to unique delivery and invoicing requirements, confidentiality requirements, defaults on Orders, governing law and venue relating to Orders by a Participating Entity, indemnification, and insurance requirements. Statutory or constitutional requirements relating to availability of funds may require specific language in some Participating Addenda in order to comply with applicable law. The expectation is that these alterations, modifications, supplements, or amendments will be addressed in the Participating Addendum or, with the consent of the Purchasing Entity and Contractor, may be included in the ordering document (e.g. purchase order or contract) used by the Purchasing Entity to place the Order.
- b. Use of specific WSCA-NASPO cooperative Master Agreements by state agencies, political subdivisions and other Participating Entities (including cooperatives) authorized by individual state's statutes to use state contracts are subject to the approval of the respective State Chief Procurement Official. Issues of interpretation and eligibility for participation are solely within the authority of the respective State Chief Procurement Official.
- c. Obligations under this Master Agreement are limited to those Participating Entities who have signed a Participating Addendum and Purchasing Entities within the scope of those Participating Addenda. Financial obligations of Participating States are limited to the orders placed by the departments or other state agencies and institutions having available funds. Participating States incur no financial obligations on behalf of political subdivisions.
- d. WSCA-NASPO Cooperative Purchasing Organization LLC is not a party to the Master Agreement. It is a nonprofit cooperative purchasing organization assisting states in administering the WSCA/NASPO cooperative purchasing program for state government departments, institutions, agencies and political subdivisions (e.g., colleges, school

districts, counties, cities, etc.) for all 50 states, the District of Columbia and the territories of the United States.

- e. State Participating Addenda or other Participating Addenda shall not be construed to amend the terms of this Master Agreement between the Lead State and Contractor.
- f. Participating Entities who are not states may under some circumstances sign their own Participating Addendum, subject to the approval of participation by the Chief Procurement Official of the state where the Participating Entity is located.

### **23. Payment**

Payment for completion of a contract order is normally made within 30 days following the date the entire order is delivered or the date a correct invoice is received, whichever is later. After 45 days the Contractor may assess overdue account charges up to a maximum rate of one percent per month on the outstanding balance. Payments will be remitted by mail. Payments may be made via a State or political subdivision "Purchasing Card" with no additional charge.

### **24. Public Information**

This Master Agreement and all related documents are subject to disclosure pursuant to the Purchasing Entity's public information laws.

### **25. Records Administration and Audit**

- a. The Contractor shall maintain books, records, documents, and other evidence pertaining to this Master Agreement and orders placed by Purchasing Entities under it to the extent and in such detail as shall adequately reflect performance and administration of payments and fees. Contractor shall permit the Lead State, a Participating Entity, a Purchasing Entity, the federal government (including its grant awarding entities and the U.S. Comptroller General), and any other duly authorized agent of a governmental agency, to audit, inspect, examine, copy and/or transcribe Contractor's books, documents, papers and records directly pertinent to this Master Agreement or orders placed by a Purchasing Entity under it for the purpose of making audits, examinations, excerpts, and transcriptions. This right shall survive for a period of five (5) years following termination of this Agreement or final payment for any order placed by a Purchasing Entity against this Agreement, whichever is later, to assure compliance with the terms hereof or to evaluate performance hereunder.
- b. Without limiting any other remedy available to any governmental entity, the Contractor shall reimburse the applicable Lead State, Participating Entity, or Purchasing Entity for any overpayments inconsistent with the terms of the Master Agreement or orders or underpayment of fees found as a result of the examination of the Contractor's records.
- c. The rights and obligations herein right exist in addition to any quality assurance obligation in the Master Agreement requiring the Contractor to self-audit contract obligations and that permits the Lead State to review compliance with those obligations.

## **26. Administrative Fees**

- a. The Contractor shall pay to the WSCA-NASPO Cooperative Purchasing Organization, or its assignee, a WSCA-NASPO Administrative Fee of one-quarter of one percent (0.25% or 0.0025) no later than 60 days following the end of each calendar quarter. The WSCA-NASPO Administrative Fee shall be submitted quarterly and is based on all sales of products and services under the Master Agreement (less any charges for taxes or shipping). The WSCA-NASPO Administrative Fee is not negotiable. This fee is to be included as part of the pricing submitted with proposal.
- b. Additionally, some states may require an additional fee be paid directly to the state only on purchases made by Purchasing Entities within that state. For all such requests, the fee level, payment method and schedule for such reports and payments will be incorporated into the Participating Addendum that is made a part of the Master Agreement. The Contractor may adjust the Master Agreement pricing accordingly for purchases made by Purchasing Entities within the jurisdiction of the state. All such agreements shall not affect the WSCA-NASPO Administrative Fee or the prices paid by the Purchasing Entities outside the jurisdiction of the state requesting the additional fee.

## **27. WSCA-NASPO Summary and Detailed Usage Reports**

In addition to other reports that may be required by this solicitation, the Contractor shall provide the following WSCA-NASPO reports.

- a. **Summary Sales Data.** The Contractor shall submit quarterly sales reports directly to WSCA-NASPO using the WSCA-NASPO Quarterly Sales/Administrative Fee Reporting Tool found at <http://www.naspo.org/WNCPO/Calculator.aspx>. Any/all sales made under the contract shall be reported as cumulative totals by state. Even if Contractor experiences zero sales during a calendar quarter, a report is still required. Reports shall be due no later than 30 day following the end of the calendar quarter (as specified in the reporting tool).
- b. **Detailed Sales Data.** Contractor shall also report detailed sales data by: (1) state; (2) entity/customer type, e.g. local government, higher education, K12, non-profit; (3) Purchasing Entity name; (4) Purchasing Entity bill-to and ship-to locations; (4) Purchasing Entity and Contractor Purchase Order identifier/number(s); (5) Purchase Order Type (e.g. sales order, credit, return, upgrade, determined by industry practices); (6) Purchase Order date; (7) Ship Date; (8) and line item description, including product number if used. The report shall be submitted in any form required by the solicitation. Reports are due on a quarterly basis and must be received by the Lead State and WSCA-NASPO Cooperative Development Team no later than thirty (30) days after the end of the reporting period. Reports shall be delivered to the Lead State and to the WSCA-NASPO Cooperative Development Team electronically through a designated portal, email, CD-Rom, flash drive or other method as determined by the Lead State. Detailed sales data reports shall include sales information for all sales under Participating Addenda executed under this Master Agreement. The format for the detailed sales data report is in shown in Attachment P.

- c. Reportable sales for the summary sales data report and detailed sales data report includes sales to employees for personal use where authorized by the solicitation and the Participating Addendum. Report data for employees should be limited to ONLY the state and entity they are participating under the authority of (state and agency, city, county, school district, etc.) and the amount of sales. No personal identification numbers, e.g. names, addresses, **social security numbers or any other numerical identifier**, may be submitted with any report.
- d. Timely submission of these reports is a material requirement of the Master Agreement. The recipient of the reports shall have exclusive ownership of the media containing the reports. The Lead State and WSCA-NASPO shall have a perpetual, irrevocable, non-exclusive, royalty free, transferable right to display, modify, copy, and otherwise use reports, data and information provided under this section.

## **28. Standard of Performance and Acceptance.**

Any standard of performance under this Master Agreement applies to all Products purchased under this Master Agreement, including any additional, replacement, or substitute Product(s) and any Product(s) which are modified by or with the written approval of Contractor after Acceptance by the Purchasing Entity. The Acceptance Testing period shall be thirty (30) calendar days or other time period identified in the solicitation or the Participating Addendum, starting from the day after the Product is delivered or, if installed, the day after the Product is installed and Contractor certifies that the Product is ready for Acceptance Testing. If the Product does not meet the standard of performance during the initial period of Acceptance Testing, Purchasing Entity may, at its discretion, continue Acceptance Testing on a day-to-day basis until the standard of performance is met. Upon rejection, the Contractor will have fifteen (15) calendar days to cure the standard of performance issue(s). If after the cure period, the Product still has not met the standard of performance, the Purchasing Entity may, at its option: (a) declare Contractor to be in breach and terminate the Order; (b) demand replacement Product from Contractor at no additional cost to Purchasing Entity; or, (c) continue the cure period for an additional time period agreed upon by the Purchasing Entity and the Contractor. Contractor shall pay all costs related to the preparation and shipping of Product returned pursuant to the section. No Product shall be accepted and no charges shall be paid until the standard of performance is met. The warranty period will begin upon Acceptance.

## **29. Warranty**

The Contractor warrants for a period of a minimum of 90 days from the date of Acceptance that: (a) the Product performs according to all specific claims that the Contractor made in its response to the solicitation, (b) the Product is suitable for the ordinary purposes for which such Product is used, (c) the Product is suitable for any special purposes identified in the solicitation or for which the Purchasing Entity has relied on the Contractor's skill or judgment, (d) the Product is designed and manufactured in a commercially reasonable manner, and (e) the Product is free of defects. Upon breach of the warranty, the Contractor will repair or replace (at no charge to the Purchasing Entity) the Product whose nonconformance is discovered and made known to the Contractor. If the repaired and/or replaced Product proves to be inadequate, or fails of its essential purpose, the Contractor will refund the full amount of any payments that have been made. The rights and



remedies of the parties under this warranty are in addition to any other rights and remedies of the parties provided by law or equity, including, without limitation, actual damages, and, as applicable and awarded under the law, to a prevailing party, reasonable attorneys' fees and costs.

**30. System Failure or Damage**

In the event of system failure or damage caused by the Contractor or its Product, the Contractor agrees to use its best efforts to restore or assist in restoring the system to operational capacity.

**31. Title of Product**

Upon Acceptance by the Purchasing Entity, Contractor shall convey to Purchasing Entity title to the Product free and clear of all liens, encumbrances, or other security interests. Transfer of title to the Product shall include an irrevocable and perpetual license to use any Embedded Software in the Product. If Purchasing Entity subsequently transfers title of the Product to another entity, Purchasing Entity shall have the right to transfer the license to use the Embedded Software with the transfer of Product title. A subsequent transfer of this software license shall be at no additional cost or charge to either Purchasing Entity or Purchasing Entity's transferee.

**32. Waiver of Breach**

Failure of the Lead State, Participating Entity, or Purchasing Entity to declare a default or enforce any rights and remedies shall not operate as a waiver under this Master Agreement or Participating Addendum. Any waiver by the Lead State, Participating Entity, or Purchasing Entity must be in writing. Waiver by the Lead State or Participating Entity of any default, right or remedy under this Master Agreement or Participating Addendum, or by Purchasing Entity with respect to any Purchase Order, or breach of any terms or requirements of this Master Agreement, a Participating Addendum, or Purchase Order shall not be construed or operate as a waiver of any subsequent default or breach of such term or requirement, or of any other term or requirement under this Master Agreement, Participating Addendum, or Purchase Order.

**33. Assignment of Antitrust Rights**

Contractor irrevocably assigns to a Participating Entity any claim for relief or cause of action which the Contractor now has or which may accrue to the Contractor in the future by reason of any violation of state or federal antitrust laws (15 U.S.C. § 1-15 or a Participating Entity's state antitrust provisions), as now in effect and as may be amended from time to time, in connection with any goods or services provided to the Contractor for the purpose of carrying out the Contractor's obligations under this Master Agreement or Participating Addendum, including, at a Participating Entity's option, the right to control any such litigation on such claim for relief or cause of action.

**34. Debarment**

The Contractor certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction (contract) by any governmental department or agency. This certification represents a recurring certification made at the time any Order is placed under this Master Agreement. If the Contractor cannot certify this statement, attach a written explanation for review by the Lead State.

### **35. Governing Law and Venue**

- a. The procurement, evaluation, and award of the Master Agreement shall be governed by and construed in accordance with the laws of the Lead State sponsoring and administering the procurement. The construction and effect of the Master Agreement after award shall be governed by the law of the state serving as Lead State (in most cases also the Lead State). The construction and effect of any Participating Addendum or Order against the Master Agreement shall be governed by and construed in accordance with the laws of the Participating Entity's or Purchasing Entity's State.
- b. Unless otherwise specified in the RFP, the venue for any protest, claim, dispute or action relating to the procurement, evaluation, and award is in the Lead State. Venue for any claim, dispute or action concerning the terms of the Master Agreement shall be in the state serving as Lead State. Venue for any claim, dispute, or action concerning any Order placed against the Master Agreement or the effect of a Participating Addendum shall be in the Purchasing Entity's State.
- c. If a claim is brought in a federal forum, then it must be brought and adjudicated solely and exclusively within the United States District Court for (in decreasing order of priority): the Lead State for claims relating to the procurement, evaluation, award, or contract performance or administration if the Lead State is a party; the Participating State if a named party; the Participating Entity state if a named party; or the Purchasing Entity state if a named party.

### **36. WSCA-NASPO eMarket Center**

- a. In July 2011, WSCA-NASPO entered into a multi-year agreement with SciQuest, Inc. whereby SciQuest will provide certain electronic catalog hosting and management services to enable eligible WSCA-NASPO entity's customers to access a central online website to view and/or shop the goods and services available from existing WSCA-NASPO Cooperative Contracts. The central online website is referred to as the WSCA-NASPO eMarket Center Contractor shall either upload a hosted catalog into the eMarket Center or integrate a punchout site with the eMarket Center.
- b. Supplier's Interface with the eMarket Center. There is no cost charged by SciQuest to the Contractor for loading a hosted catalog or integrating a punchout site.
- c. At a minimum, the Contractor agrees to the following:
  - (1) Implementation Timeline: WSCA-NASPO eMarket Center Site Admin shall provide a written request to the Contractor to begin enablement process. The Contractor shall have fifteen (15) days from receipt of written request to work with WSCA-NASPO and SciQuest to set up an enablement schedule, at which time SciQuest's technical documentation shall be provided to the Contractor. The schedule will include future calls and milestone dates related to test and go live dates. The contractor shall have a total of Ninety (90) days to deliver either a (1) hosted catalog or (2) punch-out catalog, from date of receipt of written request.

- (2) WSCA-NASPO and SciQuest will work with the Contractor, to decide which of the catalog structures (either hosted or punch-out as further described below) shall be provided by the Contractor. **Whether hosted or punch-out, the catalog must be strictly limited to the Contractor's awarded contract offering (e.g. products and/or services not authorized through the resulting cooperative contract should not be viewable by WSCA-NASPO Participating Entity users).**
- (a) Hosted Catalog. By providing a hosted catalog, the Contractor is providing a list of its awarded products/services and pricing in an electronic data file in a format acceptable to SciQuest, such as Tab Delimited Text files. In this scenario, the Contractor must submit updated electronic data within five days of approval from the Lead State of product updates to the eMarket Center for the Lead State's approval to maintain the most up-to-date version of its product/service offering under the cooperative contract in the eMarket Center.
- (b) Punch-Out Catalog. By providing a punch-out catalog, the Contractor is providing its own online catalog, which must be capable of being integrated with the eMarket Center as a. Standard punch-in via Commerce eXtensible Markup Language (cXML). In this scenario, the Contractor shall validate that its online catalog is up-to-date by providing a written update as needed, to the Lead State stating they have audited the offered products/services and pricing listed on its online catalog. The site must also return detailed UNSPSC codes (as outlined in line 3) for each line item. Contractor also agrees to provide e-Quote functionality to facilitate volume discounts.
- d. Revising Pricing and Product Offerings: Any revisions (whether an increase or decrease) to pricing or product/service offerings (new products, altered SKUs, etc.) must be pre-approved by the Lead State and shall be subject to any other applicable restrictions with respect to the frequency or amount of such revisions. However, no cooperative contract enabled in the eMarket Center may include price changes on a more frequent basis than once per month. The following conditions apply with respect to hosted catalogs:
- (1) Updated pricing files are required by the 1st of the month and shall go into effect in the eMarket Center on the 1st day of the following month (i.e. file received on 1/01/13 would be effective in the eMarket Center on 2/01/13). Files received after the 1st of the month may be delayed up to a month (i.e. file received on 11/06/09 would be effect in the eMarket Center on 1/01/10).
- (2) Lead State-approved price changes are not effective until implemented within the eMarket Center. Errors in the Contractor's submitted pricing files will delay the implementation of the price changes in eMarket Center.
- e. Supplier Network Requirements: Contractor shall join the SciQuest Supplier Network (SQSN) and shall use the SciQuest's Supplier Portal to import the Contractor's catalog and pricing, into the SciQuest system, and view reports on catalog spend and product/pricing freshness. The Contractor can receive orders through electronic delivery (cXML) or through low-tech options such as fax. More information about the SQSN can



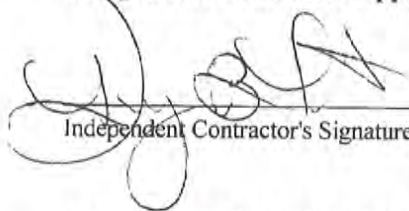
be found at: [www.sciquest.com](http://www.sciquest.com) or call the SciQuest Supplier Network Services team at 800-233-1121.

- f. Minimum Requirements: Whether the Contractor is providing a hosted catalog or a punch-out catalog, the Contractor agrees to meet the following requirements:
- (1) Catalog must contain the most current pricing, including all applicable administrative fees and/or discounts, as well as the most up-to-date product/service offering the Contractor is authorized to provide in accordance with the cooperative contract; and
  - (2) The accuracy of the catalog must be maintained by Contractor throughout the duration of the cooperative contract between the Contractor and the Contract Administrator; and
  - (3) The Catalog must include a Lead State contract identification number; and
  - (4) The Catalog must include detailed product line item descriptions; and
  - (5) The Catalog must include pictures when possible; and
  - (6) The Catalog must include any additional WSCA-NASPO and Participating Addendum requirements. Although suppliers in the SQSN normally submit one (1) catalog, it is possible to have multiple contracts applicable to different WSCA-NASPO Participating Entities. For example, a supplier may have different pricing for state government agencies and Board of Regents institutions. Suppliers have the ability and responsibility to submit separate contract pricing for the same catalog if applicable. The system will deliver the appropriate contract pricing to the user viewing the catalog.
- g. Order Acceptance Requirements: Contractor must be able to accept Purchase Orders via fax or cXML. The Contractor shall provide positive confirmation via phone or email within 24 hours of the Contractor's receipt of the Purchase Order. If the Purchasing Order is received after 3pm EST on the day before a weekend or holiday, the Contractor must provide positive confirmation via phone or email on the next business day.
- h. UNSPSC Requirements: Contractor shall support use of the United Nations Standard Product and Services Code (UNSPSC). UNSPSC versions that must be adhered to are driven by SciQuest for the suppliers and are upgraded every year. WSCA-NASPO reserves the right to migrate to future versions of the UNSPSC and the Contractor shall be required to support the migration effort. All line items, goods or services provided under the resulting statewide contract must be associated to a UNSPSC code. All line items must be identified at the most detailed UNSPSC level indicated by segment, family, class and commodity. More information about the UNSPSC is available at: <http://www.unspsc.com> and <http://www.unspsc.com/FAQs.asp#howdoesunspscwork>.
- i. Applicability: Contractor agrees that WSCA-NASPO controls which contracts appear in the eMarket Center and that WSCA-NASPO may elect at any time to remove any supplier's offering from the eMarket Center.

- j. The Lead State reserves the right to approve the pricing on the eMarket Center. This catalog review right is solely for the benefit of the Lead State and Participating Entities, and the review and approval shall not waive the requirement that products and services be offered at prices (and approved fees) required by the Master Agreement.
- k. Several WSCA-NASPO Participating Entities currently maintain separate SciQuest eMarketplaces, these Participating Entities do enable certain WSCA-NASPO Cooperative Contracts. In the event one of these entities elects to use this WSCA-NASPO Cooperative Contract (available through the eMarket Center) but publish to their own eMarketplace, the Contractor agrees to work in good faith with the entity and WSCA-NASPO to implement the catalog. WSCA-NASPO does not anticipate that this will require substantial additional efforts by the Contractor; however, the supplier agrees to take commercially reasonable efforts to enable such separate SciQuest catalogs.

IN WITNESS WHEREOF, the parties hereto have caused this Contract to be signed and intend to be legally bound thereby.

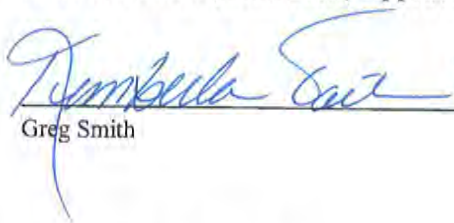
**Independent Contractor Approval:**


 \_\_\_\_\_  
 Independent Contractor's Signature

12/11/14  
 \_\_\_\_\_  
 Date

Business Development Manager  
 \_\_\_\_\_  
 Independent's Contractor's Title


**State of Nevada (Lead State) Approval:**


 \_\_\_\_\_  
 Greg Smith

12/15/14  
 \_\_\_\_\_  
 Date

CPO, NV State Purchasing Administrator  
 \_\_\_\_\_

**Approved as to form by:**


 \_\_\_\_\_  
 Nevada Deputy Attorney General for Attorney General

On 15 Dec 14  
 \_\_\_\_\_  
 (Date)




**Attachment BB**

**Negotiated Items**


1. Additional Cost for hard drive removal and surrender must be disclosed to the Customer prior to the negotiation and signing of a lease or rental agreement.
2. Models added to a segment within an awarded Group must match or exceed the minimum discount proposed in the awarded Group.
3. Attachment O is meant to be a model Service Level Agreement. Awarded Vendors are to negotiate their own SLA with each Participating Entity at time of initiating the Participating Addendum.
4. Attachment CC – Contractors Response:
  - a. Exceptions E1 through E4 noted on Attachment B were not accepted by The State and WSCA-NASPO.

IN WITNESS WHEREOF, the parties hereto have caused this Contract to be signed and intend to be legally bound thereby.

**Independent Contractor Approval:**

 12/11/14 Business Development Manager  
Independent Contractor's Signature Date Independent's Contractor's Title

**State of Nevada (Lead State) Approval:**

 12/15/14 CPO, NV State Purchasing Administrator  
Greg Smith Date

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter “Lead State”)**

MASTER AGREEMENT  
Konica Minolta Business Solutions USA, Inc  
Nevada RFP 3091  
(hereinafter “Contractor”)

And

The State of Connecticut  
(hereinafter “Participating State”)

Page 1 of 21

1. Scope: This addendum covers the Copiers, Printers & Related Devices 14-19 lead by the State of Nevada for use by state agencies and other entities located in the Participating **State/Entity** authorized by that state’s statutes to utilize **state/entity** contracts with the prior approval of the state’s chief procurement official.

The State of Connecticut will utilize the following category of this award:

Group B – Production Copiers

2. Participation: Use of specific WSCA-NASPO cooperative contracts by agencies, political subdivisions and other entities (including cooperatives) authorized by an individual state’s statutes to use **state/entity** contracts are subject to the prior approval of the respective State Chief Procurement Official. Issues of interpretation and eligibility for participation are solely within the authority of the State Chief Procurement Official.

3. Participating State Modifications or Additions to Master Agreement:

- a) The State of Connecticut will authorize its Client Agencies to procure equipment and/or services using the following options:
  - Purchase
  - Service / Supplies
  - Non-Cancelable Rentals
- b) The State of Connecticut encourages small business procurement whenever possible. The State of Connecticut will request from Contractor a list of authorized dealers who are Connecticut DAS – certified small (SBE), minority (MBE) business for Client Agencies to procure from using this Contract. Further information about the Connecticut Supplier Diversity Program can be found at the following link:  
<http://das.ct.gov/cr1.aspx?page=34>
- c) All State of Connecticut Client Agency purchases that are less than \$1,000 shall be made using the State of Connecticut Purchasing Card (MasterCard). Exceptions to this policy would be for purchases that must be approved using the Core 10 process, Contractors who do not accept credit cards and purchases to restock inventories carried in the Core-CT inventory module. Contractor shall be equipped to receive purchase orders against this

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Konica Minolta Business Solutions USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 2 of 21

Contract using the MasterCard. The Contractor shall be responsible for the credit card user-handling fee associated with credit card purchases. The Contractor shall charge the State's MasterCard only upon delivery of goods or rendering Services. The Contractor shall capture and provide their merchant bank, Level 3 reporting at the line item level for all orders placed using the MasterCard. Questions regarding the MasterCard Program should be directed to Ms. Kerry DiMatteo, Procurement Card Program Administrator at 860 713-5072 or [Kerry.dimatteo@ct.gov](mailto:Kerry.dimatteo@ct.gov) .

- d) **Payment Terms and Billing:** Payments shall be made only after the Client Agency receives and accepts the Goods or Services and after it receives a properly completed invoice. Payment for all accepted Goods or Services shall be due within forty five (45) days after acceptance of the Goods or Services, or thirty (30) days if the Contractor is a certified small Contractor or minority business enterprise as defined in Conn. Gen. Stat. §4a-60g. Contractor shall submit an invoice to the Client Agency for the Performance. The invoice shall include detailed information for Goods or Services, delivered and performed, as applicable, and accepted. Any late payment charges shall be calculated in accordance with the Connecticut General Statutes.
- e) Contractor shall adhere to established security and/or property entrance policies and procedures established for each requesting State of Connecticut Client Agency. It is the responsibility of each Contractor to understand and adhere to those policies and procedures prior to any attempt to enter the premises.
- f) Per State of Connecticut General Statute number 4a-67c: equipment and appliances offered under this Contract shall meet or exceed the federal energy conservation standards set forth in the Energy Policy and Conversation Act, 42 USC 6295, any federal regulations adopted thereunder, and shall meet or exceed the federal Energy Star standards established by the United States Environmental Protection Agency and the U.S. Department of Energy.
- g) **Equipment Relocation:** .

Per NASPO ValuePoint Master Contract 3091 – Section 5.4.3.9 Awarded Vendors may charge for device moves. Such charges must be in the format listed below according to the distance from the original placement:

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Konica Minolta Business Solutions USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 3 of 21

Move Zone  
Distance from the Original Device Placement

Zone 1 – 100 Yards or less; or within the same building. No Charge Allowed.

Zone 2 Between Zone 1 and 50 miles.

Zone 3 Outside of Zone 2 Per mile fee

h) Usage/Spend Reports: Contractor must submit reports on a quarterly basis to the State of Connecticut contact person listed above. Reports must include:

- Client Agency/Organization
- Site Street Address
- Site City
- Location (Client Agency Unit /Department)
- Client Contact (name and telephone number and e-mail if available)
- Install Date (of the Equipment)
- Rental Term, 36 or 48 months
- 
- Brand/Model
- Equipment Serial Number
- Equipment ID
- (Billing) Reconciliation (period)
- Equipment Category (e.g. 13-22 page per minute (ppm) black and white (b/w)).
- B/W Monthly Average
- Color Monthly Average

4. Leases: Leasing of any equipment is not allowed under this Participating Addendum.

5. Primary Contacts: The primary contact individuals for this participating addendum are as follows (or their named successors):

Contractor

|         |   |
|---------|---|
| Name    | Konica Minolta, Kristen McKenna, State Contract Manager |
| Address | 1595 Spring Hill Road, Ste 410, Vienna, VA 22182        |

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Konica Minolta Business Solutions USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 4 of 21

|           |  |
|-----------|--|
| Telephone | 813-207-8276   |
| Fax       |  |
| E-mail    | <a href="mailto:kmckenna@kmbs.konicaminolta.us">kmckenna@kmbs.konicaminolta.us</a> |

Participating Entity

|           |  |
|-----------|--|
| Name      | Janet DelGreco Olson   |
| Address   | 165 Capitol Ave., 5 <sup>th</sup> Floor South, Hartford CT 06106 |
| Telephone | 860 713-5079   |
| Fax       | 860 622-2961   |
| E-mail    | <a href="mailto:janet.delgreco@ct.gov">janet.delgreco@ct.gov</a> |

**6. Subcontractors:**

All Konica Minolta Business Solutions USA, Inc. dealers and resellers authorized in the State of Connecticut, as shown on the dedicated **Konica Minolta Business Solutions USA, Inc.** (cooperative contract) website <http://kmbs.konicaminolta.us/naspo3091>, are approved to provide invoicing, sales and service support to participants in the NASPO Master Price Agreement.

**Konica Minolta Business Solutions USA, Inc.** dealer's participation will be in accordance with the terms and conditions set forth in the aforementioned Master Agreement.

**7. Purchase Order Instructions:**

All orders should contain the following (1) Mandatory Language "PO is subject to WSCA-NASPO Contract # 3091 (2) Your Name, Address, Contact, & Phone-Number (3) Purchase order amount. Please channel your PO through one of our authorized resellers so they can arrange for proper ordering and installation of your unit.

**8. Price Agreement Number:**

All purchase orders issued by purchasing entities within the jurisdiction of this participating addendum shall include the Participating State contract number: **14PSX0125** and the Lead State price agreement number: 3091.

**9. Individual Customer:**



**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Konica Minolta Business Solutions USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 5 of 21

Each State agency and political subdivision, as a Participating Entity, that purchases products/services will be treated as if they were Individual Customers. Except to the extent modified by a Participating Addendum, each agency and political subdivision will be responsible to follow the terms and conditions of the Master Agreement; and they will have the same rights and responsibilities for their purchases as the Lead State has in the Master Agreement. Each agency and political subdivision will be responsible for their own charges, fees, and liabilities. Each agency and political subdivision will have the same rights to any indemnity or to recover any costs allowed in the contract for their purchases. The Contractor will apply the charges to each Participating Entity individually.

This Participating Addendum and the Master Agreement number 3091 (administered by the State of Nevada) together with its exhibits, set forth the entire agreement between the parties with respect to the subject matter of all previous communications, representations or agreements, whether oral or written, with respect to the subject matter hereof. Terms and conditions inconsistent with, contrary or in addition to the terms and conditions of this Addendum and the Master Agreement, together with its exhibits, shall not be added to or incorporated into this Addendum or the Master Agreement and its exhibits, by any subsequent purchase order or otherwise, and any such attempts to add or incorporate such terms and conditions are hereby rejected. The terms and conditions of this Addendum and the Master Agreement and its exhibits shall prevail and govern in the case of any such inconsistent or additional terms within the Participating State.

**10. The parties agree that the following provisions (Participating Addendum) shall apply to any action, purchase or purchase order issued by the State of Connecticut or any of its participating entities.**

**Definitions: The following definitions apply to this Participating Addendum**

- a) **Claims:** All actions, suits, claims, demands, investigations and proceedings of any kind, open, pending or threatened, whether mature, unmatured, contingent, known or unknown, at law or in equity, in any forum.
- b) **Confidential Information:** Any name, number or other information that may be used, alone or in conjunction with any other information, to identify a specific individual including, but not limited to, such individual's name, date of birth, mother's maiden name, motor vehicle operator's license number, Social Security number, employee identification number,

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Konica Minolta Business Solutions USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 6 of 21

employer or taxpayer identification number, alien registration number, government passport number, health insurance identification number, demand deposit account number, savings account number, credit card number, debit card number or unique biometric data such as fingerprint, voice print, retina or iris image, or other unique physical representation. Without limiting the foregoing, Confidential Information shall also include any information that the Department classifies as "confidential" or "restricted." Confidential Information shall not include information that may be lawfully obtained from publicly available sources or from federal, state, or local government records which are lawfully made available to the general public.

- c) **Confidential Information Breach:** This shall mean, generally, an instance where an unauthorized person or entity accesses Confidential Information in any manner, including but not limited to the following occurrences: (1) any Confidential Information that is not encrypted or protected is misplaced, lost, stolen or in any way compromised; (2) one or more third parties have had access to or taken control or possession of any Confidential Information that is not encrypted or protected without prior written authorization from the State; (3) the unauthorized acquisition of encrypted or protected Confidential Information together with the confidential process or key that is capable of compromising the integrity of the Confidential Information; or (4) if there is a substantial risk of identity theft or fraud to the client, the Contractor, the Department or State.
- d) **Contract:** Copiers, Printers and Related Devices, Contract Award Number 14-19 and this Participating Addendum
- e) **Contractor:** A person or entity who executes the Contract.
- f) **Contractor Parties:** A Contractor's members, directors, officers, shareholders, partners, managers, principal officers, representatives, agents, servants, consultants, employees or any one of them or any other person or entity with whom the Contractor is in privity of oral or written contract and the Contractor intends for such other person or entity to Perform under the Contract in any capacity.

**Whistleblowing.** This Contract may be subject to the provisions of Section 4-61dd of the Connecticut General Statutes. In accordance with this statute, if an officer, employee or

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Konica Minolta Business Solutions USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 7 of 21

appointing authority of the Contractor takes or threatens to take any personnel action against any employee of the Contractor in retaliation for such employee's disclosure of information to any employee of the contracting state or quasi-public agency or the Auditors of Public Accounts or the Attorney General under the provisions of subsection (a) of such statute, the Contractor shall be liable for a civil penalty of not more than five thousand dollars for each offense, up to a maximum of twenty per cent of the value of this Contract. Each violation shall be a separate and distinct offense and in the case of a continuing violation, each calendar day's continuance of the violation shall be deemed to be a separate and distinct offense. The State may request that the Attorney General bring a civil action in the Superior Court for the Judicial District of Hartford to seek imposition and recovery of such civil penalty. In accordance with subsection (f) of such statute, each large state contractor, as defined in the statute, shall post a notice of the provisions of the statute relating to large state contractors in a conspicuous place which is readily available for viewing by the employees of the Contractor.

**Forum and Choice of Law.** The parties deem the Contract to have been made in the City of Hartford, State of Connecticut. Both parties agree that it is fair and reasonable for the validity and construction of the Contract to be, and it shall be, governed by the laws and court decisions of the State of Connecticut, without giving effect to its principles of conflicts of laws. To the extent that any immunities provided by Federal law or the laws of the State of Connecticut do not bar an action against the State, and to the extent that these courts are courts of competent jurisdiction, for the purpose of venue, the complaint shall be made returnable to the Judicial District of Hartford only or shall be brought in the United States District Court for the District of Connecticut only, and shall not be transferred to any other court, provided, however, that nothing here constitutes a waiver or compromise of the sovereign immunity of the State of Connecticut. The Contractor waives any objection which it may now have or will have to the laying of venue of any Claims in any forum and further irrevocably submits to such jurisdiction in any suit, action or proceeding.

**Sovereign Immunity.** The parties acknowledge and agree that nothing in the solicitation or the Contract shall be construed as a modification, compromise or waiver by the State of any rights or defenses of any immunities provided by Federal law or the laws of the State of Connecticut to the State or any of its officers and employees, which they may have had, now have or will have with respect to all matters arising out of the Contract. To the extent that this section conflicts with any other section, this section shall govern.

**Summary of State Ethics Laws.** Pursuant to the requirements of section 1-101qq of the Connecticut General Statutes, the summary of State ethics laws developed by the State Ethics

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Konica Minolta Business Solutions USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 8 of 21

Commission pursuant to section 1-81b of the Connecticut General Statutes is incorporated by reference into and made a part of the Contract as if the summary had been fully set forth in the Contract.

**Campaign Contribution Restriction.** For all State contracts, defined in Conn. Gen. Stat. §9-612(g)(1) as having a value in a calendar year of \$50,000 or more, or a combination or series of such agreements or contracts having a value of \$100,000 or more, the authorized signatory to this Contract expressly acknowledges receipt of the State Elections Enforcement Commission's notice advising state contractors of state campaign contribution and solicitation prohibitions, and will inform its principals of the contents of the notice, as set forth in "Notice to Executive Branch State Contractors and Prospective State Contractors of Campaign Contribution and Solicitation Limitations," attached to this Participating Addendum.

**Executive Orders.** This Contract is subject to the provisions of Executive Order No. Three of Governor Thomas J. Meskill, promulgated June 16, 1971, concerning labor employment practices, Executive Order No. Seventeen of Governor Thomas J. Meskill, promulgated February 15, 1973, concerning the listing of employment openings and Executive Order No. Sixteen of Governor John G. Rowland promulgated August 4, 1999, concerning violence in the workplace, all of which are incorporated into and are made a part of the Contract as if they had been fully set forth in it. The Contract may also be subject to the applicable parts of Executive Order No. Executive Order No. 14 of Governor M. Jodi Rell, promulgated April 17, 2006, concerning procurement of cleaning products and services, in accordance with its respective terms and conditions. If Executive Order 14 is applicable, it is deemed to be incorporated into and are made a part of the Contract as if they had been fully set forth in it. At the Contractor's request, the Department shall provide a copy of these orders to the Contractor.

**Nondiscrimination.**

(a) For purposes of this Section, the following terms are defined as follows:

- i. "Commission" means the Commission on Human Rights and Opportunities;
- ii. "Contract" and "contract" include any extension or modification of the Contract or contract;
- iii. "Contractor" and "contractor" include any successors or assigns of the Contractor or contractor;
- iv. "Gender identity or expression" means a person's gender-related identity, appearance or behavior, whether or not that gender-related identity, appearance or behavior is different from that traditionally associated with the person's physiology or assigned sex at birth, which gender-related identity can be shown by providing evidence including, but not limited to, medical history, care or treatment of the

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Konica Minolta Business Solutions USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 9 of 21

- gender-related identity, consistent and uniform assertion of the gender-related identity or any other evidence that the gender-related identity is sincerely held, part of a person's core identity or not being asserted for an improper purpose;
- v. "good faith" means that degree of diligence which a reasonable person would exercise in the performance of legal duties and obligations;
  - vi. "good faith efforts" shall include, but not be limited to, those reasonable initial efforts necessary to comply with statutory or regulatory requirements and additional or substituted efforts when it is determined that such initial efforts will not be sufficient to comply with such requirements;
  - vii. "marital status" means being single, married as recognized by the state of Connecticut, widowed, separated or divorced;
  - viii. "mental disability" means one or more mental disorders, as defined in the most recent edition of the American Psychiatric Association's "Diagnostic and Statistical Manual of Mental Disorders", or a record of or regarding a person as having one or more such disorders;
  - ix. "minority business enterprise" means any small contractor or supplier of materials fifty-one percent or more of the capital stock, if any, or assets of which is owned by a person or persons: (1) who are active in the daily affairs of the enterprise, (2) who have the power to direct the management and policies of the enterprise, and (3) who are members of a minority, as such term is defined in subsection (a) of Connecticut General Statutes § 32-9n; and
  - x. "public works contract" means any agreement between any individual, firm or corporation and the State or any political subdivision of the State other than a municipality for construction, rehabilitation, conversion, extension, demolition or repair of a public building, highway or other changes or improvements in real property, or which is financed in whole or in part by the State, including, but not limited to, matching expenditures, grants, loans, insurance or guarantees.

For purposes of this Section, the terms "Contract" and "contract" do not include a contract where each contractor is (1) a political subdivision of the state, including, but not limited to, a municipality, (2) a quasi-public agency, as defined in Conn. Gen. Stat. Section 1-120, (3) any other state, including but not limited to any federally recognized Indian tribal governments, as defined in Conn. Gen. Stat. Section 1-267, (4) the federal government, (5) a foreign government, or (6) an agency of a subdivision, agency, state or government described in the immediately preceding enumerated items (1), (2), (3), (4) or (5).



**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Konica Minolta Business Solutions USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 10 of 21

- (b) (1) The Contractor agrees and warrants that in the performance of the Contract such Contractor will not discriminate or permit discrimination against any person or group of persons on the grounds of race, color, religious creed, age, marital status, national origin, ancestry, sex, gender identity or expression, intellectual disability, mental disability or physical disability, including, but not limited to, blindness, unless it is shown by such Contractor that such disability prevents performance of the work involved, in any manner prohibited by the laws of the United States or of the State of Connecticut; and the Contractor further agrees to take affirmative action to insure that applicants with job-related qualifications are employed and that employees are treated when employed without regard to their race, color, religious creed, age, marital status, national origin, ancestry, sex, gender identity or expression, intellectual disability, mental disability or physical disability, including, but not limited to, blindness, unless it is shown by the Contractor that such disability prevents performance of the work involved; (2) the Contractor agrees, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, to state that it is an "affirmative action-equal opportunity employer" in accordance with regulations adopted by the Commission; (3) the Contractor agrees to provide each labor union or representative of workers with which the Contractor has a collective bargaining Agreement or other contract or understanding and each vendor with which the Contractor has a contract or understanding, a notice to be provided by the Commission, advising the labor union or workers' representative of the Contractor's commitments under this section and to post copies of the notice in conspicuous places available to employees and applicants for employment; (4) the Contractor agrees to comply with each provision of this Section and Connecticut General Statutes §§ 46a-68e and 46a-68f and with each regulation or relevant order issued by said Commission pursuant to Connecticut General Statutes §§ 46a-56, 46a-68e and 46a-68f; and (5) the Contractor agrees to provide the Commission on Human Rights and Opportunities with such information requested by the Commission, and permit access to pertinent books, records and accounts, concerning the employment practices and procedures of the Contractor as relate to the provisions of this Section and Connecticut General Statutes § 46a-56. If the contract is a public works contract, the Contractor agrees and warrants that he will make good faith efforts to employ minority business enterprises as subcontractors and suppliers of materials on such public works projects.
- (c) Determination of the Contractor's good faith efforts shall include, but shall not be limited to, the following factors: The Contractor's employment and subcontracting policies, patterns and practices; affirmative advertising, recruitment and training; technical assistance activities and such other reasonable activities or efforts as the Commission may prescribe

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Konica Minolta Business Solutions USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 11 of 21

that are designed to ensure the participation of minority business enterprises in public works projects.

- (d) The Contractor shall develop and maintain adequate documentation, in a manner prescribed by the Commission, of its good faith efforts.
- (e) The Contractor shall include the provisions of subsection (b) of this Section in every subcontract or purchase order entered into in order to fulfill any obligation of a contract with the State and such provisions shall be binding on a subcontractor, vendor or manufacturer unless exempted by regulations or orders of the Commission. The Contractor shall take such action with respect to any such subcontract or purchase order as the Commission may direct as a means of enforcing such provisions including sanctions for noncompliance in accordance with Connecticut General Statutes §46a-56; provided if such Contractor becomes involved in, or is threatened with, litigation with a subcontractor or vendor as a result of such direction by the Commission, the Contractor may request the State of Connecticut to enter into any such litigation or negotiation prior thereto to protect the interests of the State and the State may so enter.
- (f) The Contractor agrees to comply with the regulations referred to in this Section as they exist on the date of this Contract and as they may be adopted or amended from time to time during the term of this Contract and any amendments thereto.
- (g) (1) The Contractor agrees and warrants that in the performance of the Contract such Contractor will not discriminate or permit discrimination against any person or group of persons on the grounds of sexual orientation, in any manner prohibited by the laws of the United States or the State of Connecticut, and that employees are treated when employed without regard to their sexual orientation; (2) the Contractor agrees to provide each labor union or representative of workers with which such Contractor has a collective bargaining Agreement or other contract or understanding and each vendor with which such Contractor has a contract or understanding, a notice to be provided by the Commission on Human Rights and Opportunities advising the labor union or workers' representative of the Contractor's commitments under this section, and to post copies of the notice in conspicuous places available to employees and applicants for employment; (3) the Contractor agrees to comply with each provision of this section and with each regulation or relevant order issued by said Commission pursuant to Connecticut General Statutes § 46a-56; and (4) the Contractor agrees to provide the Commission on Human Rights and Opportunities with such information requested by the Commission, and permit access to pertinent books, records



**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Konica Minolta Business Solutions USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 12 of 21

and accounts, concerning the employment practices and procedures of the Contractor which relate to the provisions of this Section and Connecticut General Statutes § 46a-56

- (h) The Contractor shall include the provisions of the foregoing paragraph in every subcontract or purchase order entered into in order to fulfill any obligation of a contract with the State and such provisions shall be binding on a subcontractor, vendor or manufacturer unless exempted by regulations or orders of the Commission. The Contractor shall take such action with respect to any such subcontract or purchase order as the Commission may direct as a means of enforcing such provisions including sanctions for noncompliance in accordance with Connecticut General Statutes § 46a-56; provided, if such Contractor becomes involved in, or is threatened with, litigation with a subcontractor or vendor as a result of such direction by the Commission, the Contractor may request the State of Connecticut to enter into any such litigation or negotiation prior thereto to protect the interests of the State and the State may so enter.

**Indemnification.**

- (a) The Contractor shall indemnify, defend and hold harmless the State and its officers, representatives, agents, servants, employees, successors and assigns from and against any and all (1) Claims arising, directly or indirectly, in connection with the Contract, including the acts of commission or omission (collectively, the "Acts") of the Contractor or Contractor Parties; and (2) liabilities, damages, losses, costs and expenses, including but not limited to, attorneys' and other professionals' fees, arising, directly or indirectly, in connection with Claims, Acts or the Contract. The Contractor shall use counsel reasonably acceptable to the State in carrying out its obligations under this section. The Contractor's obligations under this section to indemnify, defend and hold harmless against Claims includes Claims concerning confidentiality of any part of or all of the Contractor's bid, proposal or any Records, any intellectual property rights, other proprietary rights of any person or entity, copyrighted or uncopyrighted compositions, secret processes, patented or unpatented inventions, articles or appliances furnished or used in the performance.
- (b) The Contractor shall not be responsible for indemnifying or holding the State harmless from any liability arising due to the negligence of the State or any other person or entity acting under the direct control or supervision of the State.
- (c) The Contractor shall reimburse the State for any and all damages to the real or personal property of the State caused by the Acts of the Contractor or any Contractor Parties. The State shall give the Contractor reasonable notice of any such Claims.

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Konica Minolta Business Solutions USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 13 of 21

- (d) The Contractor's duties under this section shall remain fully in effect and binding in accordance with the terms and conditions of the Contract, without being lessened or compromised in any way, even where the Contractor is alleged or is found to have merely contributed in part to the Acts giving rise to the Claims and/or where the State is alleged or is found to have contributed to the Acts giving rise to the Claims.
- (e) The Contractor shall carry and maintain at all times during the term of the Contract, and during the time that any provisions survive the term of the Contract, sufficient general liability insurance to satisfy its obligations under this Contract. The Contractor shall name the State as an additional insured on the policy and shall provide a copy of the policy to the Agency prior to the effective date of the Contract. The Contractor shall not begin performance until the delivery of the policy to the Agency. The Agency shall be entitled to recover under the insurance policy even if a body of competent jurisdiction determines that the Agency or the State is contributorily negligent.
- (f) The rights provided in this section for the benefit of the State shall encompass the recovery of attorneys' and other professionals' fees expended in pursuing a Claim against a third party.
- (g) This section shall survive the Termination of the Contract and shall not be limited by reason of any insurance coverage.

**Tangible Personal Property.**

- (a) The Contractor on its behalf and on behalf of its Affiliates, as defined below, shall comply with the provisions of Conn. Gen. Stat. §12-411b, as follows:
  - (1) For the term of the Contract, the Contractor and its Affiliates shall collect and remit to the State of Connecticut, Department of Revenue Services, any Connecticut use tax due under the provisions of Chapter 219 of the Connecticut General Statutes for items of tangible personal property sold by the Contractor or by any of its Affiliates in the same manner as if the Contractor and such Affiliates were engaged in the business of selling tangible personal property for use in Connecticut and had sufficient nexus under the provisions of Chapter 219 to be required to collect Connecticut use tax;
  - (2) A customer's payment of a use tax to the Contractor or its Affiliates relieves the customer of liability for the use tax;

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Konica Minolta Business Solutions USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 14 of 21

- (3) The Contractor and its Affiliates shall remit all use taxes they collect from customers on or before the due date specified in the Contract, which may not be later than the last day of the month next succeeding the end of a calendar quarter or other tax collection period during which the tax was collected;
- (4) The Contractor and its Affiliates are not liable for use tax billed by them but not paid to them by a customer; and
- (5) Any Contractor or Affiliate who fails to remit use taxes collected on behalf of its customers by the due date specified in the Contract shall be subject to the interest and penalties provided for persons required to collect sales tax under chapter 219 of the general statutes.
- (b) For purposes of this section of the Contract, the word "Affiliate" means any person, as defined in section 12-1 of the general statutes that controls is controlled by, or is under common control with another person. A person controls another person if the person owns, directly or indirectly, more than ten per cent of the voting securities of the other person. The word "voting security" means a security that confers upon the holder the right to vote for the election of members of the board of directors or similar governing body of the business, or that is convertible into, or entitles the holder to receive, upon its exercise, a security that confers such a right to vote. "Voting security" includes a general partnership interest.
- (c) The Contractor represents and warrants that each of its Affiliates has vested in the Contractor plenary authority to so bind the Affiliates in any agreement with the State of Connecticut. The Contractor on its own behalf and on behalf of its Affiliates shall also provide, no later than 30 days after receiving a request by the State's contracting authority, such information as the State may require to ensure, in the State's sole determination, compliance with the provisions of Chapter 219 of the Connecticut General Statutes, including, but not limited to, §12-411b.

**Audit and Inspection of Plants, Places of Business and Records.**

- (a) The State and its agents, including, but not limited to, the Connecticut Auditors of Public Accounts, Attorney General and State's Attorney and their respective agents, may, at reasonable hours, inspect and examine all of the parts of the Contractor's and Contractor Parties' plants and places of business which, in any way, are related to, or involved in, the performance of this Contract.
- (b) The Contractor shall maintain, and shall require each of the Contractor Parties to maintain, accurate and complete Records. The Contractor shall make all of its and the

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Konica Minolta Business Solutions USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 15 of 21

Contractor Parties' Records available at all reasonable hours for audit and inspection by the State and its agents.

- (c) The State shall make all requests for any audit or inspection in writing and shall provide the Contractor with at least twenty-four (24) hours' notice prior to the requested audit and inspection date. If the State suspects fraud or other abuse, or in the event of an emergency, the State is not obligated to provide any prior notice.
- (d) All audits and inspections shall be at the State's expense.
- (e) The Contractor shall keep and preserve or cause to be kept and preserved all of its and Contractor Parties' Records until three (3) years after the latter of (i) final payment under this Agreement, or (ii) the expiration or earlier termination of this Agreement, as the same may be modified for any reason. The State may request an audit or inspection at any time during this period. If any Claim or audit is started before the expiration of this period, the Contractor shall retain or cause to be retained all Records until all Claims or audit findings have been resolved.
- (f) The Contractor shall cooperate fully with the State and its agents in connection with an audit or inspection. Following any audit or inspection, the State may conduct and the Contractor shall cooperate with an exit conference.
- (g) The Contractor shall incorporate this entire Section verbatim into any contract or other agreement that it enters into with any Contractor Party.

**Protection of Confidential Information.**

- (a) Contractor and Contractor Parties, at their own expense, have a duty to and shall protect from a Confidential Information Breach any and all Confidential Information which they come to possess or control, wherever and however stored or maintained, in a commercially reasonable manner in accordance with current industry standards.
- (b) Each Contractor or Contractor Party shall develop, implement and maintain a comprehensive data - security program for the protection of Confidential Information. The safeguards contained in such program shall be consistent with and comply with the safeguards for protection of Confidential Information, and information of a similar character, as set forth in all applicable federal and state law and written policy of the Department or State concerning the

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Konica Minolta Business Solutions USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 16 of 21

confidentiality of Confidential Information. Such data-security program shall include, but not be limited to, the following:

- (1) A security policy for employees related to the storage, access and transportation of data containing Confidential Information;
  - (2) Reasonable restrictions on access to records containing Confidential Information, including access to any locked storage where such records are kept;
  - (3) A process for reviewing policies and security measures at least annually;
  - (4) Creating secure access controls to Confidential Information, including but not limited to passwords; and
  - (5) Encrypting of Confidential Information that is stored on laptops, portable devices or being transmitted electronically.
- (c) The Contractor and Contractor Parties shall notify the Department and the Connecticut Office of the Attorney General as soon as practical, but no later than twenty-four (24) hours, after they become aware of or suspect that any Confidential Information which Contractor or Contractor Parties have come to possess or control has been subject to a Confidential Information Breach. If a Confidential Information Breach has occurred, the Contractor shall, within three (3) business days after the notification, present a credit monitoring and protection plan to the Commissioner of Administrative Services, the Department and the Connecticut Office of the Attorney General, for review and approval. Such credit monitoring or protection plan shall be made available by the Contractor at its own cost and expense to all individuals affected by the Confidential Information Breach. Such credit monitoring or protection plan shall include, but is not limited to reimbursement for the cost of placing and lifting one (1) security freeze per credit file pursuant to Connecticut General Statutes § 36a-701a. Such credit monitoring or protection plans shall be approved by the State in accordance with this Section and shall cover a length of time commensurate with the circumstances of the Confidential Information Breach. The Contractors' costs and expenses for the credit monitoring and protection plan shall not be recoverable from the Department, any State of Connecticut entity or any affected individuals.



**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Konica Minolta Business Solutions USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 17 of 21

- (d) The Contractor shall incorporate the requirements of this Section in all subcontracts requiring each Contractor Party to safeguard Confidential Information in the same manner as provided for in this Section.
- (e) Nothing in this Section shall supersede in any manner Contractor's or Contractor Party's obligations pursuant to HIPAA or the provisions of this Contract concerning the obligations of the Contractor as a Business Associate of the Department.

**Financial Audit for State Grants.**

For purposes of this paragraph, the word "Contractor" shall be deemed to mean "nonstate entity," as that term is defined in Section 4-230 of the Connecticut General Statutes. The contractor shall provide for an annual financial audit acceptable to the Department for any expenditure of state-awarded funds made by the contractor. Such audit shall include management letters and audit recommendations. The State Auditors of Public Accounts shall have access to all records and accounts for the fiscal year(s) in which the award was made. The contractor will comply with federal and state single audit standards as applicable.

**Lead State Terms that shall not apply to Connecticut.**

The parties hereby agree that any provision in the Standard Terms and Conditions of the National Association of State Procurement Officials, the Nevada's Negotiated Terms and Conditions or the Master Agreement between NASPO and Konica Minolta Business Solutions U.S.A., Inc. and any of its Exhibits, shall not apply to Connecticut or any of the participating entities from Connecticut if the provision violates sovereign immunity or conflicts with this Participating Addendum. Further the parties agree that in any instance where a provision requires the State to indemnify the Contractor or that the parties are bound by binding arbitration that constitutes a violation of sovereign immunity, and therefore is not applicable.

**Data Storage Devices.**

Neither the Contractor nor Contractor parties shall remove from a Client Agency facility for any time or any reason any hard drives or other data storage devices that are installed in or are in any other way considered to be a part of the Equipment, such as any "plug in" devices (collectively, "Data Storage Devices"). The Contractor shall not remove from a Client Agency facility for any time or any reason the Equipment without first transferring to the Client Agency, and the Client Agency shall accept, all ownership, title, rights and interest of, to and in the Data Storage Devices.

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Konica Minolta Business Solutions USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 18 of 21

The Contractor shall remove the Data Storage Devices from the Equipment, but only in the presence of a duly authorized agent of the Client Agency and only in accordance with the terms of a written request which the Client Agency shall have previously delivered to the Contractor. Upon removal, the Contractor shall immediately transfer possession of the Data Storage Devices to the duly authorized agent of the Client Agency. The Contractor's failure to transfer immediately possession of the removed Data Storage Devices to a duly authorized agent of the Client Agency shall constitute, without more, a de facto breach of this Contract. Consequently, the Contractor shall indemnify and hold harmless the Client Agency and the State, as appropriate, for any and all damages, costs and expenses associated directly or indirectly with such failure. The damages, costs and expenses shall include, but not be limited to, those resulting from any corresponding contracting for credit or identity protection services, or both, and from any subsequent non-State use of any data stored in the Data Storage Devices.

Contractor parties will Perform for any purpose under this Section, the Contractor represents and warrants that it shall cause each of the Contractor parties to so Perform and that each has vested in the Contractor plenary authority to cause the Contractor parties to Perform. For purposes of this Section, "Perform" shall include, but not be limited to, the obligations relating to the transfer of title, removal and transfer of possession of the Data Storage Devices and indemnifying and holding harmless the Client Agency and the State. The Contractor on its own behalf and on behalf of the Contractor parties shall also provide, no later than thirty (30) days after receiving a request by the Client Agency, such information as the Client Agency may identify to ensure, in the Client Agency's sole determination, compliance with the provisions of this paragraph." For the purpose of this Section, Contractor parties shall mean a Contractor's members, directors, officers, shareholders, partners, managers, principal officers, representatives, agents, servants, consultants, employees or any one of them or any other person or entity with whom the Contractor is in privity of oral or written contract and the Contractor intends for such other person or entity to Perform under the Contract in any capacity.

**HARD DRIVE REMOVAL PROCEDURE**

Digital copiers which have a hard drive shall not be removed from a state facility before the Contractor uninstalls the hard drive from the digital copier and transfers it to your agency at no cost.

Overview of Data Storage Device (hard drive) Removal Procedure

1. State Agency provides the Contractor with a written request to remove the digital copier.

State Agency schedules a date and time for removal of the copier with the Contractor. If you need to reschedule a removal time, you must provide a minimum of twenty four (24) hour notice to the



**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

**MASTER AGREEMENT**  
Konica Minolta Business Solutions USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 19 of 21

Contractor. The Contractor may charge a rescheduling fee if twenty four (24) hour notice is not provided.

2. State Agency identifies the person(s) ("Duly Authorized Agents") from the agency who will secure the hard drive(s) when removed from the digital copier and maintain the required documentation. It is important to have more than one person identified as a Duly Authorized Agent so pickup cancellations and rescheduling are avoided.
3. State Agency shall have the Data Storage Device Transfer Receipt (attached) completed with as much information as available.

The Contractor will assist with serial numbers, and other identification information. It is required that all hard drives be recorded on the Data Storage Device Transfer Receipt and all information is recorded. The Data Storage Device Transfer Receipt must be signed by both the Contractor and the Duly Authorized Agent. A copy of the signed Data Storage Device Transfer Receipt is to be provided to the Contractor.

4. State Agency shall secure the hard drive and the corresponding Data Storage Device Transfer Receipt. The Duly Authorized agent shall maintain all Data Storage Device Transfer Receipts and secure all Data Storage Devices in accordance with The State of Connecticut, Bureau of Enterprise Systems and Technology (BEST) current procedures regarding the storage and destruction of Data Storage Devices".

Encryption of Data Storage Devices

In addition to the removal of the hard drives, the Contract specifies that all digital copiers with hard drives will have encryption software installed at the Advanced Encryption Standard 256 ("AES256").

**DATA STORAGE DEVICE TRANSFER RECEIPT**

**PARTICIPATING ADDENDUM  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Konica Minolta Business Solutions USA, Inc  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

|   |                           |                            |                                      |
|---|---------------------------|----------------------------|--------------------------------------|
| <b>Agency:</b>  |                           |                            |                                      |
| <b>Authorized Agent:</b>  |                           |                            |                                      |
| <b>Agency Address:</b>  |                           |                            |                                      |
| <b>State Location:</b> <i>(Equipment Location including Building Numbers, Floor Location, etc.)</i> |                           |                            |                                      |
| <b>Equipment ID#:</b>   | <b>Equipment Model #:</b> | <b>Equipment Serial #:</b> | <b>Data Storage Device Serial #:</b> |
|   |                           |                            |                                      |
|   |                           |                            |                                      |
|   |                           |                            |                                      |
|   |                           |                            |                                      |
|   |                           |                            |                                      |

|   |  |
|---|--|
| <b>Data Storage Device(s) Removal Date:</b> |  |
|---|--|

|                  |
|------------------|
| <b>Comments:</b> |
|------------------|

The undersigned acknowledge the Data Storage Device(s) identified above has been removed from the Equipment identified above and is now in the possession of the Client Agency Authorized Agent prior to the Equipment being removed from the State location.

CLIENT AGENCY

\_\_\_\_\_  
Authorized Agent Signature

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Contractors Signature

\_\_\_\_\_  
Print Name

**PARTICIPATING ADDENDUM  
 WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
 COPIERS, PRINTERS & RELATED DEVICES 14-19  
 Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
 Konica Minolta Business Solutions USA, Inc  
 Nevada RFP 3091  
 (hereinafter "Contractor")

And

The State of Connecticut  
 (hereinafter "Participating State")

Page 21 of 21

IN WITNESS WHEREOF, the parties have executed this Addendum as of the date of execution by both parties below.

|  |  |
|--|--|
| Participating State:<br>State of Connecticut | Contractor:<br>Konica Minolta Business Solutions USA, Inc. |
| By:  | By:  |
| Name:<br>Carol S. Wilson                     | Name: Kristen McKenna                                      |
| Title:<br>Procurement Director               | Title: State Contract Manager                              |
| Date: 9/2/15                                 | Date: 9/1/15   |

If you have questions about this Participating Addendum or the participation process, please contact:

**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**

|           |  |
|-----------|--|
| Name      | Paul Stembler, Cooperative Development Coordinator                             |
| Telephone | 651-206-3858   |
| E-mail    | <a href="mailto:paul.stembler@wsca-naspo.org">paul.stembler@wsca-naspo.org</a> |

**[Fully executed PDF copy of this document should be emailed to [PA@wsca-naspo.org](mailto:PA@wsca-naspo.org) to support documentation of participation and posting in appropriate data bases]**

## Attachment O

# KONICA MINOLTA BUSINESS SOLUTIONS USA, INC. SERVICE LEVEL AGREEMENT (SLA)

## 1. Client Agency Level SLA

### 1.1 Purpose

The purpose of this addendum is to define service levels; penalties for the failure to perform at the service levels; as well as provide the Client Agency with a defined replacement process for equipment performing below expectations.

### 1.2 Customer Service Level Agreement

Contractor agrees to maintain the following service levels defined below as targets:

| Performance Criteria          | Target Level                       |
|-------------------------------|------------------------------------|
| Average Uptime                | 96% or Better                      |
| Average On-Site Response Time | 4 Hours or Less                    |
| First Time Fix                | 80% of all service calls or better |

These service levels will be measured on a quarterly basis between Contractor and the State.

### 1.3 Calculation of Service Level Points

Once per quarter, Contractor will produce reporting to be measured against the Service Level Agreement and points will be assigned according to the following chart. These points will be added to produce a total Service Level score. This score will be used to determine the subsequent penalty according to the following schedule where the penalty can be up to 4% of the previous quarter's service and supplies billing (expressed as a negative %).

|                        | Target Level  | Below Target 1 | Below Target 2 | Below Target 3 | Below Target 4 |
|------------------------|---------------|----------------|----------------|----------------|----------------|
| <b>Average Uptime</b>  | 96% or Higher | 95.9% - 94%    | 93.9% - 92%    | 91.9% - 90%    | 90% or lower   |
| <b>Possible Points</b> | 4             | 3              | 2              | 2              | 0              |

|   | <b>Target Level</b> | <b>Below Target 1</b> | <b>Below Target 2</b> | <b>Below Target 3</b> | <b>Below Target 4</b> |
|---|---------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| <b>Average On-Site Response Time (in Hours)</b> | 4 or Less           | 4.1 – 5               | 5.1 - 6               | 6.1 - 7               | 7.1 or more           |
| <b>Possible Points</b>                          | 4                   | 3                     | 2                     | 2                     | 0                     |
|   | <b>Target Level</b> | <b>Below Target 1</b> | <b>Below Target 2</b> | <b>Below Target 3</b> | <b>Below Target 4</b> |
| <b>First Time Fix</b>                           | 80% or Higher       | 79.9% - 70%           | 69.9% - 60%           | 59.9% - 50%           | Less than 50%         |
| <b>Possible Points</b>                          | 4                   | 3                     | 2                     | 2                     | 0                     |

#### 1.4 Penalty Level

|  | <b>Target Level</b> | <b>Below Target 1</b> | <b>Below Target 2</b> | <b>Below Target 3</b> | <b>Below Target 4</b> |
|--|---------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| Total Score  | 12 – 10             | 9 – 7                 | 6 - 4                 | 3 – 1                 | 0                     |
| Penalty/Award as a percentage of quarterly service and supplies billings | 0%                  | -2.5%                 | -3.0%                 | -3.5%                 | -4.0%                 |

The penalty shall be awarded to the Client Agency as a credit on the following period's service and supplies invoice.

#### 1.5 Equipment Performance

Contractor guarantees each machine specified within any maintenance agreement will perform to either a) the monthly copies between service calls as measured by machine on a quarterly basis by group and segment listed below and/or b) the monthly uptime as measured by machine on a quarterly basis by segment listed below.

| <b>Group</b> | <b>Devices</b>           | <b>Segments</b> | <b>Quarterly Uptime</b> |
|--------------|--------------------------|-----------------|-------------------------|
| B            | Production Print Copiers | All             | 95%                     |

If any unit fails to maintain this level of performance between calls and or the monthly uptime, excluding service calls caused by operator error that system will be subject to replacement at the Client Agency's discretion on a like-for-like basis with then current technology. Prior to installing a substitute product, supplier will be allowed sixty (60) days to remedy any quality or reliability issues. A designated factory authorized technician must certify each unit's ability to produce acceptable impressions with acceptable copies between calls or uptime. The guarantee will

remain in effect for the term of the contract or up to five (5) years from the date of purchase/rent, provided the equipment has not been subjected to abuse or neglect and has been continuously covered by a Maintenance Contract. This replacement policy will remain in effect for the term of the contract and is subject to the Client Agency remaining current with Contractor’s payment requirements.

**1.6 Additional Vendor Guarantees**

1.6.1 **Training** – On-going training as requested by the Client Agency to be performed within two (2) weeks of requested date for on-site training and two (2) hours for phone/technical support. A penalty of \$50 per incident that does not meet the turnaround time specified above to be credited on the next service bill.

1.6.2 **Loaner Unit/Backup Production** – If any unit is inoperable for a period in excess of seventy two (72) hours, Contractor shall provide the Client Agency with either:

- i) A loaner unit of similar speed and capabilities until such time as the unit(s) covered by this agreement are operable, or
- ii) Provide the Client Agency with off-site manned production capabilities to accomplish the work of the unit that is inoperable at the sole cost of the Contractor. Such costs shall be limited to cost of production (service and supplies), equipment, labor, power, transportation of jobs to and from the off-site production facility and facilities.

1.6.3 **Invoicing** – Contractor shall maintain timely, accurate invoicing, less service run impressions, as defined below. Failure on the Contractor’s part to maintain these levels as defined shall result in a \$50.00 per instance credit on the following invoice. The non-defaulting party shall give the defaulting party thirty (30) calendar days from receipt of notice to cure said default.

| <b>Measurable</b>   | <b>Service Level</b>  |
|---------------------|---|
| Timely Invoicing    | Invoices will be submitted no later than the 25 <sup>th</sup> of the month immediately following the close of a billing period. |
| Accurate Invoicing  | Invoices do not require any credits for miss-billing  |
| Service Impressions | Vendor will credit all service run impressions within the same billing cycle  |

## 2. Reporting and Billing

- 2.1 **Timely Reporting** – Contractor shall produce reporting for the State within thirty (30) days of the closing of the reporting period. Failure to do so will result in a penalty of \$5.00 per work day beyond the thirty (30) day period.
- 2.2 **Timely Payment of Administrative Fees** – Contractor shall produce payment for any State Specific Administrative Fee within thirty (30) days of the closing of the reporting period. Failure to do so will result in a penalty of \$5.00 per work day beyond the thirty (30) day period.
- 2.3 **Accuracy of Reporting** – The State may request at any point proof of the reporting accuracy through the data set supporting the reporting. If the State has reason to believe that multiple and systemic reporting errors exist, that cannot be corrected to the State’s satisfaction; the State may require an audit by a third party. If errors are found, the Contractor must reimburse the State for the cost of the auditor as well as correcting any administrative fee errors.
- 2.4 **Accuracy of Billing** – The State may request at any point proof of the billing accuracy through the data set supporting the billing. If the State has reason to believe that multiple and systemic billing errors exist, that cannot be corrected to the State’s satisfaction; the State may require an audit by a third party. If errors are found, the Contractor must reimburse the State for the cost of the auditor as well as correcting any billing errors.
- 2.5 **Penalties** – All penalties under this, section two (2) of the Service Level Agreement, shall be payable to the State.
- 2.6 For items 2.1-2.5 - The non-defaulting party shall give the defaulting party thirty (30) calendar days from receipt of notice to cure said default.



# List Pricing Worksheet

## Group B - Copiers Color

Vendor Name: **KONICA MINOLTA BUSINESS SOLUTIONS U.S.A., INC.**

| Pricing Item  | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS                                |  |                             |                        |  |                              |                            |                              |                            |                            |
|---|---|--|-----------------------------|------------------------|--|------------------------------|----------------------------|------------------------------|----------------------------|----------------------------|
|   | B6<br>B&W<br>(91-119)   | B6<br>B&W<br>(91-119)                        | B6<br>Color/B&W<br>(91-119) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139)                       | B7<br>Color/B&W<br>(120-139) | B8<br>B&W<br>(140-159)     | B8<br>Color/B&W<br>(140-159) | B9<br>B&W<br>(160+)        | B9<br>Color/B&W<br>(160+)  |
| Make  | Konica Minolta  | Konica Minolta                               | Konica Minolta              | Konica Minolta         | Konica Minolta                               | Not Available at this time   | Not Available at this time | Not Available at this time   | Not Available at this time | Not Available at this time |
| Model   | bizhub 951  | bizhub 1052                                  | bizhub C1100                | bizhub 1250            | bizhub 1250P                                 |                              |                            |                              |                            |                            |
| Marking Engine  | \$42,000.00   | \$65,000.00                                  | \$153,047.00                | \$80,000.00            | \$70,000.00                                  |                              |                            |                              |                            |                            |
| <b>Paper Handling</b>   |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| ADF   | see RADF  | see RADF                                     | see RADF                    | see RADF               | not applicable                               |                              |                            |                              |                            |                            |
| RADF  | Standard  | Standard                                     | \$18,000.00                 | Standard               | not applicable                               |                              |                            |                              |                            |                            |
| Scan Station  | Standard  | Standard                                     | Standard                    | Standard               | not applicable                               |                              |                            |                              |                            |                            |
| Platen Cover  | Included  | Included                                     | Included                    | Included               | Standard                                     |                              |                            |                              |                            |                            |
| Color Scanner   | not applicable  | not applicable                               | Included                    | not applicable         | not applicable                               |                              |                            |                              |                            |                            |
| Additional Option (please describe here)  |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| Additional Option (please describe here)  |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| <b>Paper Feeding</b>  |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| Base Cabinet  | Standard  | Standard                                     | Standard                    | Standard               | Standard                                     |                              |                            |                              |                            |                            |
| Additional Paper Drawer   | \$3,116.00  | \$6,455.00                                   | Included                    | Standard               | \$6,455.00                                   |                              |                            |                              |                            |                            |
| Paper-Feed Units  | \$6,455.00  | \$10,579.00                                  | see RADF                    | \$10,579.00            | \$10,579.00                                  |                              |                            |                              |                            |                            |
| Bypass Paper Supply   | Included  | Included                                     | Included                    | Included               | Included                                     |                              |                            |                              |                            |                            |
| Large Capacity Tray   | Included  | Included                                     | Included                    | Included               | Included                                     |                              |                            |                              |                            |                            |
| Additional Option (please describe here)  |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| Additional Option (please describe here)  |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| <b>Finishing</b>  |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| Output Tray   | not available   | not available                                | not available               | not available          | not available                                |                              |                            |                              |                            |                            |
| Internal / Wing Finisher  | not available   | not available                                | not available               | not available          | not available                                |                              |                            |                              |                            |                            |
| 3 - Hole Punch  | not available   | not available                                | not available               | not available          | not available                                |                              |                            |                              |                            |                            |
| Additional Option (please describe here)  |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| Basic Office Finisher   | \$5,205.00  | \$5,205.00                                   | \$5,205.00                  | \$5,205.00             | \$5,205.00                                   |                              |                            |                              |                            |                            |
| 3 - Hole Punch  | \$835.00  | \$835.00                                     | \$835.00                    | \$835.00               | \$835.00                                     |                              |                            |                              |                            |                            |
| Saddle Stitch Finishing   | \$1,977.00  | \$1,977.00                                   | \$1,977.00                  | \$1,977.00             | \$1,977.00                                   |                              |                            |                              |                            |                            |
| Additional Option (please describe here)  |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| Advanced Office Finisher  | not available   | not available                                | \$18,921.00                 | \$18,921.00            | \$18,921.00                                  |                              |                            |                              |                            |                            |
| 3 - Hole Punch  | not available   | not available                                | included                    | included               | included                                     |                              |                            |                              |                            |                            |
| Saddle Stitch Finishing   | not available   | not available                                | \$27,825.00                 | \$27,825.00            | \$27,825.00                                  |                              |                            |                              |                            |                            |
| Additional Option (please describe here)  |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| Post Process Insertion  | \$1,558.00  | \$1,113.00                                   | \$1,558.00                  | \$1,558.00             | \$1,558.00                                   |                              |                            |                              |                            |                            |
| Additional Option (please describe here)  |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| Additional Option (please describe here)  |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| Additional Option (please describe here)  |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| <b>Connectivity / Security</b>  |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| Network Connectivity Kit  | Standard  | Standard                                     | Standard                    | Standard               | Standard                                     |                              |                            |                              |                            |                            |
| Hard Drive Security Kit   | Standard  | Standard                                     | Standard                    | Standard               | Standard                                     |                              |                            |                              |                            |                            |
| Network Security Kit  | Standard  | Standard                                     | Standard                    | Standard               | Standard                                     |                              |                            |                              |                            |                            |
| Power Protection Unit   | Included  | \$1,059 (main unit PF), \$275 (accessory PF) | Included                    | Included               | \$1,059 (main unit PF), \$275 (accessory PF) |                              |                            |                              |                            |                            |
| Additional Option (please describe here)  |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| Additional Option (please describe here)  |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| Additional Option (please describe here)  |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| <b>Accessibility Options</b>  |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| Accessibility Option (please describe here)   | not available   | not available                                | not available               | not available          | not available                                |                              |                            |                              |                            |                            |
| Accessibility Option (please describe here)   |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| Accessibility Option (please describe here)   |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| Accessibility Option (please describe here)   |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| <b>Software Options</b>   |   |  |                             |                        |  |                              |                            |                              |                            |                            |
| Advanced Scanning Software (Dispatcher Phoenix)<br>Additional Option                      | Due to the significant number of line items that encompass software we have attached the MSRP pricing |  |                             |                        |  |                              |                            |                              |                            |                            |
| Advanced Scanning Interface Software (I-Pro)<br>Additional Option                         | Due to the significant number of line items that encompass software we have attached the MSRP pricing |  |                             |                        |  |                              |                            |                              |                            |                            |
| Simple Account Software (PageScope Enterprise Suite)<br>Additional Option                 | Due to the significant number of line items that encompass software we have attached the MSRP pricing |  |                             |                        |  |                              |                            |                              |                            |                            |
| Advance Accounting Software (Equitrac Express/Office)<br>Additional Option (Pharos)       | Due to the significant number of line items that encompass software we have attached the MSRP pricing |  |                             |                        |  |                              |                            |                              |                            |                            |
| Additional Option (Production Print Management Software - Fiery Central)                  | Due to the significant number of line items that encompass software we have attached the MSRP pricing |  |                             |                        |  |                              |                            |                              |                            |                            |
| Additional Option (Job Submission Software - EFI Digital StoreFront)                      | Due to the significant number of line items that encompass software we have attached the MSRP pricing |  |                             |                        |  |                              |                            |                              |                            |                            |
| Additional Option (Variable Data Printing Software - PrintShop Mail)<br>Additional Option | Due to the significant number of line items that encompass software we have attached the MSRP pricing |  |                             |                        |  |                              |                            |                              |                            |                            |

Please see attached for a complete list of additional optional accessories

## Discount from MSRP Worksheet

Group B - Copiers Color

**Vendor Name: KONICA MINOLTA BUSINESS SOLUTIONS U.S.A., INC.**

| Pricing Item  | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                             |                           |                                       |                                       |                                       |                                       |                                       |
|---|--|-----------------------------|---------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|
|   | B6<br>B&W<br>(91-119)  | B6<br>Color/B&W<br>(91-119) | B7<br>B&W<br>(120-139)    | B7<br>Color/B&W<br>(120-139)          | B8<br>B&W<br>(140-159)                | B8<br>Color/B&W<br>(140-159)          | B9<br>B&W<br>(160+)                   | B9<br>Color/B&W<br>(160+)             |
| <b>Make</b>   | <b>Konica<br/>Minolta</b>  | <b>Konica<br/>Minolta</b>   | <b>Konica<br/>Minolta</b> | <b>Not Available<br/>at this time</b> | <b>Not Available<br/>at this time</b> | <b>Not Available<br/>at this time</b> | <b>Not Available<br/>at this time</b> | <b>Not Available<br/>at this time</b> |
| Marking Engine - Discount   | 67.00%   | 56.00%                      | 68.00%                    |                                       |                                       |                                       |                                       |                                       |
| Accessories (Paper Handling, Paper Feeding,<br>Finishing, Facsimile) Discount | 30.00%   | 30.00%                      | 30.00%                    |                                       |                                       |                                       |                                       |                                       |
| Connectivity / Security Discount  | 30.00%   | 30.00%                      | 30.00%                    |                                       |                                       |                                       |                                       |                                       |
| Accessibility Options Discount  | 30.00%   | 30.00%                      | 30.00%                    |                                       |                                       |                                       |                                       |                                       |
| Software Discount   | 0.00%  | 0.00%                       | 0.00%                     |                                       |                                       |                                       |                                       |                                       |

**NOTE:** Discount must be shown in percent format.



# Cost Per Copy (CPC)

## Segment B - Copiers Color

Vendor Name: **KONICA MINOLTA BUSINESS SOLUTIONS U.S.A., INC.**

| Group B - Production Copiers B&W and Color/B&W Segments | KMBS Model | Monthly Volume Range | Monthly Target Volume | CPC for First 30% of Color-BW volume | First 30% of BW Volume | CPC for all Color BW copies made after the first 30% | CPC for each Color copy made |
|---|------------|----------------------|-----------------------|--------------------------------------|------------------------|--|------------------------------|
| B6 B&W (91-119)   | BH951      | 50,000-250,000       | 175,000               | \$0.0110                             | 52,500                 | \$0.0045   | N/A                          |
| B6 B&W (91-119)   | BH1052     | 50,000-250,000       | 175,000               | \$0.0144                             | 52,500                 | \$0.0035   | N/A                          |
| B6 Color/B&W (91-119)                                   | C1100      | 50,000-250,000       | 175,000               | \$0.0512                             | 52,500                 | \$0.0155   | \$0.0450                     |
| B7 B&W (120-139)  | BH 1250    | 50,000-500,000       | 375,000               | \$0.0096                             | 112,500                | \$0.0037   | N/A                          |
| B7 B&W (120-139)  | BH 1250P   | 50,000-500,000       | 375,000               | \$0.0090                             | 112,500                | \$0.0037   | N/A                          |
| B7 Color/B&W (120-139)                                  |            |                      |                       |                                      |                        |  |                              |
| B8 B&W (140-159)  |            |                      |                       |                                      |                        |  |                              |
| B8 Color/B&W (140-159)                                  |            |                      |                       |                                      |                        |  |                              |
| B9 B&W (160+)   |            |                      |                       |                                      |                        |  |                              |
| B9 Color/B&W (160+)                                     |            |                      |                       |                                      |                        |  |                              |

Based on 60 Month Term

Monthly Minimum based on 30% of Target Monthly Volume



## **WCSA-NASPO Master Agreement Terms and Conditions**

A Contract for the WCSA-NASPO Cooperative Purchasing Program (WCSA-NASPO)  
Acting by and through the State of Nevada (Lead State)

**Department of Administration, Purchasing Division**

**515 E Musser Street, Room 300**

**Carson City NV 89701**

**Contact: Shannon Berry, Assistant Chief Procurement Officer**

**Phone: (775) 684-0171 • Fax: (775) 684-0188**

**Email: [sberry@admin.nv.gov](mailto:sberry@admin.nv.gov)**

and

**Xerox Corporation**

**45 Glover Avenue**

**Norwalk CT 06856-4505**

**Contact: Annie Van Gilder, National Consultant/Contract Manager**

**Phone: (480) 588-8313 • Fax: (877) 518-4579**

**Email: [annie.vangilder@xerox.com](mailto:annie.vangilder@xerox.com)**

### **1. Master Agreement Order of Precedence**

a. Any Order placed under this Master Agreement shall consist of the following documents:

- (1) A Participating Entity's Participating Addendum ("PA");
- (2) These WCSA-NASPO Master Agreement Terms & Conditions;
- (3) A Purchase Order issued against the Master Agreement;
- (4) The Statement of Work specific to Participating Entity;
- (5) The Solicitation, RFP 3091 Copiers, Printers and Related Devices (Attachment AA);
- (6) Negotiated Items (Attachment BB); and
- (7) Contractor's response to the Solicitation, as revised (if permitted) and accepted by the Lead State (Attachment CC).

- Awarded: Groups A, B and D

- b. These documents shall be read to be consistent and complementary. Any conflict among these documents shall be resolved by giving priority to these documents in the order listed above. Contractor terms and conditions that apply to this Master Agreement are only those that are expressly accepted by the Lead State and must be in writing and attached to this Master Agreement as an Exhibit or Attachment.

## 2. Definitions

**Acceptance** means a written notice from a Purchasing Entity to Contractor advising Contractor that the Product has passed its Acceptance Testing. Acceptance of a Product for which acceptance testing is not required shall occur following the completion of delivery, installation, if required, and a reasonable time for inspection of the Product, unless the Purchasing Entity provides a written notice of rejection to Contractor.

**Acceptance Testing** means the process for ascertaining that the Product meets the standards set forth in the section titled Standard of Performance and Acceptance, prior to Acceptance by the Purchasing Entity.

**Contractor** means the person or entity delivering Products or performing services under the terms and conditions set forth in this Master Agreement.

**Embedded Software** means one or more software applications which permanently reside on a computing device.

**Intellectual Property** means any and all patents, copyrights, service marks, trademarks, trade secrets, trade names, patentable inventions, or other similar proprietary rights, in tangible or intangible form, and all rights, title, and interest therein.

**Lead State** means the State centrally administering any resulting Master Agreement(s).

**Master Agreement** means the underlying agreement executed by and between the Lead State, acting on behalf of WSCA-NASPO, and the Contractor, as now or hereafter amended.

**Order** or **Purchase Order** means any purchase order, sales order, contract or other document used by a Purchasing Entity to order the Products.

**Participating Addendum** means a bilateral agreement executed by a Contractor and a Participating Entity incorporating this Master Agreement and any other additional Participating Entity specific language or other requirements, e.g. ordering procedures specific to the Participating Entity, other terms and conditions.

**Participating Entity** means a state, or other legal entity, properly authorized to enter into a Participating Addendum.

**Participating State** means a state, the District of Columbia, or one of the territories of the United States that is listed in the Request for Proposal as intending to participate. A Participating State is not required to participate through execution of a Participating Addendum. Upon execution of the Participating Addendum, a Participating State becomes a Participating Entity.

**Product** means any equipment, software (including embedded software), documentation, service or other deliverable supplied or created by the Contractor pursuant to this Master Agreement. The term Products, supplies and services, and products and services are used interchangeably in these terms and conditions.

**Purchasing Entity** means a state, city, county, district, other political subdivision of a State, and a nonprofit organization under the laws of some states if authorized by a Participating Addendum, who issues a Purchase Order against the Master Agreement and becomes financially committed to the purchase.

**WSCA-NASPO** is the WSCA-NASPO Cooperative Purchasing Program, facilitated by the WSCA-NASPO Cooperative Purchasing Organization LLC, a 501(c)(3) limited liability company that is a subsidiary organization the National Association of State Procurement Officials (NASPO), the sole member of WSCA-NASPO. The WSCA-NASPO Cooperative Purchasing Organization facilitates administration of the cooperative group contracting consortium of state chief procurement officials for the benefit of state departments, institutions, agencies, and political subdivisions and other eligible entities (i.e., colleges, school districts, counties, cities, some nonprofit organizations, etc.) for all states and the District of Columbia. The WSCA-NASPO Cooperative Development Team is identified in the Master Agreement as the recipient of reports and may be performing contract administration functions as assigned by the Lead State.

### **3. Term of the Master Agreement**

The initial term of this Master Agreement is for five (5) years; effective upon execution through December 31, 2019. Placements made using the authority provided by this Contract will survive the Contract itself, per terms stated in Section 3.3.10 Survivability of the RFP #3091.

### **4. Amendments**

The terms of this Master Agreement shall not be waived, altered, modified, supplemented or amended in any manner whatsoever without prior written approval of the Lead State.

### **5. Assignment/Subcontracts**

- a. Contractor shall not assign, sell, transfer, subcontract or sublet rights, or delegate responsibilities under this Master Agreement, in whole or in part, without the prior written approval of the Lead State.
- b. The Lead State reserves the right to assign any rights or duties, including written assignment of contract administration duties to the WSCA-NASPO Cooperative Purchasing Organization LLC.

### **6. Price and Rate Guarantee Period**

All prices and rates must be guaranteed for the initial term of the Master Agreement. Following the initial Master Agreement period, any request for price or rate adjustment must be for an equal guarantee period, and must be made at least ninety (90) days prior to the effective date. Requests for price or rate adjustment must include sufficient documentation supporting the request. Any



adjustment or amendment to the Master Agreement shall not be effective unless approved by the Lead State. No retroactive adjustments to prices or rates will be allowed.

## **7. Cancellation**

Unless otherwise stated, this Master Agreement may be canceled by either party upon 60 days written notice prior to the effective date of the cancellation. Further, any Participating Entity may cancel its participation upon 30 days written notice, unless otherwise limited or stated in the Participating Addendum. Cancellation may be in whole or in part. Any cancellation under this provision shall not affect the rights and obligations attending orders outstanding at the time of cancellation, including any right of and Purchasing Entity to indemnification by the Contractor, rights of payment for Products delivered and accepted, and rights attending any warranty or default in performance in association with any Order. Cancellation of the Master Agreement due to Contractor default may be immediate.

## **8. Confidentiality, Non-Disclosure, and Injunctive Relief**

- a. Confidentiality. Contractor acknowledges that it and its employees or agents may, in the course of providing a Product under this Master Agreement, be exposed to or acquire information that is confidential to Purchasing Entity's or Purchasing Entity's clients. Any and all information of any form that is marked as confidential or would by its nature be deemed confidential obtained by Contractor or its employees or agents in the performance of this Master Agreement, including, but not necessarily limited to (1) any Purchasing Entity's records, (2) personnel records, and (3) information concerning individuals, is confidential information of Purchasing Entity ("Confidential Information"). Any reports or other documents or items (including software) that result from the use of the Confidential Information by Contractor shall be treated in the same manner as the Confidential Information. Confidential Information does not include information that (1) is or becomes (other than by disclosure by Contractor) publicly known; (2) is furnished by Purchasing Entity to others without restrictions similar to those imposed by this Master Agreement; (3) is rightfully in Contractor's possession without the obligation of nondisclosure prior to the time of its disclosure under this Master Agreement; (4) is obtained from a source other than Purchasing Entity without the obligation of confidentiality, (5) is disclosed with the written consent of Purchasing Entity or; (6) is independently developed by employees, agents or subcontractors of Contractor who can be shown to have had no access to the Confidential Information.
- b. Non-Disclosure. Contractor shall hold Confidential Information in confidence, using at least the industry standard of confidentiality, and shall not copy, reproduce, sell, assign, license, market, transfer or otherwise dispose of, give, or disclose Confidential Information to third parties or use Confidential Information for any purposes whatsoever other than what is necessary to the performance of Orders placed under this Master Agreement. Contractor shall advise each of its employees and agents of their obligations to keep Confidential Information confidential. Contractor shall use commercially reasonable efforts to assist Purchasing Entity in identifying and preventing any unauthorized use or disclosure of any Confidential Information. Without limiting the generality of the foregoing, Contractor shall advise Purchasing Entity, applicable

Participating Entity, and the Lead State immediately if Contractor learns or has reason to believe that any person who has had access to Confidential Information has violated or intends to violate the terms of this Master Agreement, and Contractor shall at its expense cooperate with Purchasing Entity in seeking injunctive or other equitable relief in the name of Purchasing Entity or Contractor against any such person. Except as directed by Purchasing Entity, Contractor will not at any time during or after the term of this Master Agreement disclose, directly or indirectly, any Confidential Information to any person, except in accordance with this Master Agreement, and that upon termination of this Master Agreement or at Purchasing Entity's request, Contractor shall turn over to Purchasing Entity all documents, papers, and other matter in Contractor's possession that embody Confidential Information. Notwithstanding the foregoing, Contractor may keep one copy of such Confidential Information necessary for quality assurance, audits and evidence of the performance of this Master Agreement.

- c. Injunctive Relief. Contractor acknowledges that breach of this section, including disclosure of any Confidential Information, will cause irreparable injury to Purchasing Entity that is inadequately compensable in damages. Accordingly, Purchasing Entity may seek and obtain injunctive relief against the breach or threatened breach of the foregoing undertakings, in addition to any other legal remedies that may be available. Contractor acknowledges and agrees that the covenants contained herein are necessary for the protection of the legitimate business interests of Purchasing Entity and are reasonable in scope and content.
- d. Purchasing Entity Law. These provisions shall be applicable only to extent they are not in conflict with the applicable public disclosure laws of any Purchasing Entity.

## **9. Right to Publish**

Throughout the duration of this Master Agreement, Contractor must secure from the Lead State prior approval for the release of any information that pertains to the potential work or activities covered by the Master Agreement. The Contractor shall not make any representations of WSCA-NASPO's opinion or position as to the quality or effectiveness of the services that are the subject of this Master Agreement without prior written consent. Failure to adhere to this requirement may result in termination of the Master Agreement for cause.

## **10. Defaults and Remedies**

- a. The occurrence of any of the following events shall be an event of default under this Master Agreement:
  - (1) Nonperformance of contractual requirements; or
  - (2) A material breach of any term or condition of this Master Agreement; or
  - (3) Any certification, representation or warranty by Contractor in response to the solicitation or in this Master Agreement that proves to be untrue or materially misleading; or
  - (4) Institution of proceedings under any bankruptcy, insolvency, reorganization or similar law, by or against Contractor, or the appointment of a receiver or similar

officer for Contractor or any of its property, which is not vacated or fully stayed within thirty (30) calendar days after the institution or occurrence thereof; or

- (5) Any default specified in another section of this Master Agreement.
- b. Upon the occurrence of an event of default, Lead State shall issue a written notice of default, identifying the nature of the default, and providing a period of 15 calendar days in which Contractor shall have an opportunity to cure the default. The Lead State shall not be required to provide advance written notice or a cure period and may immediately terminate this Master Agreement in whole or in part if the Lead State, in its sole discretion, determines that it is reasonably necessary to preserve public safety or prevent immediate public crisis. Time allowed for cure shall not diminish or eliminate Contractor's liability for damages, including liquidated damages to the extent provided for under this Master Agreement.
- c. If Contractor is afforded an opportunity to cure and fails to cure the default within the period specified in the written notice of default, Contractor shall be in breach of its obligations under this Master Agreement and Lead State shall have the right to exercise any or all of the following remedies:
  - (1) Exercise any remedy provided by law; and
  - (2) Terminate this Master Agreement and any related Contracts or portions thereof; and
  - (3) Impose liquidated damages as provided in this Master Agreement; and
  - (4) Suspend Contractor from being able to respond to future bid solicitations; and
  - (5) Suspend Contractor's performance; and
  - (6) Withhold payment until the default is remedied.
- d. Unless other specified in the Participating Addendum, in the event of a default under a Participating Addendum, a Participating Entity shall provide a written notice of default as described in this section and have all of the rights and remedies under this paragraph regarding its participation in the Master Agreement, in addition to those set forth in its Participating Addendum. Unless otherwise specified in a Purchase Order, a Purchasing Entity shall provide written notice of default as described in this section and have all of the rights and remedies under this paragraph and any applicable Participating Addendum with respect to an Order placed by the Purchasing Entity. Nothing in these Master Agreement Terms and Conditions shall be construed to limit the rights and remedies available to a Purchasing Entity under the applicable commercial code.

## **11. Shipping and Delivery**

- a. The prices are the delivered price to any Purchasing Entity. All deliveries shall be F.O.B. destination, freight pre-paid, with all transportation and handling charges paid by the Contractor. Responsibility and liability for loss or damage shall remain the Contractor's until final inspection and acceptance when responsibility shall pass to the Buyer except as to latent defects, fraud and Contractor's warranty obligations. The minimum shipment amount, if any, will be found in the special terms and conditions. Any order for less than the specified amount is to be shipped with the freight prepaid and added as a separate

item on the invoice. Any portion of an order to be shipped without transportation charges that is back ordered shall be shipped without charge.

- b. All deliveries will be "Inside Deliveries" as designated by a representative of the Purchasing Entity placing the Order. Inside Delivery refers to a delivery to other than a loading dock, front lobby, or reception area. Specific delivery instructions will be noted on the order form or Purchase Order. Any damage to the building interior, scratched walls, damage to the freight elevator, etc., will be the responsibility of the Offeror. If damage does occur, it is the responsibility of the Offeror to immediately notify the Purchasing Entity placing the Order.
- c. All products must be delivered in the manufacturer's standard package. Costs shall include all packing and/or crating charges. Cases shall be of durable construction, good condition, properly labeled and suitable in every respect for storage and handling of contents. Each shipping carton shall be marked with the commodity, brand, quantity, item code number and the Ordering Entity's Purchase Order number.

## **12. Changes in Contractor Representation**

The Contractor must notify the Lead State of changes in the Contractor's key administrative personnel, in writing within 10 calendar days of the change. The Lead State reserves the right to approve changes in key personnel, as identified in the Contractor's proposal. The Contractor agrees to propose replacement key personnel having substantially equal or better education, training, and experience as was possessed by the key person proposed and evaluated in the Contractor's proposal.

## **13. Force Majeure**

Neither party to this Master Agreement shall be held responsible for delay or default caused by fire, riot, acts of God and/or war which is beyond that party's reasonable control. The Lead State may terminate this Master Agreement after determining such delay or default will reasonably prevent successful performance of the Master Agreement.

## **14. Indemnification**

- a. The Contractor shall defend, indemnify and hold harmless WSCA-NASPO, the Lead State, Participating Entities, and Purchasing Entities, along with their officers, agents, and employees as well as any person or entity for which they may be liable, from and against claims, damages or causes of action including reasonable attorneys' fees and related costs for any death, injury, or damage to property arising from act(s), error(s), or omission(s) of the Contractor, its employees or subcontractors or volunteers, at any tier, relating to the performance under the Master Agreement.
- b. Indemnification – Intellectual Property. The Contractor shall defend, indemnify and hold harmless WSCA-NASPO, the Lead State, Participating Entities, Purchasing Entities, along with their officers, agents, and employees as well as any person or entity for which they may be liable ("Indemnified Party"), from and against claims, damages or causes of action including reasonable attorneys' fees and related costs arising out of the claim that the Product or its use, infringes Intellectual Property rights ("Intellectual Property Claim").

- (1) The Contractor's obligations under this section shall not extend to any combination of the Product with any other product, system or method, unless the Product, system or method is:
  - (a) Provided by the Contractor or the Contractor's subsidiaries or affiliates;
  - (b) Specified by the Contractor to work with the Product; or
  - (c) Reasonably required, in order to use the Product in its intended manner, and the infringement could not have been avoided by substituting another reasonably available product, system or method capable of performing the same function; or
  - (d) It would be reasonably expected to use the Product in combination with such product, system or method.
  
- (2) The Indemnified Party shall notify the Contractor within a reasonable time after receiving notice of an Intellectual Property Claim. Even if the Indemnified Party fails to provide reasonable notice, the Contractor shall not be relieved from its obligations unless the Contractor can demonstrate that it was prejudiced in defending the Intellectual Property Claim resulting in increased expenses or loss to the Contractor. If the Contractor promptly and reasonably investigates and defends any Intellectual Property Claim, it shall have control over the defense and settlement of it. However, the Indemnified Party must consent in writing for any money damages or obligations for which it may be responsible. The Indemnified Party shall furnish, at the Contractor's reasonable request and expense, information and assistance necessary for such defense. If the Contractor fails to vigorously pursue the defense or settlement of the Intellectual Property Claim, the Indemnified Party may assume the defense or settlement of it and the Contractor shall be liable for all costs and expenses, including reasonable attorneys' fees and related costs, incurred by the Indemnified Party in the pursuit of the Intellectual Property Claim. Unless otherwise agreed in writing, this section is not subject to any limitations of liability in this Master Agreement or in any other document executed in conjunction with this Master Agreement.

## **15. Independent Contractor**

The Contractor shall be an independent contractor. Contractor shall have no authorization, express or implied, to bind the Lead State, Participating States, other Participating Entities, or Purchasing Entities to any agreements, settlements, liability or understanding whatsoever, and agrees not to hold itself out as agent except as expressly set forth herein or as expressly agreed in any Participating Addendum.

## **16. Individual Customers**

Except to the extent modified by a Participating Addendum, each Purchasing Entity shall follow the terms and conditions of the Master Agreement and applicable Participating Addendum and will have the same rights and responsibilities for their purchases as the Lead State has in the Master Agreement, including but not limited to, any indemnity or right to recover any costs as such right is defined in the Master Agreement and applicable Participating Addendum for their

purchases. Each Purchasing Entity will be responsible for its own charges, fees, and liabilities. The Contractor will apply the charges and invoice each Purchasing Entity individually.

## **17. Insurance**

- a. Unless otherwise agreed in a Participating Addendum, Contractor shall, during the term of this Master Agreement, maintain in full force and effect, the insurance described in this section. Contractor shall acquire such insurance from an insurance carrier or carriers licensed to conduct business in each Participating Entity's state and having a rating of A-, Class VII or better, in the most recently published edition of Best's Reports. Failure to buy and maintain the required insurance may result in this Master Agreement's termination or, at a Participating Entity's option; result in termination of its Participating Addendum.
- b. Coverage shall be written on an occurrence basis. The minimum acceptable limits shall be as indicated below, with no deductible for each of the following categories:
  - (1) Commercial General Liability covering premises operations, independent contractors, products and completed operations, blanket contractual liability, personal injury (including death), advertising liability, and property damage, with a limit of not less than \$1 million per occurrence/\$2 million general aggregate;
  - (2) Contractor must comply with any applicable State Workers Compensation or Employers Liability Insurance requirements.
- c. Contractor shall pay premiums on all insurance policies. Such policies shall also reference this Master Agreement and shall have a condition that they not be revoked by the insurer until thirty (30) calendar days after notice of intended revocation thereof shall have been given to Purchasing Entity and Participating Entity by the Contractor.
- d. Prior to commencement of performance, Contractor shall provide to the Lead State a written endorsement to the Contractor's general liability insurance policy or other documentary evidence acceptable to the Lead State that (1) names the Participating States identified in the Request for Proposal as additional insured's, (2) provides that no material alteration, cancellation, non-renewal, or expiration of the coverage contained in such policy shall have effect unless the named Participating State has been given at least thirty (30) days prior written notice, and (3) provides that the Contractor's liability insurance policy shall be primary, with any liability insurance of any Participating State as secondary and noncontributory. Unless otherwise agreed in any Participating Addendum, the Participating Entity's rights and Contractor's obligations are the same as those specified in the first sentence of this subsection. Before performance of any Purchase Order issued after execution of a Participating Addendum authorizing it, the Contractor shall provide to a Purchasing Entity or Participating Entity who requests it the same information described in this subsection.
- e. Contractor shall furnish to the Lead State, Participating Entity, and, on request, the Purchasing Entity copies of certificates of all required insurance within thirty (30) calendar days of the execution of this Master Agreement, the execution of a Participating

Addendum, or the Purchase Order's effective date and prior to performing any work. The insurance certificate shall provide the following information: the name and address of the insured; name, address, telephone number and signature of the authorized agent; name of the insurance company (authorized to operate in all states); a description of coverage in detailed standard terminology (including policy period, policy number, limits of liability, exclusions and endorsements); and an acknowledgment of the requirement for notice of cancellation. Copies of renewal certificates of all required insurance shall be furnished within thirty (30) days after any renewal date. These certificates of insurance must expressly indicate compliance with each and every insurance requirement specified in this section. Failure to provide evidence of coverage may, at sole option of the Lead State, or any Participating Entity, result in this Master Agreement's termination or the termination of any Participating Addendum.

- f. Coverage and limits shall not limit Contractor's liability and obligations under this Master Agreement, any Participating Addendum, or any Purchase Order.

## **18. Laws and Regulations**

Any and all Products offered and furnished shall comply fully with all applicable Federal and State laws and regulations.

## **19. License of Pre-Existing Intellectual Property**

Contractor grants to the Purchasing Entity a nonexclusive limited license to use the Intellectual Property, and its derivatives, used or delivered under this Master Agreement, but not created under it ("Pre-existing Intellectual Property") for all purposes necessary or appropriate to the authorized use of the equipment to which the Pre-existing Intellectual Property is embedded or associated. Pre-existing Intellectual Property shall not be sold or transferred separate from the associated equipment. The license shall be subject to any third party rights in the Pre-existing Intellectual Property. Contractor shall obtain, at its own expense, on behalf of the Purchasing Entity, written consent of the owner for the licensed Pre-existing Intellectual Property.

## **20. No Waiver of Sovereign Immunity**

In no event shall this Master Agreement, any Participating Addendum or any contract or any Purchase Order issued thereunder, or any act of a Lead State, a Participating Entity, or a Purchasing Entity be a waiver of any form of defense or immunity, whether sovereign immunity, governmental immunity, immunity based on the Eleventh Amendment to the Constitution of the United States or otherwise, from any claim or from the jurisdiction of any court.

This section applies to a claim brought against the Participating State only to the extent Congress has appropriately abrogated the Participating State's sovereign immunity and is not consent by the Participating State to be sued in federal court. This section is also not a waiver by the Participating State of any form of immunity, including but not limited to sovereign immunity and immunity based on the Eleventh Amendment to the Constitution of the United States.



## 21. Ordering

- a. Master Agreement number and purchase order numbers shall be clearly shown on all acknowledgments, shipping labels, packing slips, invoices, and on all correspondence.
- b. The resulting Master Agreements permit Purchasing Entities to define project-specific requirements and informally compete the requirement among companies having a Master Agreement on an “as needed” basis. This procedure may also be used when requirements are aggregated or other firm commitments may be made to achieve reductions in pricing. This procedure may be modified in Participating Addenda and adapted to Purchasing Entity rules and policies. The Purchasing Entity may in its sole discretion determine which Master Agreement Contractors should be solicited for a quote. The Purchasing Agency may select the quote that it considers most advantageous, cost and other factors considered.
- c. Each Purchasing Entity will identify and utilize its own appropriate purchasing procedure and documentation. Contractor is expected to become familiar with the Purchasing Entities’ rules, policies, and procedures regarding the ordering of supplies and/or services contemplated by this Master Agreement.
- d. Contractor shall not begin work without a valid Purchase Order or other appropriate commitment document compliance with the law of the Purchasing Entity.
- e. Orders may be placed consistent with the terms of this Master Agreement during the term of the Master Agreement.
- f. All Orders pursuant to this Master Agreement, at a minimum, shall include:
  - (1) The services or supplies being delivered;
  - (2) The place and requested time of delivery;
  - (3) A billing address;
  - (4) The name, phone number, and address of the Purchasing Entity representative;
  - (5) The price per hour or other pricing elements consistent with this Master Agreement and the contractor’s proposal;
  - (6) A ceiling amount of the order for services being ordered; and
  - (7) The Master Agreement identifier.
- g. All communications concerning administration of Orders placed shall be furnished solely to the authorized purchasing agent within the Purchasing Entity’s purchasing office, or to such other individual identified in writing in the Order.
- h. Orders must be placed pursuant to this Master Agreement prior to the termination date thereof, but may have a delivery date or performance period up to 120 days past the then-current termination date of this Master Agreement. Contractor is reminded that financial

obligations of Purchasing Entities payable after the current applicable fiscal year are contingent upon agency funds for that purpose being appropriated, budgeted, and otherwise made available.

- i. Notwithstanding the expiration or termination of this Master Agreement, Contractor agrees to perform in accordance with the terms of any Orders then outstanding at the time of such expiration or termination. Contractor shall not honor any Orders placed after the expiration or termination of this Master Agreement, or otherwise inconsistent with its terms. Orders from any separate indefinite quantity, task orders, or other form of indefinite delivery order arrangement priced against this Master Agreement may not be placed after the expiration or termination of this Master Agreement, notwithstanding the term of any such indefinite delivery order agreement. Placements made using the authority provided by this Contract will survive the Contract itself, per terms stated in Section 3.3.10 Survivability of the RFP #3091.

## **22. Participants**

- a. Contractor may not deliver Products under this Master Agreement until a Participating Addendum acceptable to the Participating Entity and Contractor is executed. The WSCA-NASPO Master Agreement Terms and Conditions are applicable to any Order by a Participating Entity (and other Purchasing Entities covered by their Participating Addendum), except to the extent altered, modified, supplemented or amended by a Participating Addendum. By way of illustration and not limitation, this authority may apply to unique delivery and invoicing requirements, confidentiality requirements, defaults on Orders, governing law and venue relating to Orders by a Participating Entity, indemnification, and insurance requirements. Statutory or constitutional requirements relating to availability of funds may require specific language in some Participating Addenda in order to comply with applicable law. The expectation is that these alterations, modifications, supplements, or amendments will be addressed in the Participating Addendum or, with the consent of the Purchasing Entity and Contractor, may be included in the ordering document (e.g. purchase order or contract) used by the Purchasing Entity to place the Order.
- b. Use of specific WSCA-NASPO cooperative Master Agreements by state agencies, political subdivisions and other Participating Entities (including cooperatives) authorized by individual state's statutes to use state contracts are subject to the approval of the respective State Chief Procurement Official. Issues of interpretation and eligibility for participation are solely within the authority of the respective State Chief Procurement Official.
- c. Obligations under this Master Agreement are limited to those Participating Entities who have signed a Participating Addendum and Purchasing Entities within the scope of those Participating Addenda. Financial obligations of Participating States are limited to the orders placed by the departments or other state agencies and institutions having available funds. Participating States incur no financial obligations on behalf of political subdivisions.

- d. WSCA-NASPO Cooperative Purchasing Organization LLC is not a party to the Master Agreement. It is a nonprofit cooperative purchasing organization assisting states in administering the WSCA/NASPO cooperative purchasing program for state government departments, institutions, agencies and political subdivisions (e.g., colleges, school districts, counties, cities, etc.) for all 50 states, the District of Columbia and the territories of the United States.
- e. State Participating Addenda or other Participating Addenda shall not be construed to amend the terms of this Master Agreement between the Lead State and Contractor.
- f. Participating Entities who are not states may under some circumstances sign their own Participating Addendum, subject to the approval of participation by the Chief Procurement Official of the state where the Participating Entity is located.

### **23. Payment**

Payment for completion of a contract order is normally made within 30 days following the date the entire order is delivered or the date a correct invoice is received, whichever is later. After 45 days the Contractor may assess overdue account charges up to a maximum rate of one percent per month on the outstanding balance. Payments will be remitted by mail. Payments may be made via a State or political subdivision "Purchasing Card" with no additional charge.

### **24. Public Information**

This Master Agreement and all related documents are subject to disclosure pursuant to the Purchasing Entity's public information laws.

### **25. Records Administration and Audit**

- a. The Contractor shall maintain books, records, documents, and other evidence pertaining to this Master Agreement and orders placed by Purchasing Entities under it to the extent and in such detail as shall adequately reflect performance and administration of payments and fees. Contractor shall permit the Lead State, a Participating Entity, a Purchasing Entity, the federal government (including its grant awarding entities and the U.S. Comptroller General), and any other duly authorized agent of a governmental agency, to audit, inspect, examine, copy and/or transcribe Contractor's books, documents, papers and records directly pertinent to this Master Agreement or orders placed by a Purchasing Entity under it for the purpose of making audits, examinations, excerpts, and transcriptions. This right shall survive for a period of five (5) years following termination of this Agreement or final payment for any order placed by a Purchasing Entity against this Agreement, whichever is later, to assure compliance with the terms hereof or to evaluate performance hereunder.
- b. Without limiting any other remedy available to any governmental entity, the Contractor shall reimburse the applicable Lead State, Participating Entity, or Purchasing Entity for any overpayments inconsistent with the terms of the Master Agreement or orders or underpayment of fees found as a result of the examination of the Contractor's records.

- c. The rights and obligations herein right exist in addition to any quality assurance obligation in the Master Agreement requiring the Contractor to self-audit contract obligations and that permits the Lead State to review compliance with those obligations.

## **26. Administrative Fees**

- a. The Contractor shall pay to the WSCA-NASPO Cooperative Purchasing Organization, or its assignee, a WSCA-NASPO Administrative Fee of one-quarter of one percent (0.25% or 0.0025) no later than 60 days following the end of each calendar quarter. The WSCA-NASPO Administrative Fee shall be submitted quarterly and is based on all sales of products and services under the Master Agreement (less any charges for taxes or shipping). The WSCA-NASPO Administrative Fee is not negotiable. This fee is to be included as part of the pricing submitted with proposal.
- b. Additionally, some states may require an additional fee be paid directly to the state only on purchases made by Purchasing Entities within that state. For all such requests, the fee level, payment method and schedule for such reports and payments will be incorporated into the Participating Addendum that is made a part of the Master Agreement. The Contractor may adjust the Master Agreement pricing accordingly for purchases made by Purchasing Entities within the jurisdiction of the state. All such agreements shall not affect the WSCA-NASPO Administrative Fee or the prices paid by the Purchasing Entities outside the jurisdiction of the state requesting the additional fee.

## **27. WSCA-NASPO Summary and Detailed Usage Reports**

In addition to other reports that may be required by this solicitation, the Contractor shall provide the following WSCA-NASPO reports.

- a. **Summary Sales Data.** The Contractor shall submit quarterly sales reports directly to WSCA-NASPO using the WSCA-NASPO Quarterly Sales/Administrative Fee Reporting Tool found at <http://www.naspo.org/WNCPO/Calculator.aspx>. Any/all sales made under the contract shall be reported as cumulative totals by state. Even if Contractor experiences zero sales during a calendar quarter, a report is still required. Reports shall be due no later than 30 day following the end of the calendar quarter (as specified in the reporting tool).
- b. **Detailed Sales Data.** Contractor shall also report detailed sales data by: (1) state; (2) entity/customer type, e.g. local government, higher education, K12, non-profit; (3) Purchasing Entity name; (4) Purchasing Entity bill-to and ship-to locations; (4) Purchasing Entity and Contractor Purchase Order identifier/number(s); (5) Purchase Order Type (e.g. sales order, credit, return, upgrade, determined by industry practices); (6) Purchase Order date; (7) Ship Date; (8) and line item description, including product number if used. The report shall be submitted in any form required by the solicitation. Reports are due on a quarterly basis and must be received by the Lead State and WSCA-NASPO Cooperative Development Team no later than thirty (30) days after the end of the reporting period. Reports shall be delivered to the Lead State and to the WSCA-NASPO Cooperative Development Team electronically through a designated portal, email, CD-Rom, flash drive or other method as determined by the Lead State. Detailed

sales data reports shall include sales information for all sales under Participating Addenda executed under this Master Agreement. The format for the detailed sales data report is in shown in Attachment P.

- c. Reportable sales for the summary sales data report and detailed sales data report includes sales to employees for personal use where authorized by the solicitation and the Participating Addendum. Report data for employees should be limited to ONLY the state and entity they are participating under the authority of (state and agency, city, county, school district, etc.) and the amount of sales. No personal identification numbers, e.g. names, addresses, **social security numbers or any other numerical identifier**, may be submitted with any report.
- d. Timely submission of these reports is a material requirement of the Master Agreement. The recipient of the reports shall have exclusive ownership of the media containing the reports. The Lead State and WSCA-NASPO shall have a perpetual, irrevocable, non-exclusive, royalty free, transferable right to display, modify, copy, and otherwise use reports, data and information provided under this section.

## **28. Standard of Performance and Acceptance.**

Any standard of performance under this Master Agreement applies to all Products purchased under this Master Agreement, including any additional, replacement, or substitute Product(s) and any Product(s) which are modified by or with the written approval of Contractor after Acceptance by the Purchasing Entity. The Acceptance Testing period shall be thirty (30) calendar days or other time period identified in the solicitation or the Participating Addendum, starting from the day after the Product is delivered or, if installed, the day after the Product is installed and Contractor certifies that the Product is ready for Acceptance Testing. If the Product does not meet the standard of performance during the initial period of Acceptance Testing, Purchasing Entity may, at its discretion, continue Acceptance Testing on a day-to-day basis until the standard of performance is met. Upon rejection, the Contractor will have fifteen (15) calendar days to cure the standard of performance issue(s). If after the cure period, the Product still has not met the standard of performance, the Purchasing Entity may, at its option: (a) declare Contractor to be in breach and terminate the Order; (b) demand replacement Product from Contractor at no additional cost to Purchasing Entity; or, (c) continue the cure period for an additional time period agreed upon by the Purchasing Entity and the Contractor. Contractor shall pay all costs related to the preparation and shipping of Product returned pursuant to the section. No Product shall be accepted and no charges shall be paid until the standard of performance is met. The warranty period will begin upon Acceptance.

## **29. Warranty**

The Contractor warrants for a period of a minimum of 90 days from the date of Acceptance that: (a) the Product performs according to all specific claims that the Contractor made in its response to the solicitation, (b) the Product is suitable for the ordinary purposes for which such Product is used, (c) the Product is suitable for any special purposes identified in the solicitation or for which the Purchasing Entity has relied on the Contractor's skill or judgment, (d) the Product is designed and manufactured in a commercially reasonable manner, and (e) the Product is free of defects. Upon breach of the warranty, the Contractor will repair or replace (at no charge to the Purchasing

Entity) the Product whose nonconformance is discovered and made known to the Contractor. If the repaired and/or replaced Product proves to be inadequate, or fails of its essential purpose, the Contractor will refund the full amount of any payments that have been made. The rights and remedies of the parties under this warranty are in addition to any other rights and remedies of the parties provided by law or equity, including, without limitation, actual damages, and, as applicable and awarded under the law, to a prevailing party, reasonable attorneys' fees and costs.

**30. System Failure or Damage**

In the event of system failure or damage caused by the Contractor or its Product, the Contractor agrees to use its best efforts to restore or assist in restoring the system to operational capacity.

**31. Title of Product**

Upon Acceptance by the Purchasing Entity, Contractor shall convey to Purchasing Entity title to the Product free and clear of all liens, encumbrances, or other security interests. Transfer of title to the Product shall include an irrevocable and perpetual license to use any Embedded Software in the Product. If Purchasing Entity subsequently transfers title of the Product to another entity, Purchasing Entity shall have the right to transfer the license to use the Embedded Software with the transfer of Product title. A subsequent transfer of this software license shall be at no additional cost or charge to either Purchasing Entity or Purchasing Entity's transferee.

**32. Waiver of Breach**

Failure of the Lead State, Participating Entity, or Purchasing Entity to declare a default or enforce any rights and remedies shall not operate as a waiver under this Master Agreement or Participating Addendum. Any waiver by the Lead State, Participating Entity, or Purchasing Entity must be in writing. Waiver by the Lead State or Participating Entity of any default, right or remedy under this Master Agreement or Participating Addendum, or by Purchasing Entity with respect to any Purchase Order, or breach of any terms or requirements of this Master Agreement, a Participating Addendum, or Purchase Order shall not be construed or operate as a waiver of any subsequent default or breach of such term or requirement, or of any other term or requirement under this Master Agreement, Participating Addendum, or Purchase Order.

**33. Assignment of Antitrust Rights**

Contractor irrevocably assigns to a Participating Entity any claim for relief or cause of action which the Contractor now has or which may accrue to the Contractor in the future by reason of any violation of state or federal antitrust laws (15 U.S.C. § 1-15 or a Participating Entity's state antitrust provisions), as now in effect and as may be amended from time to time, in connection with any goods or services provided to the Contractor for the purpose of carrying out the Contractor's obligations under this Master Agreement or Participating Addendum, including, at a Participating Entity's option, the right to control any such litigation on such claim for relief or cause of action.

**34. Debarment**

The Contractor certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this

transaction (contract) by any governmental department or agency. This certification represents a recurring certification made at the time any Order is placed under this Master Agreement. If the Contractor cannot certify this statement, attach a written explanation for review by the Lead State.

### **35. Governing Law and Venue**

- a. The procurement, evaluation, and award of the Master Agreement shall be governed by and construed in accordance with the laws of the Lead State sponsoring and administering the procurement. The construction and effect of the Master Agreement after award shall be governed by the law of the state serving as Lead State (in most cases also the Lead State). The construction and effect of any Participating Addendum or Order against the Master Agreement shall be governed by and construed in accordance with the laws of the Participating Entity's or Purchasing Entity's State.
- b. Unless otherwise specified in the RFP, the venue for any protest, claim, dispute or action relating to the procurement, evaluation, and award is in the Lead State. Venue for any claim, dispute or action concerning the terms of the Master Agreement shall be in the state serving as Lead State. Venue for any claim, dispute, or action concerning any Order placed against the Master Agreement or the effect of a Participating Addendum shall be in the Purchasing Entity's State.
- c. If a claim is brought in a federal forum, then it must be brought and adjudicated solely and exclusively within the United States District Court for (in decreasing order of priority): the Lead State for claims relating to the procurement, evaluation, award, or contract performance or administration if the Lead State is a party; the Participating State if a named party; the Participating Entity state if a named party; or the Purchasing Entity state if a named party.

### **36. WSCA-NASPO eMarket Center**

- a. In July 2011, WSCA-NASPO entered into a multi-year agreement with SciQuest, Inc. whereby SciQuest will provide certain electronic catalog hosting and management services to enable eligible WSCA-NASPO entity's customers to access a central online website to view and/or shop the goods and services available from existing WSCA-NASPO Cooperative Contracts. The central online website is referred to as the WSCA-NASPO eMarket Center Contractor shall either upload a hosted catalog into the eMarket Center or integrate a punchout site with the eMarket Center.
- b. Supplier's Interface with the eMarket Center. There is no cost charged by SciQuest to the Contractor for loading a hosted catalog or integrating a punchout site.
- c. At a minimum, the Contractor agrees to the following:
  - (1) Implementation Timeline: WSCA-NASPO eMarket Center Site Admin shall provide a written request to the Contractor to begin enablement process. The Contractor shall have fifteen (15) days from receipt of written request to work with WSCA-NASPO and SciQuest to set up an enablement schedule, at which time SciQuest's technical documentation shall be provided to the Contractor. The schedule will include future calls and milestone dates related to test and go live dates. The contractor shall have a



total of Ninety (90) days to deliver either a (1) hosted catalog or (2) punch-out catalog, from date of receipt of written request.

- (2) WSCA-NASPO and SciQuest will work with the Contractor, to decide which of the catalog structures (either hosted or punch-out as further described below) shall be provided by the Contractor. **Whether hosted or punch-out, the catalog must be strictly limited to the Contractor's awarded contract offering (e.g. products and/or services not authorized through the resulting cooperative contract should not be viewable by WSCA-NASPO Participating Entity users).**
  - (a) Hosted Catalog. By providing a hosted catalog, the Contractor is providing a list of its awarded products/services and pricing in an electronic data file in a format acceptable to SciQuest, such as Tab Delimited Text files. In this scenario, the Contractor must submit updated electronic data within five days of approval from the Lead State of product updates to the eMarket Center for the Lead State's approval to maintain the most up-to-date version of its product/service offering under the cooperative contract in the eMarket Center.
  - (b) Punch-Out Catalog. By providing a punch-out catalog, the Contractor is providing its own online catalog, which must be capable of being integrated with the eMarket Center as a. Standard punch-in via Commerce eXtensible Markup Language (cXML). In this scenario, the Contractor shall validate that its online catalog is up-to-date by providing a written update as needed, to the Lead State stating they have audited the offered products/services and pricing listed on its online catalog. The site must also return detailed UNSPSC codes (as outlined in line 3) for each line item. Contractor also agrees to provide e-Quote functionality to facilitate volume discounts.
- d. Revising Pricing and Product Offerings: Any revisions (whether an increase or decrease) to pricing or product/service offerings (new products, altered SKUs, etc.) must be pre-approved by the Lead State and shall be subject to any other applicable restrictions with respect to the frequency or amount of such revisions. However, no cooperative contract enabled in the eMarket Center may include price changes on a more frequent basis than once per month. The following conditions apply with respect to hosted catalogs:
  - (1) Updated pricing files are required by the 1st of the month and shall go into effect in the eMarket Center on the 1st day of the following month (i.e. file received on 1/01/13 would be effective in the eMarket Center on 2/01/13). Files received after the 1st of the month may be delayed up to a month (i.e. file received on 11/06/09 would be effect in the eMarket Center on 1/01/10).
  - (2) Lead State-approved price changes are not effective until implemented within the eMarket Center. Errors in the Contractor's submitted pricing files will delay the implementation of the price changes in eMarket Center.
- e. Supplier Network Requirements: Contractor shall join the SciQuest Supplier Network (SQSN) and shall use the SciQuest's Supplier Portal to import the Contractor's catalog and pricing, into the SciQuest system, and view reports on catalog spend and

product/pricing freshness. The Contractor can receive orders through electronic delivery (cXML) or through low-tech options such as fax. More information about the SQSN can be found at: [www.sciquest.com](http://www.sciquest.com) or call the SciQuest Supplier Network Services team at 800-233-1121.

- f. Minimum Requirements: Whether the Contractor is providing a hosted catalog or a punch-out catalog, the Contractor agrees to meet the following requirements:
- (1) Catalog must contain the most current pricing, including all applicable administrative fees and/or discounts, as well as the most up-to-date product/service offering the Contractor is authorized to provide in accordance with the cooperative contract; and
  - (2) The accuracy of the catalog must be maintained by Contractor throughout the duration of the cooperative contract between the Contractor and the Contract Administrator; and
  - (3) The Catalog must include a Lead State contract identification number; and
  - (4) The Catalog must include detailed product line item descriptions; and
  - (5) The Catalog must include pictures when possible; and
  - (6) The Catalog must include any additional WSCA-NASPO and Participating Addendum requirements. Although suppliers in the SQSN normally submit one (1) catalog, it is possible to have multiple contracts applicable to different WSCA-NASPO Participating Entities. For example, a supplier may have different pricing for state government agencies and Board of Regents institutions. Suppliers have the ability and responsibility to submit separate contract pricing for the same catalog if applicable. The system will deliver the appropriate contract pricing to the user viewing the catalog.
- g. Order Acceptance Requirements: Contractor must be able to accept Purchase Orders via fax or cXML. The Contractor shall provide positive confirmation via phone or email within 24 hours of the Contractor's receipt of the Purchase Order. If the Purchasing Order is received after 3pm EST on the day before a weekend or holiday, the Contractor must provide positive confirmation via phone or email on the next business day.
- h. UNSPSC Requirements: Contractor shall support use of the United Nations Standard Product and Services Code (UNSPSC). UNSPSC versions that must be adhered to are driven by SciQuest for the suppliers and are upgraded every year. WSCA-NASPO reserves the right to migrate to future versions of the UNSPSC and the Contractor shall be required to support the migration effort. All line items, goods or services provided under the resulting statewide contract must be associated to a UNSPSC code. All line items must be identified at the most detailed UNSPSC level indicated by segment, family, class and commodity. More information about the UNSPSC is available at: <http://www.unspsc.com> and <http://www.unspsc.com/FAQs.asp#howdoesunspscwork>.

- i. Applicability: Contractor agrees that WSCA-NASPO controls which contracts appear in the eMarket Center and that WSCA-NASPO may elect at any time to remove any supplier's offering from the eMarket Center.
- j. The Lead State reserves the right to approve the pricing on the eMarket Center. This catalog review right is solely for the benefit of the Lead State and Participating Entities, and the review and approval shall not waive the requirement that products and services be offered at prices (and approved fees) required by the Master Agreement.
- k. Several WSCA-NASPO Participating Entities currently maintain separate SciQuest eMarketplaces, these Participating Entities do enable certain WSCA-NASPO Cooperative Contracts. In the event one of these entities elects to use this WSCA-NASPO Cooperative Contract (available through the eMarket Center) but publish to their own eMarketplace, the Contractor agrees to work in good faith with the entity and WSCA-NASPO to implement the catalog. WSCA-NASPO does not anticipate that this will require substantial additional efforts by the Contractor; however, the supplier agrees to take commercially reasonable efforts to enable such separate SciQuest catalogs.

IN WITNESS WHEREOF, the parties hereto have caused this Contract to be signed and intend to be legally bound thereby.

**Independent Contractor Approval:**

*Dana Farrell* *2/6/15* *Finance Director*  
 Independent Contractor's Signature                      Date                      Independent's Contractor's Title

**State of Nevada (Lead State) Approval:**

*Greg Smith* *2-10-15* *CPO, NV State Purchasing Administrator*  
 Greg Smith    Date

**Approved as to form by:**

*[Signature]*    On *11 Feb 15*  
 Nevada Deputy Attorney General for Attorney General    (Date)

## **Attachment BB**

### **Negotiated Items**

1. Additional Cost for hard drive removal and surrender must be disclosed to the Customer prior to the negotiation and signing of a lease or rental agreement.
2. Models added to a segment within an awarded Group must match or exceed the minimum discount proposed in the awarded Group.
3. Attachment O is meant to be a model Service Level Agreement. Awarded Vendors are to negotiate their own SLA with each Participating Entity at time of initiating the Participating Addendum.
4. Attachment CC – Contractors Response:
  - a. Attachment B – Exceptions E1 and E5: Acceptance is defined in Section 2 of the RFP 3091. The following language is added regarding Acceptance:

Unless an Order is preceded by a trial order, the equipment will be considered accepted upon installation of the equipment by Xerox, after the equipment successfully runs all required diagnostic routines, and the equipment is turned over to the State for use. For equipment installed by Xerox, Risk of loss will pass to Customer upon acceptance and for equipment designated as “Customer Installable,” the equipment delivery date. The term for a lease Order shall commence upon acceptance of the Equipment; provided, however, for customer-installable Equipment, the term for a lease Order shall commence upon delivery of the Equipment.
  - b. Attachment B – Exception E2: Xerox warrants equipment performance not just for 90 days but for the entire term of a lease agreement or 36 months for equipment that is purchased. The only time this is not applicable is for special production units which need at least 180 days to implement unique applications.
  - c. Attachment B – Exception E3: Xerox agrees to use Original Equipment Manufacturer (OEM) parts. Such replacement parts may be new or remanufactured. All replaced parts go through a strict manufacturing quality process.
  - d. Attachment B – Exception E7: Xerox reserves the right to assign this Agreement to a parent, subsidiary, or third party for the purpose of securitizing or monetization the transaction. Xerox will remain 100% responsible for all aspects of the contract after assignment.
  - e. Attachment B – Exceptions E4, E6, E8, E9 and E10 was not accepted by the State and WSCA-NASPO.
  - f. Attachment B – Exception E11: Negotiated language incorporated into Section 19 of the Master Agreement.

- g. Attachment B – Assumptions A1, A2, A3, A5, A6, A7 and A8 was not agreed to by the State and WSCA-NASPO.
- h. Attachment B – Assumption A4: The following is added to Section 3.4.10 Excessive Service and Downtime:

Xerox agrees to provide a loaner or to measure uptime on an individual unit basis, with the following accepted remedy: Please note that the vast majority of on-site equipment repairs will be completed within 12 business hours. However, in the unlikely event that the repair time exceeds 24 consecutive working hours, Xerox agrees, as Customer's remedy, to provide a loaner if available, or at the customer's option, to issue a service credit, equal to 1/30th of the equipment's monthly maintenance component for each day the equipment is inoperable and is not available for Customer's use, beginning with the day of the Customer's initial service call. Such credit may be applied against future meter charges only. Under no circumstance will any credits reduce the Monthly Minimum Charge.

- i. Attachment J - Exceptions E1 and E2 was not accepted by the State and WSCA-NASPO.
  - j. Attachment J - Assumption A1 was not accepted by the State and WSCA-NASPO.
  - k. Attachment J – Assumption A2 was agreed to by the State and WSCA-NASPO.
5. Xerox Terms and Conditions:

In the event the State determines the terms within Xerox' "Terms and Conditions" conflict with the terms of the RFP, Contract or Participating Addendum the order of precedence within the RFP and Contract shall prevail.

**GENERAL TERMS:** The following terms apply to all transactions:

**SOFTWARE TERMS:** The following additional terms apply only to transactions covering Application Software and/or Xerox-brand Equipment:

- 1) Software License. Xerox grants you a non-exclusive, non-transferable license to use in the U.S.: (a) software and accompanying documentation provided with Xerox-brand Equipment ("Base Software) only with the Xerox-brand Equipment with which it was delivered; and (b) software and accompanying documentation identified in this Agreement as "Application Software" only on any single unit of equipment for as long as you are current in the payment of all applicable software license fees." Base Software" and "Application Software" are referred to collectively as "Software". You have no other rights and may not: (1) distribute, copy, modify, create derivatives of, decompile, or reverse engineer Software; (2) activate Software delivered with the Equipment in an inactivated state; or (3) allow others to engage in same. Title to, and all intellectual property rights in, Software will reside solely with Xerox and/or its licensors (who will be considered third-party beneficiaries of this Section). Software may contain code capable of automatically disabling the Equipment. Disabling code may be activated if: (x) Xerox is denied access to periodically reset such code; (y) you are notified of a default under this Agreement; or (z) your license is terminated or expires. The Base Software license will terminate; (i) if you no longer use or possess the Equipment; (ii) you are a lessor of the Equipment and your first lessee no longer uses or possesses it; or (iii) upon the expiration or termination of this Agreement, unless you have exercised

your option to purchase the equipment. Neither Xerox nor its licensors warrant that Software will be free from errors or that its operation will be uninterrupted. The foregoing terms do not apply to Diagnostic Software or to software/documentation accompanied by a clickwrap or shrinkwrap license agreement or otherwise made subject to a separate license agreement.

- 2) **SOFTWARE SUPPORT.** Xerox (or a designated servicer) will provide the software support set forth below ("Software Support"). For Base Software, Software Support will be provided during the initial Term and any renewal period but in no event longer than 5 years after Xerox stops taking customer orders for the subject model of Equipment. For Application Software, Software Support will be provided as long as you are current in the payment of all applicable software license and support fees. Xerox will maintain a web-based or toll-free hotline during Xerox's standard working hours to report Software problems and answer Software-related questions. Xerox, either directly or with its vendors, will make reasonable efforts to: (a) assure that Software performs in material conformity with its user documentation; (b) provide available workarounds or patches to resolve Software performance problems; and (c) resolve coding errors for (i) the current Release and (ii) the previous Release for a period of 6 months after the current Release is made available to you. Xerox will not be required to provide Software Support if you have modified the Software. New releases of Software that primarily incorporate compliance updates and coding error fixes are designated as "Maintenance Releases" or "Updates". Maintenance Releases or Updates that Xerox may make available will be provided at no charge and must be implemented within six months. New releases of Software that include new content or functionality ("Feature Releases") will be subject to additional license fees at Xerox's then-current pricing. Maintenance Releases, Updates and Feature Releases are collectively referred to as "Releases". Each Release will be considered Software governed by the Software License and Software Support provisions of this Agreement (unless otherwise noted). Implementation of a Release may require you to procure, at your expense, additional hardware and/or software from Xerox or another entity. Upon installation of a Release, you will return or destroy all prior Releases.

**Intellectual Property Indemnity:** Xerox will defend, and pay any settlement agreed to by Xerox or any final judgment for, any claim that a Xerox-brand Product infringes a third party's U.S. intellectual property rights. You will promptly notify Xerox of any alleged infringement and permit Xerox to direct the defense. Xerox is not responsible for any non-Xerox litigation expenses or settlements unless it pre-approves them in writing. To avoid infringement, Xerox may modify or substitute an equivalent Xerox-brand Product, refund the price paid for the Xerox-brand Product (less the reasonable rental value for the period it was available to you), or obtain any necessary licenses. Xerox is not liable for any infringement based upon a Xerox-brand Product being modified to your specifications or being used or sold with products not provided by Xerox.

- 3) **DIAGNOSTIC SOFTWARE.** Software used to maintain the Equipment and/or diagnose its failures or substandard performance (collectively "Diagnostic Software") is embedded in, resides on, or may be loaded onto the Equipment. The Diagnostic Software and method of entry or access to it constitute valuable trade secrets of Xerox. Title to the Diagnostic Software shall at all times remain solely with Xerox and/or Xerox's licensors. You agree that (a) your acquisition of the Equipment does not grant you a license or right to use the Diagnostic Software in any manner, and (b) that unless separately licensed by Xerox to do so, you will not use, reproduce, distribute, or disclose the Diagnostic Software for any purpose (or allow third parties to do so). You agree at all times (including subsequent to the expiration of this

Agreement) to allow Xerox to access, monitor, and otherwise take steps to prevent unauthorized use or reproduction of the Diagnostic Software.

- 4) **REMOTE SERVICES.** Certain models of Equipment are supported and serviced using data that is automatically collected by Xerox or transmitted to or from Xerox by the Equipment connected to Customer's network (" Remote Data") via electronic transmission to a secure off-site location ("Remote Data Access"). Remote Data Access also enables Xerox to transmit to Customer Releases for Software and to remotely diagnose and modify Equipment to repair and correct malfunctions. Examples of Remote Data include product registration, meter read, supply level, Equipment configuration and settings, software version, and problem/fault code data. Remote Data may be used by Xerox for billing, report generation, supplies replenishment, support services, recommending additional products and services, and product improvement/development purposes. Remote Data will be transmitted to and from Customer in a secure manner specified by Xerox. Remote Data Access will not allow Xerox to read, view or download the content of any Customer documents or other information residing on or passing through the Equipment or Customer's information management systems. Customer grants the right to Xerox, without charge, to conduct Remote Data Access for the purposes described above. Upon Xerox's request, Customer will provide contact information for Equipment such as name and address of Customer contact and IP and physical addresses/locations of Equipment. Customer will enable Remote Data Access via a method prescribed by Xerox, and Customer will provide reasonable assistance to allow Xerox to provide Remote Data Access. Unless Xerox deems Equipment incapable of Remote Data Access, Customer will ensure that Remote Data Access is maintained at all times Maintenance Services are being performed.

**LEASE TERMS:** The following additional terms apply only to lease transactions:

- 1) **NON-CANCELABLE LEASE. SUBJECT TO STATE LAW, LEASE ORDERS CANNOT BE CANCELED OR TERMINATED EXCEPT FOR FISCAL YEAR FUNDS NON-APPROPRIATION OR AN UNCURED XEROX PERFORMANCE FAILURE AS EXPRESSLY PROVIDED HEREIN, AND YOUR OBLIGATION TO MAKE ALL PAYMENTS DUE OR TO BECOME DUE SHALL BE ABSOLUTE AND UNCONDITIONAL AND SHALL NOT BE SUBJECT TO ANY DELAY, REDUCTION, SET-OFF, DEFENSE, COUNTERCLAIM OR RECOUPMENT FOR ANY REASON WHATSOEVER.**
- 2) **LEASE COMMENCEMENT, & CREDIT HISTORY.** Xerox reserves the right to review and approve Customer's credit prior to acceptance of an Order, and Customer authorizes Xerox or its agent to obtain credit reports from commercial credit reporting agencies.
- 3) **DEFAULT & REMEDIES; LATE CHARGES & COLLECTION COSTS.** You will be in default under this Agreement or an Order if (1) Xerox does not receive any payment within fifteen (15) days after the date it is due or (2) if you breach any other obligation hereunder. If you default, Xerox, in addition to its other remedies (including the cessation of Basic Services), may require immediate payment, as liquidated damages for loss of bargain and not as a penalty, of: (a) all amounts then due, plus interest on all amounts due from the due date until paid at the rate of one percent (1%) per month (not to exceed the maximum amount permitted by law); (b) the Lease Minimum Payments (less the Maintenance Services and Consumable Supplies components thereof, as reflected on Xerox's books and records) remaining in the initial Term of an Order, discounted at 4% per annum; and (c) all applicable



Taxes.. Customer will notify Xerox and make the Equipment available for removal by Xerox in the same condition as when delivered (reasonable wear and tear excepted) within 30 days after notice of default.

IN WITNESS WHEREOF, the parties hereto have caused this Contract to be signed and intend to be legally bound thereby.

**Independent Contractor Approval:**

David Lamele      2/6/15      Finance Director  
Independent Contractor's Signature      Date      Independent's Contractor's Title

**State of Nevada (Lead State) Approval:**

Greg Smith      2-10-15      CPO, NV State Purchasing Administrator  
Greg Smith      Date

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter “Lead State”)**

MASTER AGREEMENT  
Xerox Corporation  
Nevada RFP 3091  
(hereinafter “Contractor”)

And

The State of Connecticut  
(hereinafter “Participating State”)

Page 1 of 21

1. **Scope:** This addendum covers the Copiers, Printers & Related Devices 14-19 lead by the State of Nevada for use by state agencies and other entities located in the Participating **State/Entity** authorized by that state’s statutes to utilize **state/entity** contracts with the prior approval of the state’s chief procurement official.

The State of Connecticut will utilize the following categories of this award:  
Group B – Production Copiers

2. **Participation:** Use of specific WSCA-NASPO cooperative contracts by agencies, political subdivisions and other entities (including cooperatives) authorized by an individual state’s statutes to use **state/entity** contracts are subject to the prior approval of the respective State Chief Procurement Official. Issues of interpretation and eligibility for participation are solely within the authority of the State Chief Procurement Official.

3. **Participating State Modifications or Additions to Master Agreement:**

- a) The State of Connecticut will authorize its Client Agencies to procure equipment and/or services using the following options:
  - Purchase
  - Cancelable Rentals – cancel with four month penalty on rental payment
  - Supplies / Service
  - Cost-Per Copy
- b) The State of Connecticut encourages small business procurement whenever possible. The State of Connecticut will request from Contractor a list of authorized dealers who are Connecticut DAS – certified small (SBE), minority (MBE) business for Client Agencies to procure from using this Contract. Further information about the Connecticut Supplier Diversity Program can be found at the following link:  
<http://das.ct.gov/cr1.aspx?page=34>
- c) All State of Connecticut Client Agency purchases that are less than \$1,000 shall be made using the State of Connecticut Purchasing Card (MasterCard). Exceptions to this policy would be for purchases that must be approved using the Core 10 process, Contractors who do not accept credit cards and purchases to restock inventories carried in the Core-CT inventory module. Contractor shall be equipped to receive purchase orders against this

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Xerox Corporation  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 2 of 21

Contract using the MasterCard. The Contractor shall be responsible for the credit card user-handling fee associated with credit card purchases. The Contractor shall charge the State's MasterCard only upon delivery of goods or rendering Services. The Contractor shall capture and provide their merchant bank, Level 3 reporting at the line item level for all orders placed using the MasterCard. Questions regarding the MasterCard Program should be directed to Ms. Kerry DiMatteo, Procurement Card Program Administrator at 860 713-5072 or [Kerry.dimatteo@ct.gov](mailto:Kerry.dimatteo@ct.gov).

- d) **Payment Terms and Billing:** Payments shall be made only after the Client Agency receives the Goods or Services and after it receives a properly completed invoice. Payment for all accepted Goods or Services shall be due within forty five (45) days after receipt of the Goods or Services, or thirty (30) days if the Contractor is a certified small Contractor or minority business enterprise as defined in Conn. Gen. Stat. §4a-60g. Contractor shall submit an invoice to the Client Agency for the Performance. The invoice shall include detailed information for Goods or Services, delivered and performed, as applicable. Any late payment charges shall be calculated in accordance with the Connecticut General Statutes.
- e) Contractor shall adhere to established security and/or property entrance policies and procedures established for each requesting State of Connecticut Client Agency. It is the responsibility of each Contractor to understand and adhere to those policies and procedures prior to any attempt to enter the premises.
- f) Per State of Connecticut General Statute number 4a-67c: equipment and appliances offered under this Contract shall meet or exceed the federal energy conservation standards set forth in the Energy Policy and Conversation Act, 42 USC 6295, any federal regulations adopted thereunder, and shall meet or exceed the federal Energy Star standards established by the United States Environmental Protection Agency and the U.S. Department of Energy.
- g) **Equipment Relocation:** Contractor shall relocate Equipment within the same building as requested by the Client Agency at no additional cost to the Client Agency. All other relocations will be at Contractor's then current rates.
- h) **Usage/Spend Reports:** Contractor must submit reports on a quarterly basis to the State of Connecticut contact person listed above. Reports must include:

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Xerox Corporation  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 3 of 21

- Client Agency/Organization
- Site Street Address
- Site City
- Location (Client Agency Unit /Department)
- Client Contact (name and telephone number and e-mail if available)
- Install Date (of the Equipment)
- Rental Term, 36 or 48 months
- Upgrade (Equipment replacement) Date
- Brand/Model
- Equipment Serial Number
- Equipment ID
- (Billing) Reconciliation (period)
- Equipment Category (e.g. 13-22 page per minute (ppm) black and white (b/w)).
- B/W Monthly Average
- Color Monthly Average

4. **Leases:** Leasing of any equipment is not allowed under this Participating Addendum.

5. **Primary Contacts:** The primary contact individuals for this participating addendum are as follows (or their named successors):

**Xerox National Contract Manager for Master and Participating Addendums**

|           |  |
|-----------|--|
| Name      | Annie Van Gilder, WSCA National Contract Manager for Xerox Corporation   |
| Address   | 6120 E. Roland Street Mesa, AZ 85215                                     |
| Telephone | 480-588-8313   |
| E-mail    | <a href="mailto:annie.vangilder@xerox.com">annie.vangilder@xerox.com</a> |

**Xerox Local Contract Support**

|           |  |
|-----------|--|
| Name      |  |
| Address   |  |
| Telephone |  |
| E-mail    |  |

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Xerox Corporation  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 4 of 21

Participating Entity

|           |  |
|-----------|--|
| Name      | Janet DelGreco Olson   |
| Address   | 165 Capitol Avenue, 5 <sup>th</sup> Floor So., Hartford CT 06106 |
| Telephone | 860 713-5079   |
| Fax       | 860 622-2961   |
| E-mail    | <a href="mailto:janet.delgreco@ct.gov">janet.delgreco@ct.gov</a> |

**6. Subcontractors:**

All [contractor] dealers and resellers authorized in the State of Connecticut, as shown on the dedicated **Xerox Corporation** (cooperative contract) website, are approved to provide sales and service support to participants in the NASPO Master Price Agreement. The **Xerox Corporation** dealer's participation will be in accordance with the terms and conditions set forth in the aforementioned Master Agreement.

**7. Purchase Order Instructions:**

All orders should contain the following (1) Mandatory Language "PO is subject to WSCA-NASPO Contract # 3091 (2) Your Name, Address, Contact, & Phone-Number (3) Purchase order amount. Please channel your PO through one of our authorized resellers so they can arrange for proper ordering and installation of your unit.

**8. Price Agreement Number:**

All purchase orders issued by purchasing entities within the jurisdiction of this participating addendum shall include the Participating State contract number: **14PSX0125** and the Lead State price agreement number: 3091.

**9. Individual Customer:**

Each State agency and political subdivision, as a Participating Entity, that purchases products/services will be treated as if they were Individual Customers. Except to the extent modified by a Participating Addendum, each agency and political subdivision will be responsible to follow the terms and conditions of the Master Agreement; and they will have the same rights and responsibilities for their purchases as the Lead State has in the Master Agreement. Each agency and political subdivision will be responsible for their own charges, fees, and liabilities. Each agency and political subdivision will have the same rights to any indemnity or to recover any costs allowed in the contract for their purchases. The Contractor will apply the charges to each Participating Entity individually.

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Xerox Corporation  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 5 of 21

This Participating Addendum and the Master Agreement number 3091 (administered by the State of Nevada) together with its exhibits, set forth the entire agreement between the parties with respect to the subject matter of all previous communications, representations or agreements, whether oral or written, with respect to the subject matter hereof. Terms and conditions inconsistent with, contrary or in addition to the terms and conditions of this Addendum and the Master Agreement, together with its exhibits, shall not be added to or incorporated into this Addendum or the Master Agreement and its exhibits, by any subsequent purchase order or otherwise, and any such attempts to add or incorporate such terms and conditions are hereby rejected. The terms and conditions of this Addendum and the Master Agreement and its exhibits shall prevail and govern in the case of any such inconsistent or additional terms within the Participating State.

**10. The parties agree that the following provisions (Participating Addendum) shall apply to any action, purchase or purchase order issued by the State of Connecticut or any of its participating entities.**

**Definitions: The following definitions apply to this Participating Addendum**

- a) **Claims:** All actions, suits, claims, demands, investigations and proceedings of any kind, open, pending or threatened, whether mature, unmatured, contingent, known or unknown, at law or in equity, in any forum.
- b) **Confidential Information:** Any name, number or other information that may be used, alone or in conjunction with any other information, to identify a specific individual including, but not limited to, such individual's name, date of birth, mother's maiden name, motor vehicle operator's license number, Social Security number, employee identification number, employer or taxpayer identification number, alien registration number, government passport number, health insurance identification number, demand deposit account number, savings account number, credit card number, debit card number or unique biometric data such as fingerprint, voice print, retina or iris image, or other unique physical representation. Without limiting the foregoing, Confidential Information shall also include any information that the Department classifies as "confidential" or "restricted." Confidential Information shall not include information that may be lawfully obtained from publicly available sources or from federal, state, or local government records which are lawfully made available to the general public.



**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Xerox Corporation  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 6 of 21

- c) **Confidential Information Breach:** This shall mean, generally, an instance where an unauthorized person or entity accesses Confidential Information in any manner, including but not limited to the following occurrences: (1) any Confidential Information that is not encrypted or protected is misplaced, lost, stolen or in any way compromised; (2) one or more third parties have had access to or taken control or possession of any Confidential Information that is not encrypted or protected without prior written authorization from the State; (3) the unauthorized acquisition of encrypted or protected Confidential Information together with the confidential process or key that is capable of compromising the integrity of the Confidential Information; or (4) if there is a substantial risk of identity theft or fraud to the client, the Contractor, the Department or State.
- d) **Contract:** Copiers, Printers and Related Devices, Contract Award Number 14-19 and this Participating Addendum
- e) **Contractor:** A person or entity who executes the Contract.
- f) **Contractor Parties:** A Contractor's members, directors, officers, shareholders, partners, managers, principal officers, representatives, agents, servants, consultants, employees or any one of them or any other person or entity with whom the Contractor is in privity of oral or written contract and the Contractor intends for such other person or entity to Perform under the Contract in any capacity.

**Whistleblowing.** This Contract may be subject to the provisions of Section 4-61dd of the Connecticut General Statutes. In accordance with this statute, if an officer, employee or appointing authority of the Contractor takes or threatens to take any personnel action against any employee of the Contractor in retaliation for such employee's disclosure of information to any employee of the contracting state or quasi-public agency or the Auditors of Public Accounts or the Attorney General under the provisions of subsection (a) of such statute, the Contractor shall be liable for a civil penalty of not more than five thousand dollars for each offense, up to a maximum of twenty per cent of the value of this Contract. Each violation shall be a separate and distinct offense and in the case of a continuing violation, each calendar day's continuance of the violation shall be deemed to be a separate and distinct offense. The State may request that the Attorney General bring a civil action in the Superior Court for the Judicial District of Hartford to seek



**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Xerox Corporation  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 7 of 21

imposition and recovery of such civil penalty. In accordance with subsection (f) of such statute, each large state contractor, as defined in the statute, shall post a notice of the provisions of the statute relating to large state contractors in a conspicuous place which is readily available for viewing by the employees of the Contractor.

**Forum and Choice of Law.** The parties deem the Contract to have been made in the City of Hartford, State of Connecticut. Both parties agree that it is fair and reasonable for the validity and construction of the Contract to be, and it shall be, governed by the laws and court decisions of the State of Connecticut, without giving effect to its principles of conflicts of laws. To the extent that any immunities provided by Federal law or the laws of the State of Connecticut do not bar an action against the State, and to the extent that these courts are courts of competent jurisdiction, for the purpose of venue, the complaint shall be made returnable to the Judicial District of Hartford only or shall be brought in the United States District Court for the District of Connecticut only, and shall not be transferred to any other court, provided, however, that nothing here constitutes a waiver or compromise of the sovereign immunity of the State of Connecticut. The Contractor waives any objection which it may now have or will have to the laying of venue of any Claims in any forum and further irrevocably submits to such jurisdiction in any suit, action or proceeding.

**Sovereign Immunity.** The parties acknowledge and agree that nothing in the solicitation or the Contract shall be construed as a modification, compromise or waiver by the State of any rights or defenses of any immunities provided by Federal law or the laws of the State of Connecticut to the State or any of its officers and employees, which they may have had, now have or will have with respect to all matters arising out of the Contract. To the extent that this section conflicts with any other section, this section shall govern.

**Summary of State Ethics Laws.** Pursuant to the requirements of section 1-101qq of the Connecticut General Statutes, the summary of State ethics laws developed by the State Ethics Commission pursuant to section 1-81b of the Connecticut General Statutes is incorporated by reference into and made a part of the Contract as if the summary had been fully set forth in the Contract.

**Campaign Contribution Restriction.** For all State contracts, defined in Conn. Gen. Stat. §9-612(g)(1) as having a value in a calendar year of \$50,000 or more, or a combination or series of such agreements or contracts having a value of \$100,000 or more, the authorized signatory to this Contract expressly acknowledges receipt of the State Elections Enforcement Commission's notice advising state contractors of state campaign contribution and solicitation prohibitions, and will inform its principals of the contents of the notice, as set forth in "Notice to Executive Branch State

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Xerox Corporation  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 8 of 21

Contractors and Prospective State Contractors of Campaign Contribution and Solicitation Limitations," attached to this Participating Addendum.

**Executive Orders.** This Contract is subject to the provisions of Executive Order No. Three of Governor Thomas J. Meskill, promulgated June 16, 1971, concerning labor employment practices, Executive Order No. Seventeen of Governor Thomas J. Meskill, promulgated February 15, 1973, concerning the listing of employment openings and Executive Order No. Sixteen of Governor John G. Rowland promulgated August 4, 1999, concerning violence in the workplace, all of which are incorporated into and are made a part of the Contract as if they had been fully set forth in it. The Contract may also be subject to the applicable parts of Executive Order No. 14 of Governor M. Jodi Rell, promulgated April 17, 2006, concerning procurement of cleaning products and services, in accordance with its respective terms and conditions. If Executive Order 14 is applicable, it is deemed to be incorporated into and made a part of the Contract as if it had been fully set forth in it. At the Contractor's request, the Department shall provide a copy of these orders to the Contractor.

**Nondiscrimination.**

(a) For purposes of this Section, the following terms are defined as follows:

- i. "Commission" means the Commission on Human Rights and Opportunities;
- ii. "Contract" and "contract" include any extension or modification of the Contract or contract;
- iii. "Contractor" and "contractor" include any successors or assigns of the Contractor or contractor;
- iv. "Gender identity or expression" means a person's gender-related identity, appearance or behavior, whether or not that gender-related identity, appearance or behavior is different from that traditionally associated with the person's physiology or assigned sex at birth, which gender-related identity can be shown by providing evidence including, but not limited to, medical history, care or treatment of the gender-related identity, consistent and uniform assertion of the gender-related identity or any other evidence that the gender-related identity is sincerely held, part of a person's core identity or not being asserted for an improper purpose;
- v. "good faith" means that degree of diligence which a reasonable person would exercise in the performance of legal duties and obligations;
- vi. "good faith efforts" shall include, but not be limited to, those reasonable initial efforts necessary to comply with statutory or regulatory requirements and additional or substituted efforts when it is determined that such initial efforts will not be sufficient to comply with such requirements;

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Xerox Corporation  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 9 of 21

- vii. "marital status" means being single, married as recognized by the state of Connecticut, widowed, separated or divorced;
- viii. "mental disability" means one or more mental disorders, as defined in the most recent edition of the American Psychiatric Association's "Diagnostic and Statistical Manual of Mental Disorders", or a record of or regarding a person as having one or more such disorders;
- ix. "minority business enterprise" means any small contractor or supplier of materials fifty-one percent or more of the capital stock, if any, or assets of which is owned by a person or persons: (1) who are active in the daily affairs of the enterprise, (2) who have the power to direct the management and policies of the enterprise, and (3) who are members of a minority, as such term is defined in subsection (a) of Connecticut General Statutes § 32-9n; and
- x. "public works contract" means any agreement between any individual, firm or corporation and the State or any political subdivision of the State other than a municipality for construction, rehabilitation, conversion, extension, demolition or repair of a public building, highway or other changes or improvements in real property, or which is financed in whole or in part by the State, including, but not limited to, matching expenditures, grants, loans, insurance or guarantees.

For purposes of this Section, the terms "Contract" and "contract" do not include a contract where each contractor is (1) a political subdivision of the state, including, but not limited to, a municipality, (2) a quasi-public agency, as defined in Conn. Gen. Stat. Section 1-120, (3) any other state, including but not limited to any federally recognized Indian tribal governments, as defined in Conn. Gen. Stat. Section 1-267, (4) the federal government, (5) a foreign government, or (6) an agency of a subdivision, agency, state or government described in the immediately preceding enumerated items (1), (2), (3), (4) or (5).

- (b) (1) The Contractor agrees and warrants that in the performance of the Contract such Contractor will not discriminate or permit discrimination against any person or group of persons on the grounds of race, color, religious creed, age, marital status, national origin, ancestry, sex, gender identity or expression, intellectual disability, mental disability or physical disability, including, but not limited to, blindness, unless it is shown by such Contractor that such disability prevents performance of the work involved, in any manner prohibited by the laws of the United States or of the State of Connecticut; and the Contractor further agrees to take affirmative action to insure that applicants with job-related qualifications are employed and that employees are treated when employed without regard

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Xerox Corporation  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 10 of 21

to their race, color, religious creed, age, marital status, national origin, ancestry, sex, gender identity or expression, intellectual disability, mental disability or physical disability, including, but not limited to, blindness, unless it is shown by the Contractor that such disability prevents performance of the work involved; (2) the Contractor agrees, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, to state that it is an "affirmative action-equal opportunity employer" in accordance with regulations adopted by the Commission; (3) the Contractor agrees to comply with each provision of this Section and Connecticut General Statutes §§ 46a-68e and 46a-68f and with each regulation or relevant order issued by said Commission pursuant to Connecticut General Statutes §§ 46a-56, 46a-68e and 46a-68f; and (4) the Contractor agrees to provide the Commission on Human Rights and Opportunities with such information requested by the Commission, and permit access to pertinent books, records and accounts, concerning the employment practices and procedures of the Contractor as relate to the provisions of this Section and Connecticut General Statutes § 46a-56. If the contract is a public works contract, the Contractor agrees and warrants that he will make good faith efforts to employ minority business enterprises as subcontractors and suppliers of materials on such public works projects.

- (c) Determination of the Contractor's good faith efforts shall include, but shall not be limited to, the following factors: The Contractor's employment and subcontracting policies, patterns and practices; affirmative advertising, recruitment and training; technical assistance activities and such other reasonable activities or efforts as the Commission may prescribe that are designed to ensure the participation of minority business enterprises in public works projects.
- (d) The Contractor shall develop and maintain adequate documentation, in a manner prescribed by the Commission, of its good faith efforts.
- (e) The Contractor shall include the provisions of subsection (b) of this Section in every subcontract or purchase order entered into in order to fulfill any obligation of a contract with the State and such provisions shall be binding on a subcontractor, vendor or manufacturer

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Xerox Corporation  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 11 of 21

unless exempted by regulations or orders of the Commission. The Contractor shall take such action with respect to any such subcontract or purchase order as the Commission may direct as a means of enforcing such provisions including sanctions for noncompliance in accordance with Connecticut General Statutes §46a-56; provided if such Contractor becomes involved in, or is threatened with, litigation with a subcontractor or vendor as a result of such direction by the Commission, the Contractor may request the State of Connecticut to enter into any such litigation or negotiation prior thereto to protect the interests of the State and the State may so enter.

- (f) The Contractor agrees to comply with the regulations referred to in this Section as they exist on the date of this Contract and as they may be adopted or amended from time to time during the term of this Contract and any amendments thereto.
- (g) (1) The Contractor agrees and warrants that in the performance of the Contract such Contractor will not discriminate or permit discrimination against any person or group of persons on the grounds of sexual orientation, in any manner prohibited by the laws of the United States or the State of Connecticut, and that employees are treated when employed without regard to their sexual orientation; (2) the Contractor agrees to comply with each provision of this section and with each regulation or relevant order issued by said Commission pursuant to Connecticut General Statutes § 46a-56; and (3) the Contractor agrees to provide the Commission on Human Rights and Opportunities with such information requested by the Commission, and permit access to pertinent books, records and accounts, concerning the employment practices and procedures of the Contractor which relate to the provisions of this Section and Connecticut General Statutes § 46a-56.
- (h) The Contractor shall include the provisions of the foregoing paragraph in every subcontract or purchase order entered into in order to fulfill any obligation of a contract with the State and such provisions shall be binding on a subcontractor, vendor or manufacturer unless exempted by regulations or orders of the Commission. The Contractor shall take such action with respect to any such subcontract or purchase order as the Commission may direct as a means of enforcing such provisions including sanctions for noncompliance in



**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Xerox Corporation  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 12 of 21

accordance with Connecticut General Statutes § 46a-56; provided, if such Contractor becomes involved in, or is threatened with, litigation with a subcontractor or vendor as a result of such direction by the Commission, the Contractor may request the State of Connecticut to enter into any such litigation or negotiation prior thereto to protect the interests of the State and the State may so enter.

**Indemnification.**

- (a) The Contractor shall indemnify, defend and hold harmless the State and its officers, representatives, agents, servants, employees, successors and assigns from and against any and all (1) Claims arising, directly or indirectly, in connection with the Contract, including the acts of commission or omission (collectively, the "Acts") of the Contractor or Contractor Parties; and (2) liabilities, damages, losses, costs and expenses, including but not limited to, attorneys' and other professionals' fees, arising, directly or indirectly, in connection with Claims, Acts or the Contract. The Contractor shall use counsel reasonably acceptable to the State in carrying out its obligations under this section. The Contractor's obligations under this section to indemnify, defend and hold harmless against Claims includes Claims concerning confidentiality of any part of or all of the Contractor's bid, proposal or any Records, any intellectual property rights, other proprietary rights of any person or entity, copyrighted or uncopied compositions, secret processes, patented or unpatented inventions, articles or appliances furnished or used in the performance.
- (b) The Contractor shall not be responsible for indemnifying or holding the State harmless from any liability arising due to the negligence of the State or any other person or entity acting under the direct control or supervision of the State.
- (c) The Contractor shall reimburse the State for any and all damages to the real or personal property of the State caused by the Acts of the Contractor or any Contractor Parties. The State shall give the Contractor reasonable notice of any such Claims.
- (d) The Contractor's duties under this section shall remain fully in effect and binding in accordance with the terms and conditions of the Contract, without being lessened or compromised in any way, even where the Contractor is alleged or is found to have merely contributed in part to the Acts giving rise to the Claims and/or where the State is alleged or is found to have contributed to the Acts giving rise to the Claims.
- (e) The Contractor shall carry and maintain at all times during the term of the Contract, and during the time that any provisions survive the term of the Contract, sufficient general liability

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Xerox Corporation  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 13 of 21

insurance to satisfy its obligations under this Contract. The Contractor shall name the State as an additional insured on the policy and shall provide a copy of the policy to the Agency prior to the effective date of the Contract. The Contractor shall not begin performance until the delivery of the policy to the Agency. The Agency shall be entitled to recover under the insurance policy even if a body of competent jurisdiction determines that the Agency or the State is contributorily negligent.

- (f) The rights provided in this section for the benefit of the State shall encompass the recovery of attorneys' and other professionals' fees expended in pursuing a Claim against a third party.
- (g) This section shall survive the Termination of the Contract and shall not be limited by reason of any insurance coverage.

**Tangible Personal Property.**

- (a) The Contractor on its behalf and on behalf of its Affiliates, as defined below, shall comply with the provisions of Conn. Gen. Stat. §12-411b, as follows:
  - (1) For the term of the Contract, the Contractor and its Affiliates shall collect and remit to the State of Connecticut, Department of Revenue Services, any Connecticut use tax due under the provisions of Chapter 219 of the Connecticut General Statutes for items of tangible personal property sold by the Contractor or by any of its Affiliates in the same manner as if the Contractor and such Affiliates were engaged in the business of selling tangible personal property for use in Connecticut and had sufficient nexus under the provisions of Chapter 219 to be required to collect Connecticut use tax;
  - (2) A customer's payment of a use tax to the Contractor or its Affiliates relieves the customer of liability for the use tax;
  - (3) The Contractor and its Affiliates shall remit all use taxes they collect from customers on or before the due date specified in the Contract, which may not be later than the last day of the month next succeeding the end of a calendar quarter or other tax collection period during which the tax was collected;
  - (4) The Contractor and its Affiliates are not liable for use tax billed by them but not paid to them by a customer; and



**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Xerox Corporation  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 14 of 21

- (5) Any Contractor or Affiliate who fails to remit use taxes collected on behalf of its customers by the due date specified in the Contract shall be subject to the interest and penalties provided for persons required to collect sales tax under chapter 219 of the general statutes.
- (b) For purposes of this section of the Contract, the word "Affiliate" means any person, as defined in section 12-1 of the general statutes that controls is controlled by, or is under common control with another person. A person controls another person if the person owns, directly or indirectly, more than ten per cent of the voting securities of the other person. The word "voting security" means a security that confers upon the holder the right to vote for the election of members of the board of directors or similar governing body of the business, or that is convertible into, or entitles the holder to receive, upon its exercise, a security that confers such a right to vote. "Voting security" includes a general partnership interest.
- (c) The Contractor represents and warrants that each of its Affiliates has vested in the Contractor plenary authority to so bind the Affiliates in any agreement with the State of Connecticut. The Contractor on its own behalf and on behalf of its Affiliates shall also provide, no later than 30 days after receiving a request by the State's contracting authority, such information as the State may require to ensure, in the State's sole determination, compliance with the provisions of Chapter 219 of the Connecticut General Statutes, including, but not limited to, §12-411b.

**Audit and Inspection of Plants, Places of Business and Records.**

- (a) The State and its agents, including, but not limited to, the Connecticut Auditors of Public Accounts, Attorney General and State's Attorney and their respective agents, may, at reasonable hours, inspect and examine all of the parts of the Contractor's and Contractor Parties' plants and places of business which, in any way, are related to, or involved in, the performance of this Contract.
- (b) The Contractor shall maintain, and shall require each of the Contractor Parties to maintain, accurate and complete Records. The Contractor shall make all of its and the Contractor Parties' Records available at all reasonable hours for audit and inspection by the State and its agents.
- (c) The State shall make all requests for any audit or inspection in writing and shall provide the Contractor with at least twenty-four (24) hours' notice prior to the requested audit and inspection date. If the State suspects fraud or other abuse, or in the event of an emergency, the State is not obligated to provide any prior notice.
- (d) All audits and inspections shall be at the State's expense.

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Xerox Corporation  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 15 of 21

- (e) The Contractor shall keep and preserve or cause to be kept and preserved all of its and Contractor Parties' Records until three (3) years after the latter of (i) final payment under this Agreement, or (ii) the expiration or earlier termination of this Agreement, as the same may be modified for any reason. The State may request an audit or inspection at any time during this period. If any Claim or audit is started before the expiration of this period, the Contractor shall retain or cause to be retained all Records until all Claims or audit findings have been resolved.
- (f) The Contractor shall cooperate fully with the State and its agents in connection with an audit or inspection. Following any audit or inspection, the State may conduct and the Contractor shall cooperate with an exit conference.
- (g) The Contractor shall incorporate this entire Section verbatim into any contract or other agreement that it enters into with any Contractor Party.

**Protection of Confidential Information.**

- (a) Contractor and Contractor Parties, at their own expense, have a duty to and shall protect from a Confidential Information Breach any and all Confidential Information which they come to possess or control, wherever and however stored or maintained, in a commercially reasonable manner in accordance with current industry standards.
- (b) Each Contractor or Contractor Party shall develop, implement and maintain a comprehensive data - security program for the protection of Confidential Information. The safeguards contained in such program shall be consistent with and comply with the safeguards for protection of Confidential Information, and information of a similar character, as set forth in all applicable federal and state law and written policy of the Department or State concerning the confidentiality of Confidential Information. Such data-security program shall include, but not be limited to, the following:
  - (1) A security policy for employees related to the storage, access and transportation of data containing Confidential Information;
  - (2) Reasonable restrictions on access to records containing Confidential Information, including access to any locked storage where such records are kept;

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Xerox Corporation  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 16 of 21

- (3) A process for reviewing policies and security measures at least annually;
  - (4) Creating secure access controls to Confidential Information, including but not limited to passwords; and
  - (5) Encrypting of Confidential Information that is stored on laptops, portable devices or being transmitted electronically.
- (c) The Contractor and Contractor Parties shall notify the Department and the Connecticut Office of the Attorney General as soon as practical, but no later than twenty-four (24) hours, after they become aware of or suspect that any Confidential Information which Contractor or Contractor Parties have come to possess or control has been subject to a Confidential Information Breach. If a Confidential Information Breach has occurred, the Contractor shall, within three (3) business days after the notification, present a credit monitoring and protection plan to the Commissioner of Administrative Services, the Department and the Connecticut Office of the Attorney General, for review and approval. Such credit monitoring or protection plan shall be made available by the Contractor at its own cost and expense to all individuals affected by the Confidential Information Breach. Such credit monitoring or protection plan shall include, but is not limited to reimbursement for the cost of placing and lifting one (1) security freeze per credit file pursuant to Connecticut General Statutes § 36a-701a. Such credit monitoring or protection plans shall be approved by the State in accordance with this Section and shall cover a length of time commensurate with the circumstances of the Confidential Information Breach. The Contractors' costs and expenses for the credit monitoring and protection plan shall not be recoverable from the Department, any State of Connecticut entity or any affected individuals.
- (d) The Contractor shall incorporate the requirements of this Section in all subcontracts requiring each Contractor Party to safeguard Confidential Information in the same manner as provided for in this Section.
- (e) Nothing in this Section shall supersede in any manner Contractor's or Contractor Party's obligations pursuant to HIPAA or the provisions of this Contract concerning the obligations of the Contractor as a Business Associate of the Department.

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Xerox Corporation  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 17 of 21

**Financial Audit for State Grants.**

For purposes of this paragraph, the word "Contractor" shall be deemed to mean "nonstate entity," as that term is defined in Section 4-230 of the Connecticut General Statutes. The contractor shall provide for an annual financial audit acceptable to the Department for any expenditure of state-awarded funds made by the contractor. Such audit shall include management letters and audit recommendations. The State Auditors of Public Accounts shall have access to all records and accounts for the fiscal year(s) in which the award was made. The contractor will comply with federal and state single audit standards as applicable.

**Lead State Terms that shall not apply to Connecticut.**

The parties hereby agree that any provision in the Standard Terms and Conditions of the National Association of State Procurement Officials, the Nevada's Negotiated Terms and Conditions or the Master Agreement between NASPO and Xerox Corporation and any of its Exhibits, shall not apply to Connecticut or any of the participating entities from Connecticut if the provision violates sovereign immunity or conflicts with this Participating Addendum. Further the parties agree that in any instance where a provision requires the State to indemnify the Contractor or that the parties are bound by binding arbitration that constitutes a violation of sovereign immunity, and therefore is not applicable.

**Data Storage Devices.**

Neither the Contractor or Contractor parties shall remove from a Client Agency facility for any time or any reason any hard drives or other data storage devices that are installed in or are in any other way considered to be a part of the Equipment, such as any "plug in" devices (collectively, "Data Storage Devices"). The Contractor shall not remove from a client Agency facility for any time or reason the Equipment without first transferring to the Client Agency, and the Client Agency shall accept, all ownership, title, rights and interest of, to and in the Data Storage Devices. The Contractor shall remove the Data Storage Devices from the Equipment, but only in the presence of a duly authorized agent of the Client Agency and only in accordance with the terms of a written request which the Client Agency shall have previously delivered to the Contractor. Upon removal, the Contractor shall immediately transfer possession of the Data Storage Devices to the duly authorized agent of the Client Agency. The Contractor's failure to transfer immediately possession of the removed Data Storage Devices to a duly authorized agent of the Client Agency shall constitute, without more, a de facto breach of this Contract. Consequently, the Contractor shall indemnify and hold harmless the Client Agency and the State, as appropriate, for any and all damages, costs and expenses associated directly or indirectly with such failure.

**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Xerox Corporation  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 18 of 21

The damages, costs and expenses shall include, but not be limited to, those resulting from any corresponding contracting for credit or identity protection services, or both, and from any Subsequent non-State use of any data stored in the Data Storage Devices.

Contractor parties will Perform for any purposes under this Section, the Contractor represents and warrants that it shall cause each of the Contractor parties to Perform and that each has vested in the Contractor plenary authority to cause the Contractor parties to Perform. For purposes of this Section, "Perform" shall include, but not be limited to, the obligations relating to the transfer of title, removal and transfer of possession of the Data Storage Devices and indemnifying and holding harmless the Client Agency and the State. The Contractor on its own behalf and on behalf of the Contractor parties shall also provide, no later than thirty (30) days after receiving a request by the Client Agency, such information as the Client Agency may identify to ensure, in the Client Agency's sole determination, compliance with the provisions of this paragraph." For the purpose of this Section, Contractor parties shall mean a Contractor's members, directors, officers, shareholders, partners, managers, principal officers, representatives, agents, servants, consultants, employees or any one of them or any other person or entity with whom the Contractor is in privity of oral or written contract and the Contractor intends for such other person or entity to Perform under the contract in any capacity.

**HARD DRIVE REMOVAL PROCEDURE**

Digital copiers which have a hard drive shall not be removed from a state facility before the Contractor uninstalls the hard drive from the digital copier and transfers it to your agency at a cost.

Overview of Data Storage Device (hard drive) Removal Procedure

1. State Agency provides the Contractor with a written request to remove the digital copier.

State Agency schedules a date and time for removal of the copier with the Contractor. If you need to reschedule a removal time, you must provide a minimum of twenty four (24) hour notice to the Contractor. The Contractor may charge a rescheduling fee if twenty four (24) hour notice is not provided.

2. State Agency identifies the person(s) ("Duly Authorized Agents") from the agency who will secure the hard drive(s) when removed from the digital copier and maintain the required documentation. It is important to have more than one person identified as a Duly Authorized Agent so pickup cancellations and rescheduling are avoided.



**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Xerox Corporation  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 19 of 21

3. State Agency shall have the Data Storage Device Transfer Receipt (attached) completed with as much information as available.

The Contractor will assist with serial numbers, and other identification information. It is required that all hard drives be recorded on the Data Storage Device Transfer Receipt and all information is recorded. The Data Storage Device Transfer Receipt must be signed by both the Contractor and the Duly Authorized Agent. A copy of the signed Data Storage Device Transfer Receipt is to be provided to the Contractor.

4. State Agency shall secure the hard drive and the corresponding Data Storage Device Transfer Receipt. The Duly Authorized agent shall maintain all Data Storage Device Transfer Receipts and secure all Data Storage Devices in accordance with The State of Connecticut, Bureau of Enterprise Systems and Technology (BEST) current procedures regarding the storage and destruction of Data Storage Devices".

Encryption of Data Storage Devices

In addition to the removal of the hard drives, the Contract specifies that all digital copiers with hard drives will have encryption software installed at the Advanced Encryption Standard 256 ("AES256").



**WSCA-NASPO**  
**COOPERATIVE PURCHASING**  
**ORGANIZATION**

**PARTICIPATING ADDENDUM  
WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION  
COPIERS, PRINTERS & RELATED DEVICES 14-19  
Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Xerox Corporation  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 20 of 21

**DATA STORAGE DEVICE TRANSFER RECEIPT**

|   |                           |                            |                                      |
|---|---------------------------|----------------------------|--------------------------------------|
| <b>Agency:</b>  |                           |                            |                                      |
| <b>Authorized Agent:</b>  |                           |                            |                                      |
| <b>Agency Address:</b>  |                           |                            |                                      |
| <b>State Location:</b> <i>(Equipment Location including Building Numbers, Floor Location, etc.)</i> |                           |                            |                                      |
| <b>Equipment ID#:</b>   | <b>Equipment Model #:</b> | <b>Equipment Serial #:</b> | <b>Data Storage Device Serial #:</b> |
|   |                           |                            |                                      |
|   |                           |                            |                                      |
|   |                           |                            |                                      |
|   |                           |                            |                                      |
| <b>Data Storage Device(s) Removal Date:</b>   |                           |                            |                                      |
| <b>Comments:</b>  |                           |                            |                                      |

The undersigned acknowledge the Data Storage Device(s) identified above has been removed from the Equipment identified above and is now in the possession of the Client Agency Authorized Agent prior to the Equipment being removed from the State location.

CLIENT AGENCY

\_\_\_\_\_  
Authorized Agent Signature

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Contractors Signature

\_\_\_\_\_  
Print Name



**PARTICIPATING ADDENDUM**  
**WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION**  
**COPIERS, PRINTERS & RELATED DEVICES 14-19**  
**Administered by the State of Nevada (hereinafter "Lead State")**

MASTER AGREEMENT  
Xerox Corporation  
Nevada RFP 3091  
(hereinafter "Contractor")

And

The State of Connecticut  
(hereinafter "Participating State")

Page 21 of 21

IN WITNESS WHEREOF, the parties have executed this Addendum as of the date of execution by both parties below.

|  |                                  |
|--|----------------------------------|
| Participating State:<br>The State of Connecticut | Contractor:<br>Xerox Corporation |
| By:  | By:                              |
| Name:<br>Carol S. Wilson                         | Name:<br>David Farrell           |
| Title:<br>Director of Procurement                | Title:<br>Financial Director     |
| Date: 9/8/15                                     | Date: 8/6/15                     |

[Additional signatures as required by Participating State]

If you have questions about this Participating Addendum or the participation process, please contact:

WSCA-NASPO COOPERATIVE PURCHASING ORGANIZATION

|           |  |
|-----------|--|
| Name      | Paul Stembler, Cooperative Development Coordinator                             |
| Telephone | 651-206-3858   |
| E-mail    | <a href="mailto:paul.stembler@wsca-naspo.org">paul.stembler@wsca-naspo.org</a> |

**[Fully executed PDF copy of this document should be emailed to [PA@wsca-naspo.org](mailto:PA@wsca-naspo.org) to support documentation of participation and posting in appropriate data bases]**

## Attachment O

### XEROX SERVICE LEVEL AGREEMENT (“SLA”)

#### 1. Client Agency Level SLA

##### 1.1 Purpose

The purpose of this addendum is to define service levels; penalties for the performance of the service levels; as well as provide the Client Agency with a defined replacement process for equipment performing below expectations.

##### 1.2 Customer Service Level Agreement

Contractor agrees to maintain the following service levels defined below as targets:

| Performance Criteria          | Target Level                       |
|-------------------------------|------------------------------------|
| Average Uptime                | 96% or Better                      |
| Average On-Site Response Time | 4 Hours or Less                    |
| First Time Fix                | 80% of all service calls or better |

These service levels will be measured on a quarterly basis between Contractor and the State.

##### 1.3 Calculation of Service Level Points

Once per quarter, Contractor will produce reporting to be measured against the SLA and points will be assigned according to the following chart. These points will be added to produce a total Service Level score. This score will be used to determine the subsequent penalty according to the following schedule where the penalty can be up to 4% of the previous quarter’s service and supplies billing (expressed as a negative %).

|                 | Target Level  | Below Target 1 | Below Target 2 | Below Target 3 | Below Target 4 |
|-----------------|---------------|----------------|----------------|----------------|----------------|
| Average Uptime  | 98% or Higher | 97.9% - 96%    | 95.9% - 94%    | 94.9% - 94%    | 93.9% or lower |
| Possible Points | 4             | 3              | 2              | 2              | 0              |

|   | <b>Target Level</b> | <b>Below Target 1</b> | <b>Below Target 2</b> | <b>Below Target 3</b> | <b>Below Target 4</b> |
|---|---------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| <b>Average On-Site Response Time (in Hours)</b> | 4 or Less           | 4.1 – 5               | 5.1 - 6               | 6.1 - 7               | 7.1 or more           |
| <b>Possible Points</b>                          | 4                   | 3                     | 2                     | 2                     | 0                     |
|   | <b>Target Level</b> | <b>Below Target 1</b> | <b>Below Target 2</b> | <b>Below Target 3</b> | <b>Below Target 4</b> |
| <b>First Time Fix</b>                           | 80% or Higher       | 79.9% - 70%           | 69.9% - 60%           | 59.9% - 50%           | Less than 50%         |
| <b>Possible Points</b>                          | 4                   | 3                     | 2                     | 2                     | 0                     |

#### 1.4 Penalty Level

|  | <b>Target Level</b> | <b>Below Target 1</b> | <b>Below Target 2</b> | <b>Below Target 3</b> | <b>Below Target 4</b> |
|--|---------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| Total Score  | 12 – 10             | 9 – 7                 | 6 - 4                 | 3 – 1                 | 0                     |
| Penalty/Award as a percentage of quarterly service and supplies billings | 0%                  | -2.5%                 | -3.0%                 | -3.5%                 | -4.0%                 |

Contractor agrees that the penalty shall be awarded to the Client Agency as a credit provided, however, that the credit shall be applied solely against meter/impression charges reflected on subsequent invoices until the credit has been completely applied. If the order associated with the SLA has expired or has been terminated, any remaining credit will be forfeited.

#### 1.5 Equipment Performance

Contractor guarantees each machine specified within any maintenance agreement will perform to either a) the monthly copies between service calls as measured by machine on a quarterly basis by group and segment listed below and/or b) the monthly uptime as measured by machine on a quarterly basis by segment listed below.

| <b>Group</b> | <b>Devices</b>          | <b>Segments</b> | <b>Quarterly Uptime</b> |
|--------------|-------------------------|-----------------|-------------------------|
| B            | High Production Copiers | All             | 95%                     |

If any unit fails to maintain this level of performance between calls and or the monthly uptime, excluding service calls caused by operator error that system will be subject to replacement at the Client Agency's discretion on a like-for-like basis with then current technology. Prior to installing a substitute product, Contractor

will be allowed thirty (30) days to remedy any quality or reliability issues. A designated factory authorized technician must certify each unit's ability to produce acceptable impressions with acceptable copies between calls or uptime. The guarantee will remain in effect for the term of the Contract or up to five (5) years from the date of purchase/rent, provided the equipment has not been subjected to abuse or neglect and has been continuously maintained by Xerox under a Xerox maintenance agreement. This replacement policy will remain in effect for the term of the Contract and is subject to the Client Agency remaining current with supplier's payment requirements.

**1.6 Additional Contractor Guarantees**

1.6.1 **Training** – On-going training as requested by the Client Agency to be performed within two (2) weeks of requested date for on-site training and two (2) hours for phone/technical support. A penalty of \$50 per incident that does not meet the turnaround time specified above to be credited on the next service bill.

1.6.2 **Loaner Unit/Backup Production** – Contractor agrees to provide a loaner or to measure uptime on an individual unit basis, with the following accepted exclusive remedy:

- i. Contractor agrees the vast majority of on-site equipment repairs will be completed within five (5) business hours. However, in the unlikely event that the repair time exceeds twelve (12) consecutive working hours, Xerox agrees as Client Agency's exclusive remedy, to provide a loaner if available; or
- ii. At the Client Agency's option, to issue a service credit, equal to 1/30" of the equipment's monthly maintenance component for each day the equipment is inoperable and is not available for Client Agency's use, beginning with the day of the Client Agency's initial service call. Such credit may be applied against future meter charges only. Under no circumstance will any credits reduce the Monthly Minimum Charge. If an order associated with the SLA has expired or has been terminated, any remaining credit will be forfeited.

1.6.3 **Invoicing** – Contractor shall maintain timely, accurate invoicing, less service run impressions, as defined below. Failure on the Contractor's part to maintain these levels as defined shall result in a \$50.00 per instance credit on the following invoice.

| <b>Measurable</b>   | <b>Service Level</b>  |
|---------------------|---|
| Timely Invoicing    | Invoices will be submitted no later than the 25 <sup>th</sup> of the month immediately following the close of a billing period. |
| Accurate Invoicing  | Invoices do not require any credits for miss-billing  |
| Service Impressions | Contractor will credit all service run impressions within the same billing cycle  |

## 2. Reporting and Billing

- 2.1 **Timely Reporting** – Contractor shall produce reporting for the State within thirty (30) days of the closing of the reporting period. Failure to do so will result in a penalty of \$5.00 per work day beyond the thirty (30) day period.
- 2.2 **Timely Payment of Administrative Fees** – Contractor shall produce payment for any State Specific Administrative Fee within thirty (30) days of the closing of the reporting period. Failure to do so will result in a penalty of \$5.00 per work day beyond the thirty (30) day period.
- 2.3 **Accuracy of Reporting** – The State may request at any point proof of the reporting accuracy through the data set supporting the reporting. If the State has reason to believe that multiple and systemic reporting errors exist, that cannot be corrected to the State’s satisfaction; the State may require an audit by a third party. If errors are found, the Contractor must reimburse the State for the cost of the auditor as well as correcting any administrative fee errors.
- 2.4 **Accuracy of Billing** – The State may request at any point proof of the billing accuracy through the data set supporting the billing. If the State has reason to believe that multiple and systemic billing errors exist, that cannot be corrected to the State’s satisfaction; the State may require an audit by a third party. If errors are found, the Contractor must reimburse the State for the cost of the auditor as well as correcting any billing errors.
- 2.5 **Penalties** – All penalties under this, section two (2) of the Service Level Agreement, shall be payable to the State.

# List Pricing Worksheet

## Group B - Copiers Color

Vendor Name: XEROX

| Pricing Item                         |                                  |                       |                       |                       |                       |
|--------------------------------------|----------------------------------|-----------------------|-----------------------|-----------------------|-----------------------|
|                                      | B6<br>B&W<br>(91-119)            | B6<br>B&W<br>(91-119) | B6<br>B&W<br>(91-119) | B6<br>B&W<br>(91-119) | B6<br>B&W<br>(91-119) |
| <b>Make</b>                          | <b>Xerox</b>                     | <b>Xerox</b>          | <b>Xerox</b>          | <b>Xerox</b>          | <b>Xerox</b>          |
| <b>Model</b>                         | <b>D95CP w/<br/>95Kit, Inst,</b> | <b>D110CP</b>         | <b>DPS100</b>         | <b>DPS100MX</b>       | <b>D110PTR</b>        |
| Marking Engine                       | \$46,500                         | \$56,500              | \$98,475              | \$128,475             | \$52,500              |
| <b>Paper Handling</b>                |                                  |                       |                       |                       |                       |
| ADF                                  | Inc.                             | Inc.                  | N/A                   | N/A                   | N/A                   |
| RADF                                 | N/A                              | N/A                   | N/A                   | N/A                   | N/A                   |
| Scan Station                         | Inc.                             | Inc.                  | N/A                   | N/A                   | Inc.                  |
| Platen Cover                         | Inc.                             | Inc.                  | N/A                   | N/A                   | Inc.                  |
| Color Scanner                        | Inc.                             | Inc.                  | N/A                   | N/A                   | Inc.                  |
| <b>Paper Feeding</b>                 |                                  |                       |                       |                       |                       |
| Base Cabinet                         | Inc.                             | Inc.                  | Inc.                  | Inc.                  | Inc.                  |
| High Capacity Feeder                 | \$2,700                          | \$2,700               |                       |                       | \$2,700               |
| Paper-Feed Units                     | Inc.                             | Inc.                  | Inc.                  | Inc.                  | Inc.                  |
| 4 Tray Feed Module                   |                                  |                       | \$20,000              | \$20,000              | \$20,000              |
| Insertion Module                     |                                  |                       | \$20,000              | \$20,000              | \$20,000              |
| Large Format Feed Module             | \$4,000                          | \$4,000               | \$20,000              | \$20,000              | \$4,000               |
| Feed/Stack with IPDS                 |                                  |                       |                       |                       |                       |
| Feed/Stack with LCDS                 |                                  |                       |                       |                       |                       |
| Feed/Stack with ER                   |                                  |                       |                       |                       |                       |
| Custom Starter Kits                  |                                  |                       |                       |                       |                       |
| Feed Module with Scan                |                                  |                       | \$40,000              | \$40,000              |                       |
| <b>Finishing</b>                     |                                  |                       |                       |                       |                       |
| Output Tray/Offset Catch Tray        | Inc.                             | Inc.                  | Inc.                  | Inc.                  | Inc.                  |
| Bypass Tray/Bypass Chute             | \$350                            | \$350                 |                       |                       | \$350                 |
| Two Tray Offset                      |                                  |                       |                       |                       |                       |
| Convenience Stapler                  | \$299                            | \$299                 |                       |                       | \$299                 |
| Light Production Booklet Finisher    |                                  |                       |                       |                       |                       |
| Standard Finisher                    |                                  |                       |                       |                       |                       |
| Stapler/Finisher                     | \$6,550                          | \$6,550               |                       |                       | \$6,550               |
| Basic Finisher Module                | \$25,000                         | \$25,000              | \$25,000              | \$25,000              | \$25,000              |
| Booklet Finisher                     | \$11,800                         | \$11,800              | \$11,800              | \$11,800              | \$11,800              |
| C/Z Folder                           | \$5,700                          | \$5,700               | \$5,700               | \$5,700               | \$5,700               |
| Post Process Insertion               |                                  |                       |                       |                       |                       |
| Squarefold Trimmer                   | \$15,000                         | \$15,000              | \$15,000              | \$15,000              | \$15,000              |
| Finisher/Interface Module            | \$12,000                         | \$12,000              | \$12,000              | \$12,000              | \$12,000              |
| High Capacity Stacker/Pro Stacker    | \$13,000                         | \$13,000              | \$30,000              | \$30,000              | \$30,000              |
| GBC                                  | \$12,400                         | \$12,400              |                       |                       | \$12,400              |
| Tape Bind                            | \$15,000                         | \$15,000              | \$20,000              | \$20,000              | \$20,000              |
| Finisher Plus                        |                                  |                       |                       |                       |                       |
| Finisher Module Direct Connect       |                                  |                       | \$28,600              | \$28,600              |                       |
| Dual Finisher Module                 |                                  |                       | \$50,000              | \$50,000              |                       |
| Finishing Transport/ByPass Transport |                                  |                       | \$20,000              | \$20,000              |                       |
| Two Tray/Three Tray Interposer       |                                  |                       |                       |                       |                       |
| Insertion Module                     |                                  |                       | \$20,000              | \$20,000              |                       |
| Multifunction Finisher Pro           |                                  |                       | \$15,000              | \$15,000              |                       |
| Multifunction Finisher w/Hole Punch  |                                  |                       | \$18,000              | \$18,000              |                       |
| Production Stacker                   |                                  |                       | \$30,000              | \$30,000              |                       |

# List Pricing Worksheet

## Group B - Copiers Color

| Pricing Item                                       |                       |  |                       |                       |                       |
|--|-----------------------|--|-----------------------|-----------------------|-----------------------|
|  | B6<br>B&W<br>(91-119) | B6<br>B&W<br>(91-119)                            | B6<br>B&W<br>(91-119) | B6<br>B&W<br>(91-119) | B6<br>B&W<br>(91-119) |
| Perfect Binder                                     | \$40,000              | \$40,000   | \$40,000              | \$40,000              | \$40,000              |
| Imposition   |                       |  |                       |                       |                       |
| <b>Connectivity / Security</b>                     |                       |  |                       |                       |                       |
| Network Connectivity Kit                           | Inc.                  | Inc.   | Inc.                  | Inc.                  | Inc.                  |
| Hard Drive Security Kit                            | Inc.                  | Inc.   | Inc.                  | Inc.                  | Inc.                  |
| Network Security Kit                               | Inc.                  | Inc.   | Inc.                  | Inc.                  | Inc.                  |
| Power Protection Unit                              | \$0                   | \$0  | \$0                   | \$0                   | \$0                   |
| Internal 2nd Hard Drive                            |                       |  | \$3,000               | \$3,000               |                       |
| Swappable Hard Drive                               |                       |  |                       |                       |                       |
| Removable Hard Drive                               | \$1,995               | \$1,995  | \$1,500               | \$1,500               | \$1,500               |
| EFI Print Server                                   |                       |  |                       |                       |                       |
| EX Print Server                                    |                       |  |                       |                       |                       |
| EXP Print Server                                   |                       |  |                       |                       |                       |
| FreeFlow Print Server                              | \$18,500              | \$18,500   | \$18,500              | \$18,500              | \$18,500              |
| DOCUSP Controller                                  |                       |  |                       |                       |                       |
| Productivity Pack                                  |                       |  | \$10,000              | \$10,000              |                       |
| <b>Accessibility Options</b>                       |                       |  |                       |                       |                       |
| <i>Accessibility Option (please describe here)</i> |                       |  |                       |                       |                       |
| <b>Software Options</b>                            |                       | <b>Software Availability Based Upon Applicab</b> |                       |                       |                       |
| Advanced Scanning Software                         | \$18,000              |  |                       |                       |                       |
| Advanced Scanning Interface Software               |                       |  |                       |                       |                       |
| Account Software                                   | \$500                 |  |                       |                       |                       |
| Postscript   | \$10,000              |  |                       |                       |                       |
| PDF Kit  | \$2,850               |  |                       |                       |                       |
| IPDS Software License                              | \$20,000              |  |                       |                       |                       |
| LCDS Software License                              | \$20,000              |  |                       |                       |                       |
| OS License   | \$60,000              |  |                       |                       |                       |
| FreeFlow Design                                    | \$3,495               |  |                       |                       |                       |
| FreeFlow Compose                                   | \$10,000              |  |                       |                       |                       |
| FreeFlow Express to Print                          | \$15,000              |  |                       |                       |                       |
| FreeFlow Core                                      | \$2,500               |  |                       |                       |                       |
| Express To Print                                   | \$1,500               |  |                       |                       |                       |
| FreeFlow Process Manager                           | \$20,000              |  |                       |                       |                       |
| FreeFlow MakeReady                                 | \$18,000              |  |                       |                       |                       |
| FreeFlow Print Manager                             | \$1,500               |  |                       |                       |                       |
| FreeFlow VIPP Production Publisher                 | \$2,500               |  |                       |                       |                       |
| FreeFlow Output Manager                            | \$20,000              |  |                       |                       |                       |
| Imposition License                                 | 500                   |  |                       |                       |                       |
| XSIS MEDIA LOG                                     | \$7,500               |  |                       |                       |                       |
| PIMS LICENSE 3.0                                   | \$2,000               |  |                       |                       |                       |
| PROD INFO MGMT SYS                                 | \$2,000               |  |                       |                       |                       |



# List Pricing Worksheet

## Group B - Copiers Color

### Group B - Production Copiers Includes B&W and Color/B&W SEGMENTS

| B6<br>B&W<br>(91-119) | B6<br>Color/B&W<br>(91-119)              | B6<br>Color/B&W<br>(91-119) | B7<br>B&W<br>(120-139)           | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) |
|-----------------------|--|-----------------------------|----------------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|
| <b>Xerox</b>          | <b>Xerox</b>                             | <b>Xerox</b>                | <b>Xerox</b>                     | <b>Xerox</b>           | <b>Xerox</b>           | <b>Xerox</b>           | <b>Xerox</b>           | <b>Xerox</b>           |
| <b>MFF-100</b>        | <b>V2100<br/>w/V21msi,<br/>OCT, FFPS</b> | <b>XC1000i</b>              | <b>D125CP<br/>w/125Kit,Inst,</b> | <b>DPS120</b>          | <b>DPS120MX</b>        | <b>D125PRT</b>         | <b>D136CP</b>          | <b>D136PTR</b>         |
| \$51,790              | \$201,700                                | \$320,000                   | \$69,500                         | \$133,475              | \$163,475              | \$65,500               | \$83,537               | \$78,000               |
| N/A                   | Inc.                                     | N/A                         | Inc.                             | N/A                    | N/A                    | N/A                    | Inc.                   | N/A                    |
| N/A                   | N/A                                      | N/A                         | N/A                              | N/A                    | N/A                    | N/A                    | N/A                    | N/A                    |
| N/A                   | Inc.                                     | N/A                         | Inc.                             | N/A                    | N/A                    | Inc.                   | Inc.                   | Inc.                   |
| N/A                   | Inc.                                     | N/A                         | Inc.                             | N/A                    | N/A                    | Inc.                   | Inc.                   | Inc.                   |
| N/A                   | Inc.                                     | N/A                         | Inc.                             | N/A                    | N/A                    | Inc.                   | Inc.                   | Inc.                   |
| Inc.                  | Inc.                                     | Inc.                        | Inc.                             | Inc.                   | Inc.                   | Inc.                   | Inc.                   | Inc.                   |
| Inc.                  | Inc.                                     |                             | Inc.                             | Inc.                   | Inc.                   | Inc.                   | Inc.                   | Inc.                   |
| \$20,000              | \$20,000                                 | \$20,000                    | \$20,000                         | \$20,000               | \$20,000               |                        |                        |                        |
| \$20,000              | \$20,000                                 | \$20,000                    | \$20,000                         | \$20,000               | \$20,000               |                        |                        |                        |
| \$4,000               | \$4,000                                  | \$4,000                     | \$4,000                          | \$4,000                | \$4,000                | \$4,000                | \$4,000                | \$4,000                |
|                       |  |                             |                                  |                        |                        |                        |                        |                        |
|                       |  |                             |                                  |                        |                        |                        |                        |                        |
|                       |  |                             |                                  |                        |                        |                        |                        |                        |
| \$40,000              | \$40,000                                 | \$40,000                    | \$40,000                         | \$40,000               | \$40,000               |                        |                        |                        |
| Inc.                  | \$300                                    | \$300                       | Inc.                             | Inc.                   | Inc.                   | Inc.                   | Inc.                   | Inc.                   |
|                       |  |                             | \$350                            |                        |                        | \$350                  | \$350                  | \$350                  |
|                       |  | \$9,995                     |                                  |                        |                        |                        |                        |                        |
|                       |  |                             | \$299                            |                        |                        | \$299                  | \$299                  | \$299                  |
|                       | \$11,800                                 |                             |                                  |                        |                        |                        |                        |                        |
|                       | \$6,550                                  | \$6,550                     |                                  |                        |                        |                        |                        |                        |
| \$6,550               | \$6,550                                  | \$6,550                     | \$6,550                          |                        |                        | \$6,550                | \$6,550                | \$6,500                |
| \$25,000              |  | \$25,000                    | \$25,000                         | \$25,000               | \$25,000               | \$25,000               | \$25,000               | \$25,000               |
| \$11,800              | \$11,800                                 | \$11,800                    | \$11,800                         | \$11,800               | \$11,800               | \$11,800               | \$11,800               | \$11,800               |
| \$5,700               | \$5,700                                  | \$5,700                     | \$5,700                          | \$5,700                | \$5,700                | \$5,700                | \$5,700                | \$5,700                |
|                       |  |                             |                                  |                        |                        |                        |                        |                        |
| \$15,000              | \$15,000                                 | \$15,000                    | \$15,000                         | \$15,000               | \$15,000               | \$15,000               | \$15,000               | \$15,000               |
| \$12,000              | \$12,000                                 | \$12,000                    | \$12,000                         | \$12,000               | \$12,000               | \$12,000               | \$12,000               | \$12,000               |
| \$30,000              | \$13,000                                 | \$13,000                    | \$30,000                         | \$30,000               | \$30,000               | \$30,000               | \$30,000               | \$30,000               |
|                       | \$12,400                                 | \$12,400                    | \$12,400                         |                        |                        | \$12,400               | \$12,400               | \$12,400               |
| \$20,000              |  |                             | \$20,000                         | \$20,000               | \$20,000               | \$20,000               | \$20,000               | \$20,000               |
|                       |  |                             |                                  |                        |                        |                        |                        |                        |
| \$28,600              |  |                             |                                  | \$28,600               | \$28,600               |                        |                        |                        |
| \$50,000              |  |                             |                                  | \$50,000               | \$50,000               |                        |                        |                        |
| \$20,000              |  |                             |                                  | \$20,000               | \$20,000               |                        |                        |                        |
|                       |  |                             |                                  |                        |                        |                        |                        |                        |
| \$20,000              | \$2,000                                  | \$2,000                     |                                  | \$20,000               | \$20,000               |                        |                        |                        |
| \$15,000              |  |                             |                                  | \$15,000               | \$15,000               |                        |                        |                        |
| \$18,000              |  |                             |                                  | \$18,000               | \$18,000               |                        |                        |                        |
| \$30,000              | \$30,000                                 | \$30,000                    | \$30,000                         | \$30,000               | \$30,000               |                        |                        |                        |



# List Pricing Worksheet

## Group B - Copiers Color

| B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159)        | B8<br>B&W<br>(140-159) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
|------------------------|-------------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|---------------------|
| <b>Xerox</b>           | <b>Xerox</b>                  | <b>Xerox</b>           | <b>Xerox</b>           | <b>Nuvera 200</b>   | <b>Nuvera 200</b>   | <b>Nuvera 200</b>   | <b>Nuvera 200</b>   |
| <b>MFF-120</b>         | <b>DPS144 w/<br/>Feedscan</b> | <b>DS144MX</b>         | <b>DPS157</b>          | <b>DPS200</b>       | <b>DPS200MX</b>     | <b>DPS288</b>       | <b>DPS288MX</b>     |
| \$63,790               | \$230,000                     | \$231,475              | \$218,475              | \$250,000           | \$292,650           | \$352,650           | \$382,650           |
| N/A                    | N/A                           | N/A                    | N/A                    | N/A                 | N/A                 | N/A                 | N/A                 |
| N/A                    | N/A                           | N/A                    | N/A                    | N/A                 | N/A                 | N/A                 | N/A                 |
| N/A                    | N/A                           | N/A                    | N/A                    | N/A                 | N/A                 | N/A                 | N/A                 |
| N/A                    | N/A                           | N/A                    | N/A                    | N/A                 | N/A                 | N/A                 | N/A                 |
| N/A                    | N/A                           | N/A                    | N/A                    | N/A                 | N/A                 | N/A                 | N/A                 |
| Inc.                   | Inc.                          | Inc.                   | Inc.                   | Inc.                | Inc.                | Inc.                | Inc.                |
| Inc.                   | Inc.                          | Inc.                   | Inc.                   | Inc.                | Inc.                | Inc.                | Inc.                |
| \$20,000               | \$20,000                      | \$20,000               |                        | \$20,000            |                     | 20000               | 20000               |
| \$20,000               | \$20,000                      | \$20,000               |                        | \$20,000            |                     |                     |                     |
| \$20,000               | \$20,000                      | \$20,000               |                        | \$20,000            |                     |                     |                     |
|                        |                               |                        |                        | \$6,000             | \$6,000             | \$6,000             | \$6,000             |
|                        |                               |                        |                        | \$6,000             | \$6,000             | \$6,000             | \$6,000             |
|                        |                               |                        |                        | \$4,000             | \$4,000             | \$4,000             | \$4,000             |
|                        |                               |                        |                        | \$5,000             | \$5,000             | \$5,000             | \$5,000             |
| \$40,000               | \$40,000                      | \$40,000               | \$40,000               |                     |                     |                     |                     |
| Inc.                   | Inc.                          | Inc.                   | Inc.                   | \$20,000            |                     |                     |                     |
|                        |                               |                        |                        |                     |                     |                     |                     |
|                        |                               |                        |                        |                     |                     |                     |                     |
|                        |                               |                        |                        |                     |                     |                     |                     |
|                        |                               |                        |                        | \$25,000            | \$25,000            | \$25,000            | \$25,000            |
|                        |                               |                        |                        | N/A                 |                     |                     |                     |
| \$25,000               | \$25,000                      | \$25,000               | \$25,000               |                     |                     |                     |                     |
| \$11,800               | \$11,800                      | \$11,800               | \$11,800               |                     |                     |                     |                     |
| \$5,700                | \$5,700                       | \$5,700                | \$5,700                |                     |                     |                     |                     |
|                        |                               |                        |                        | \$20,000            |                     |                     |                     |
| \$15,000               | \$15,000                      | \$15,000               | \$15,000               |                     |                     |                     |                     |
| \$12,000               | \$12,000                      | \$12,000               | \$12,000               | \$50,000            |                     |                     |                     |
| \$30,000               | \$30,000                      | \$30,000               | \$30,000               | \$30,000            |                     |                     |                     |
| \$20,000               | \$20,000                      | \$20,000               | \$20,000               | \$20,000            |                     | \$20,000            | \$20,000            |
|                        |                               |                        |                        |                     |                     | \$25,000            | \$25,000            |
| \$28,600               | \$28,600                      | \$28,600               | \$28,600               |                     |                     | \$28,600            | \$28,600            |
| \$50,000               | \$50,000                      | \$50,000               | \$50,000               |                     |                     | \$50,000            | \$50,000            |
| \$20,000               | \$20,000                      | \$20,000               | \$20,000               | \$35,000            | \$35,000            | \$20,000            | \$20,000            |
|                        |                               |                        |                        | \$22,500            | \$22,500            |                     |                     |
| \$20,000               | \$20,000                      | \$20,000               | \$20,000               |                     |                     | \$22,000            | \$22,000            |
| \$15,000               | \$15,000                      | \$15,000               | \$15,000               |                     |                     |                     |                     |
| \$18,000               | \$18,000                      | \$18,000               | \$18,000               |                     |                     |                     |                     |
| \$30,000               | \$30,000                      | \$30,000               | \$30,000               |                     |                     | \$30,000            | \$30,000            |



# List Pricing Worksheet

## Group B - Copiers Color

|                     |
|---------------------|
|                     |
| B9<br>B&W<br>(160+) |
| Nuvera 200          |
| DPS314              |
| \$382,650           |
|                     |
| N/A                 |
| N/A                 |
| N/A                 |
| N/A                 |
| N/A                 |
|                     |
| Inc.                |
|                     |
| Inc.                |
| 20000               |
|                     |
|                     |
| \$6,000             |
| \$6,000             |
| \$4,000             |
| \$5,000             |
|                     |
|                     |
|                     |
|                     |
|                     |
|                     |
| \$25,000            |
|                     |
|                     |
|                     |
|                     |
|                     |
|                     |
| \$20,000            |
| \$25,000            |
| \$28,600            |
| \$50,000            |
| \$20,000            |
|                     |
| \$22,000            |
|                     |
|                     |
| \$30,000            |







# Discount from MSRP Worksheet

## Group B - Copiers Color

| B9<br>B&W<br>(160+) | B9<br>Color/B&W<br>(160+) |
|---------------------|---------------------------|
| <b>Xerox</b>        | <b>Xerox</b>              |
| 24.00%              | 5.00%                     |
| 20.00%              | 0.00%                     |
| 15.00%              | 0.00%                     |
| 20.00%              | 0.00%                     |
| 0.00%               | 0.00%                     |

**Service and Supplies Pricing Worksheet**  
Group B - Copiers Color

Vendor Name: XEROX

| Pricing Item   | Group B - Production Copiers<br>Includes B&W and Color/B&W<br>SEGMENTS |                         |                         |                         |                         |                               |        |                               |         |                        |                        |                        |                        |                        |                        |                        |                        |                        |                     |                     |                     |                     |
|--|--|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------------|--------|-------------------------------|---------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|---------------------|---------------------|---------------------|---------------------|
|  | B6<br>B&W<br>(91 - 119)  | B6<br>B&W<br>(91 - 119) | B6<br>B&W<br>(91 - 119) | B6<br>B&W<br>(91 - 119) | B6<br>B&W<br>(91 - 119) | B6<br>Color/B&W<br>(91 - 119) |        | B6<br>Color/B&W<br>(91 - 119) |         | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B7<br>B&W<br>(120-139) | B8<br>B&W<br>(140-159) | B8<br>B&W<br>(140-159) | B8<br>B&W<br>(140-159) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) | B9<br>B&W<br>(160+) |
|  |  |                         |                         |                         |                         | Color                         | B&W    | Color                         | B&W     |                        |                        |                        |                        |                        |                        |                        |                        |                        |                     |                     |                     |                     |
| Make   | Xerox  | Xerox                   | Xerox                   | Xerox                   | Xerox                   | Xerox                         | Xerox  | Xerox                         | Xerox   | Xerox                  | Xerox                  | Xerox                  | Xerox                  | Xerox                  | Xerox                  | Xerox                  | Xerox                  | Xerox                  | Xerox               | Xerox               | Xerox               | Xerox               |
| Model  | D95CP w<br>95Kit, Inst,<br>bypass/<br>D110 w<br>Inst/bypass            | DPS100                  | DPS100MX                | D110PRT                 | MFF-100                 | V2100                         | V2100  | XC1000i                       | XC1000i | D125CP                 | DPS120                 | DPS120MX               | D125PRT                | D136CP                 | MFF-120                | DPS144                 | DPS144MX               | DPS157                 | DPS200              | DPS200MX            | DPS288              | DPS200MX            |
| Zero Base Service and Supplies Pricing   | \$0.0065   |                         |                         |                         |                         |                               |        |                               |         | \$0.0064               |                        |                        |                        |                        |                        |                        |                        |                        |                     |                     |                     |                     |
| Option #1 Included Base Number Impressions   | 0  | 200,000                 | 200,000                 | 0                       | 0                       | 0                             | 0      | 0                             | 0       | 200,000                | 200,000                | 0                      | 0                      | 0                      | 0                      | 200,000                | 200,000                | 500,000                | 500,000             | 500,000             | 500,000             | 500,000             |
| Option #1 Monthly Base Charge  | \$50   | \$895                   | \$1,100                 | \$57                    | \$162                   | \$696                         | \$696  | \$1,392                       | \$1,392 | \$50                   | \$895                  | \$1,100                | \$57                   | \$145                  | \$162                  | \$632                  | \$1,433                | \$1,344                | \$3,552             | \$3,853             | \$3,853             | \$3,853             |
| Option #1 Overage Rate   | 0.0056   | 0.0053                  | 0.0055                  | 0.0102                  | 0.0068                  | 0.0661<br>0.0116              | 0.0115 | 0.0564<br>0.0216              | 0.0119  | 0.0054                 | 0.0053                 | 0.0055                 | 0.0102                 | 0.0068                 | 0.0068                 | 0.0057                 | 0.0055                 | 0.0053                 | 0.0057              | 0.0057              | 0.0057              | 0.0057              |
| Option #2 Included Base Number Impressions   |  |                         |                         |                         |                         |                               |        |                               |         |                        |                        |                        |                        |                        |                        |                        |                        |                        |                     |                     |                     |                     |
| Option #2 Monthly Base Charge  |  |                         |                         |                         |                         |                               |        |                               |         |                        |                        |                        |                        |                        |                        |                        |                        |                        |                     |                     |                     |                     |
| Option #2 Overage Rate   |  |                         |                         |                         |                         |                               |        |                               |         |                        |                        |                        |                        |                        |                        |                        |                        |                        |                     |                     |                     |                     |
| Option #3 Included Base Number Impressions   |  |                         |                         |                         |                         |                               |        |                               |         |                        |                        |                        |                        |                        |                        |                        |                        |                        |                     |                     |                     |                     |
| Option #3 Monthly Base Charge  |  |                         |                         |                         |                         |                               |        |                               |         |                        |                        |                        |                        |                        |                        |                        |                        |                        |                     |                     |                     |                     |
| Option #3 Overage Rate   |  |                         |                         |                         |                         |                               |        |                               |         |                        |                        |                        |                        |                        |                        |                        |                        |                        |                     |                     |                     |                     |
| <b>Additional Hardware Accessory Maintenance - Refer to Purchase &amp; Service Pricing Exhibit on Web Portal</b>   |  |                         |                         |                         |                         |                               |        |                               |         |                        |                        |                        |                        |                        |                        |                        |                        |                        |                     |                     |                     |                     |
| <b>Software Maintenance - Refer to Purchase &amp; Service Pricing Exhibit on Web Portal</b>  |  |                         |                         |                         |                         |                               |        |                               |         |                        |                        |                        |                        |                        |                        |                        |                        |                        |                     |                     |                     |                     |
| <b>Additional Service Coverage</b> Additional maintenance coverage is available for production products only and will be quoted based upon availability, product, requirement etc.                                 |  |                         |                         |                         |                         |                               |        |                               |         |                        |                        |                        |                        |                        |                        |                        |                        |                        |                     |                     |                     |                     |
| <b>Additional Supplies</b> Staples are included in all office product multifunction products. Staples for printer and production products are separate supply items based upon requirements and availability       |  |                         |                         |                         |                         |                               |        |                               |         |                        |                        |                        |                        |                        |                        |                        |                        |                        |                     |                     |                     |                     |
| <b>Additional Labor Components</b> Applicable To All Products  |  |                         |                         |                         |                         |                               |        |                               |         |                        |                        |                        |                        |                        |                        |                        |                        |                        |                     |                     |                     |                     |
| Additional End User Training Cost by hours   | \$140  |                         |                         |                         |                         |                               |        |                               |         |                        |                        |                        |                        |                        |                        |                        |                        |                        |                     |                     |                     |                     |
| Additional Advanced / IT Training Cost by hours  | \$165  |                         |                         |                         |                         |                               |        |                               |         |                        |                        |                        |                        |                        |                        |                        |                        |                        |                     |                     |                     |                     |
| Additional IT Support by hours   | \$165  |                         |                         |                         |                         |                               |        |                               |         |                        |                        |                        |                        |                        |                        |                        |                        |                        |                     |                     |                     |                     |
| <b>Percentage Increase in Service and Supplies Rate by Service Zone</b>  |  |                         |                         |                         |                         |                               |        |                               |         |                        |                        |                        |                        |                        |                        |                        |                        |                        |                     |                     |                     |                     |
| Percentage Increase for Rural Zone   | N/A  |                         |                         |                         |                         |                               |        |                               |         |                        |                        |                        |                        |                        |                        |                        |                        |                        |                     |                     |                     |                     |
| Percentage Increase for Remote Zone  | N/A  |                         |                         |                         |                         |                               |        |                               |         |                        |                        |                        |                        |                        |                        |                        |                        |                        |                     |                     |                     |                     |
| <b>Moving Charges by Zone</b> Due to the variables of distance, product configuration, rigger/service involvement, etc. pricing for equipment moves will be provided by VIA XEROX at the specific time of request. |  |                         |                         |                         |                         |                               |        |                               |         |                        |                        |                        |                        |                        |                        |                        |                        |                        |                     |                     |                     |                     |

# Cost Per Copy (CPC)

## Segment B - Copiers Color

Vendor Name: XEROX

| Group B - Production Copiers B&W and Color/B&W Segments | Monthly Volume Range | Monthly Target Volume | CPC for First 30% of Color Volume | First 30% of Volume | CPC for all Color copies made after the first 30% | CPC for each Color copy made |
|---|----------------------|-----------------------|-----------------------------------|---------------------|---|------------------------------|
| B6<br>B&W<br>(91-119)                                   |                      |                       |                                   | 0                   |   |                              |
| B6<br>Color/B&W<br>(91-119)                             |                      |                       |                                   | 0                   |   |                              |
| B7<br>B&W<br>(120-139)                                  |                      |                       |                                   | 0                   |   |                              |
| B7<br>Color/B&W<br>(120-139)                            |                      |                       |                                   | 0                   |   |                              |
| B8<br>B&W<br>(140-159)                                  |                      |                       |                                   | 0                   |   |                              |
| B8<br>Color/B&W<br>(140-159)                            |                      |                       |                                   | 0                   |   |                              |
| B9<br>B&W<br>(160+)                                     |                      |                       |                                   | 0                   |   |                              |
| B9<br>Color/B&W<br>(160+)                               |                      |                       |                                   | 0                   |   |                              |