



**State of West Virginia
Department of Administration
Purchasing Division**

NOTICE

Due to the size of this bid, it was impractical to scan every page for online viewing. We have made an attempt to scan and publish all pertinent bid information. However, it is important to note that some pages were necessarily omitted.

If you would like to review the bid in its entirety, please contact the buyer. Thank you.



RFQ DIGCOP12 for Digital Copier Technical Proposal State of West Virginia

Xerox Corporation

December 4, 2012

12/04/12 12:20:44 PM
West Virginia Purchasing Division

Xerox Confidential



December 4, 2012



Beth Marcum
President,
Peake Office Solutions
Authorized Xerox Agency
716 Lee Street
Charleston WV 25301
bmarcum@peakeoffice.com
Office: 304-525-4009
Cell: 304-638-5005

Tara Lyle
Department of Administration
Purchasing Division
State of West Virginia
2019 Washington Street, East
Charleston, WV 25305

Dear Ms. Lyle,

On behalf Xerox, we would like to thank you for considering Xerox as a technology partner to provide the State of West Virginia with reliable, quality and highly functional digital copiers.

In response to this solicitation, Xerox is enclosing our proposal for up to a five year lease based on the State of West Virginia contract pricing and terms and conditions. The State of West Virginia is entitled to this pricing upon mutual acceptance of the contract terms and conditions.

This proposal reflects our commitment to deliver the highest quality digital copiers, benchmark technical support, and long-term relationship strategy with the State of West Virginia at a distinctively cost-effective price. We have carefully studied the requirements of the State's RFQ and believe that our solution will best meet your needs. The State of West Virginia will gain access to proven methods for controlling office equipment and services spend by selecting Xerox as your strategic partner.

Moreover, this partnership holds valuable promise through:

- Reliable products designed to deliver maximum uptime to the end users within State agencies.
- Easy to use machines to maximize users' productivity and allow staff to focus on core responsibilities
- Support from a certified and recognized leader in the document services industry with world class service, sales and administrative support; backed by an unparalleled "Total Satisfaction Guarantee"
- SMart eSolutions including MeterAssistant designed to simplify ownership and administration of networked Xerox devices and improve device relationship management. MeterAssistant automatically submits meter reads, making it easy for you to collect and submit accurate, on-time meter reads via a hands-free, secure data transmission process.

We look forward to working with you throughout the bid and award process, demonstrating our technology; but more importantly, we look forward to a long-term business partnership with the State of West Virginia. We appreciate the opportunity to address any questions or concerns that you may have, so please feel free to call me to discuss any aspect of this response. Once again, thank you for inviting Xerox to recommend equipment based upon your specifications.

Sincerely,

A handwritten signature in cursive script that reads "Beth Marcum".

Beth Marcum

Executive Summary

The State of West Virginia seeks to establish a contract for the purchase and/or rental of multi-function monochrome digital copiers and small color copiers. The resultant contract will provide digital copiers with established minimum technical specifications and service requirements. The main bands are determined primarily by copy volumes with limited features required to result in similar copiers being available within each band. It is not the intent of the State to dictate technical configurations of copiers within any band, but rather to define general needs and allow each contractor to provide a copier within their normal marketing strategies to meet those needs.

Government accounts are Xerox's largest customer segment. Xerox has a nationwide organization dedicated to support Government document solutions. Xerox government solutions are configured specifically to support document requirements and processes. Our solutions improve the value government organizations are able to deliver to constituents by freeing up workers time from manual, repetitive, document-intensive tasks that often hinder systems, workflow, and response time. We build in process improvements that save time and money, and eliminate waste and redundancies. By streamlining document operations, and maximizing the value of documents, Xerox helps government agencies provide better service to constituents and reduce document-related costs by as much as 50-65%. Our goal is to help the State of West Virginia achieve similar results.

Xerox can meet all the State's requirements to provide an Agency-wide copy and print environment providing superior reliability, image quality and consistent user interface across the product line. They are designed to increase uptime, improve information flow, enhance user satisfaction and provide a platform for growth in the future. These products will significantly improve user satisfaction. In addition Xerox provides award winning support to ensure optimal performance.

As a market leader, Xerox has the tools, resources and experience to achieve results for the State of West Virginia.

Meeting your Requirements

Based on your RFP we have identified the following core objectives:

Encompass all staff needs for printing, copying, scanning, and faxing in all locations.

Xerox will install and manage a portfolio of multifunction digital devices that offer the best combination of productivity, integration and technology in the industry. We offer the broadest portfolio of document technology and services and launch dozens of products every year. Xerox products have received the highest ratings in network productivity from Buyers Laboratories, Inc. The Xerox solution provides products with innovative design and architecture that have won many awards and achieved worldwide industry recognition since introduction. They are designed to increase uptime, improve information flow, enhance user satisfaction and provide a platform for growth in the future. These products will significantly improve user satisfaction.

Reputable Vendor

Xerox has been a leader in document technology and services for more than a century. Today, with a global workforce of more than 134,000, we are the world's leading enterprise for business process and document management, and the partner of choice for many of the world's most famous organizations.

Xerox is the dominant and most experienced provider in the market. No other provider can match the breadth and depth of our services or our heritage in document management solutions.

Proven customer service

Xerox will provide the State of West Virginia with consistent service and technical support delivered by an organization that has been recognized by J. D. Power & Associates for outstanding customer service.

Industry Benchmark Guarantee

The Total Satisfaction Guarantee (TSG): Recognized as the benchmark in the industry, it covers every Xerox product that we offer the State. As part of being continuously maintained by authorized Xerox service professionals, the District retains the exclusive right to have products replaced when they fail to meet YOUR expectations. You decide when you're satisfied.

We have received the J.D. Power and Associates certification for the fifth year in a row. It is one of the customer service industry's highest recognitions.



Security and Compliance

Keep your digital information safe and secure. Unless otherwise noted, each of the features below comes standard on office devices referenced in this proposal.

- **Image Overwrite** - Electronically 'shred' data stored on MFP hard drives. Electronic erasure can be performed automatically at job completion or on demand. The security process implements a three-pass algorithm specified by the U.S. Department of Defense.
- **Access Security Software (optional)**- Integrates your MFP with your existing ID badge solution to provide a flexible authentication system. Users swipe their magnetic ID card for secure access to functions that need to be tracked for accounting or regulatory requirements.
- **Embedded Fax (optional)**- Common Criteria Certified products assure complete separation of the fax line and the network connection.
- **Access Controls and Usage Audits** - Requires authorization for people to use the walk-up features of an MFP. Administrators can limit the number of copies available for each user, track usage at an account or department level and download data to generate audit reports.
- **Network Authentication and Authorization** - Access to scan/email/fax features is restricted by validating network user names and passwords prior to use of these functions. All activity is monitored and recorded in a security audit log.
- **Removable Disk Drive Accessory (optional)**- Administrators can physically remove hard drives, virtually eliminating the risk of unauthorized access to classified data.
- **Secure Print** - Jobs are safely stored at the device until the owner enters a PIN to release them. This controls unauthorized viewing of documents sent to the printer.
- **Encryption** - All data moving in and out of the device, as well as data stored within the device is secured with state-of-the-art encryption.

Environmental Sustainability

Helping the State of West Virginia achieve your environmental impact objectives is a key benefit. We help you find ways to eliminate unnecessary printing and minimize your carbon footprint by reducing energy consumption, solid waste, and greenhouse gas emissions.

With Energy Star-rated devices and environmentally responsible print technologies, we will help you reduce your product energy usage. In addition, we can help you reduce consumable usage by introducing paper and toner-print saving modes, automatic duplex printing or digitalization of documents.

Conclusion

Xerox is well positioned to meet the State of West Virginia's document management solution requirements. With over 50 years of experience, a broad portfolio of document management products and services and our on-going technical, product, and services investment and innovation, Xerox's ability to drive continuous improvement and cost savings for the State.

Xerox is pleased to be able to offer this proposal to you and is committed to delivering excellence in all aspects of our future relationship. We look forward to the opportunity to bring you the industry's best customer service and account management throughout the term of the proposed contract.

Vendor Qualifications

Vendors must have a minimum of five (5) years of relevant experience in copier sales and service and must be authorized manufacturer representatives. Vendors must provide a written manufacturers' certification evidencing authorization to sell and service the copiers that will be offered in each band. It is preferred that evidence of experience and manufacturer sales and service authorization be submitted with the bid. Failure to provide required information when requested by the Purchasing Division shall result in disqualification of the bid.

Xerox is \$22 billion technology and services enterprise and a leader in the global document market. We develop, manufacture, market, service and finance a complete range of document equipment, software, solutions and services. Our brand is a valuable resource here and continues to be ranked among the top percentile of the most valuable global brands. Since the company's 1961 incorporation as Xerox Corporation, the Xerox brand has proven to be strong and resilient in the marketplace. Customers have come to expect the highest levels of performance, innovative and progressive products and services, and outstanding reliability from Xerox.

We provide the document industry's broadest portfolio of document systems and services for businesses of any size. Digital systems include high-end printing and publishing systems; digital presses, advanced and basic multifunctional devices ("MFD's") which can print, copy, scan and fax; digital copiers; laser and solid ink printers and fax machines. We provide software and workflow solutions with which businesses can easily and affordably print books, create personalized documents for their customers, and scan and route digital information.

Our services expertise is unmatched and includes helping businesses develop online document archives, analyzing how employees can most efficiently share documents and knowledge in the office, operating in-house print shops or mailrooms, and building Web-based processes for personalizing direct mail, invoices, brochures and more. We also offer software, support and supplies, such as toner, paper and ink.

Xerox has been working with organizations in every branch of government for more than 40 years. We currently service hundreds of governmental entities and government-related groups at all levels of government - local, state, and federal. Working closely with government organizations, Xerox has gained a thorough understanding of key issues and challenges agencies face.

Xerox is the Original Equipment Manufacturer and provides manufacturer and factory-trained, certified service technicians throughout the specified areas with an average tenure of over 20 years. In addition Xerox provides trained and certified Analysts.

Xerox's Customer Service Engineers handle all preventative maintenance and product reliability processes at the time of service, when all machine items are reviewed, cleaned, or replaced as needed. Engineering upgrades and design improvements are also made at this time depending on the service maintenance cycle. Your Xerox Customer Service Engineer installs kits and parts, and documents all activity in the service log associated with the machine. At the end of each visit, the Service Engineer and your representative review problems (if appropriate), and

discuss improvement opportunities and the work that has been performed during the service call.

Manufacturer and Industry Certified service and support resources are available 24 hours a day. If required, our Service Representatives have access to 3rd level Field Engineering support to assist them with the more complex problems. All of our Service Engineers are linked via PDA/Phone devices and have full use of current laptop technology. This technology supports complex diagnostics and up to date technical literature, which can be downloaded via a secure wireless link.

Peake Office Solutions, the Authorized Xerox Agency, is a Platinum Agency; they received this status from Xerox only after meeting the highest requirements: one of which is customer care. Peake Office Solutions provides personal face to face contact to each of their customers. As your first point of contact, they will provide the equipment catalogs and assist with ordering, delivery, training, follow-up, reports, etc. Peake will co-ordinate with the other Xerox Agencies within the State to insure that all areas within each county receive the same high quality service.

General Requirements

3. GENERAL REQUIREMENTS:

3.1 Desired Items and Mandatory Requirements: Vendor shall provide Agency with the Desired Items on an open-end and continuing basis, Desired Items must meet or exceed the mandatory requirements shown below.

3.1.1 BAND 1— MONOCHROME COPIER

3.1.1.1 Band 1 must have the following minimum specifications:

- a. Manufacturer copy volume 5,000 month
- b. Copy speed 18 cpm
- c. 250 sheet paper capacity
- d. Bypass tray
- e. Auto document feeder

Xerox Response:

The proposed product meets the stated specifications.

3.1.2 BAND 2 - MONOCHROME COPIER

3.1.2.1 Band 2 must have the following minimum specifications:

- a. Manufacturer copy volume 15,000 month
- b. Copy speed 25 cpm
- c. 500 sheet paper capacity
- d. 2 paper sources
- e. Auto document feeder
- f. Electronic sorting or finisher/sorter

Xerox Response:

The proposed product meets the stated specifications.

3.1.3 BAND 3— MONOCHROME COPIER

3.1.3.1 Band 3 must have the following minimum specifications:

- a. Manufacturer copy volume 30,000 month
- b. Copy speed 30 cpm
- c. 1,000 sheet paper capacity
- d. 2 paper sources
- e. Auto duplexing
- f. Auto document feeder
- g. Electronic sorting or finisher/sorter

Xerox Response:

The proposed product meets the stated specifications.

3.1.4 BAND 4— MONOCHROME COPIER

3.1.4.1 Band 4 must have the following minimum specifications:

- a. Manufacturer copy volume 45,000 month
- b. Copy speed 40 cpm
- c. 1,500 sheet paper capacity
- d. 3 paper sources
- e. Auto duplexing
- f. Auto document feeder
- g. Electronic sorting or finisher/sorter

Xerox Response:

The proposed product meets the stated specifications.

3.1.5 BAND 5 MONOCHROME COPIER

3.1.5.1 Band 5 must have the following minimum specifications:

- a. Manufacturer copy volume 65,000 month
- b. Copy speed 50 cpm
- c. 1,500 sheet paper capacity
- d. 3 paper sources
- e. Auto duplexing
- f. Auto document feeder
- g. Electronic sorting or finisher/sorter

Xerox Response:

The proposed product meets the stated specifications.

3.1.6 BAND 6— MONOCHROME COPIER

3.1.6.1 Band 6 must have the following minimum specifications:

- a. Manufacturer copy volume 80,000 month
- b. Copy speed 60 cpm
- c. 1,500 sheet paper capacity
- d. 4 paper sources
- e. Auto duplexing
- f. Auto document feeder
- g. Electronic sorting or finisher/sorter

Xerox Response:

The proposed product meets the stated specifications.

3.1.7 BAND 7— MONOCHROME COPIER

3.1.7.1 Band 7 must have the following minimum specifications:

- a. Manufacturer copy volume 150,000 month
- b. Copy speed 70 cpm
- c. 1,500 sheet paper capacity
- d. 4 paper sources

- e. Auto duplexing
- f. Auto document feeder
- g. Electronic sorting or finisher/sorter

Xerox Response:

The proposed product meets the stated specifications.

3.1.8 BAND 1 - COLOR COPIER

3.1.8.1 Band 1 must have the following minimum specifications:

- a. Manufacturer COPY volume 10,000 month
- b. Copy speed 18 cpm
- c. 250 sheet paper capacity
- d. Bypass tray
- e. Auto document feeder

Xerox Response:

The proposed product meets the stated specifications.

3.1.9 BAND 2 COLOR COPIER

3.1.9.1 Band 2 must have the following minimum specifications:

- a. Manufacturer copy volume 20,000 month
- b. Copy speed 25 cpm
- c. 500 sheet paper capacity
- d. Bypass tray
- e. Auto document feeder

Xerox Response:

The proposed product meets the stated specifications.

3.1.10 BAND 3— COLOR COPIER

3.1.10.1 Band 3 must have the following minimum specifications:

- a. Manufacturer copy volume 30,000 month
- b. Copy speed 30 cpm
- c. 1,000 sheet paper capacity
- d. 2 paper sources
- e. Auto duplexing
- f. Auto document feeder
- g. Electronic sorting or finisher/sorter

Xerox Response:

The proposed product meets the stated specifications.

3.1.11 BAND 4— COLOR COPIER

3.1.11.1 Band 4 must have the following minimum specifications:

- a. Manufacturer copy volume 40,000 month
- b. Copy speed 40 cpm
- c. 1,500 sheet paper capacity
- d. 3 paper sources
- e. Auto duplexing
- f. Auto document feeder
- g. Electronic sorting or finisher/sorter

Xerox Response:

The proposed product meets the stated specifications.

3.1.12 PROHIBITION OF 90 COPIES PER MINUTE: Vendor shall not include in its bid any copier that produces copies at a rate of 90 copies per minute or more. If Vendor does bid a copier that produces copies at 90 copies per minute or more, that copier will be rejected and Vendor's bid will be evaluated as if Vendor failed to bid a copier for that band.

Xerox Response:

Our bid meets this requirement.

3.1.13 ADDITIONAL DESIRED ITEM REQUIREMENTS

3.1.13.1 Copier Requirements: All copiers provided under this contract must:

- A. be digital equipment. Analog models will not be accepted.
- B. be capable of reproducing general office correspondence, reports, and bound documents.
- C. be able to reproduce quality copies from any of the following types of original documents while operating in an automated exposure mode: laser printed originals, multi-generation copies of copies, faxed documents, standard black graphite #2 pencils, red pen & pencil, blue ball point pen, NCR forms (blue or black print on white or colored paper stocks), photographs (color or B&W), solid lines and grids, solids, and graduated gray-scale tones.
- D. be capable of automatically selecting the proper paper size in respect to the original being copied.
- E. have the ability to be set for reduction and enlargement in 1% increments,
- F. be in production and available for sale at time of submitted quote.
- G. be Energy Star Compliant and be installed with energy saving features enabled.

H. be capable of copying on plain bond paper in both 8 1/2" x 11", 8 1/2" x 14" and 11" x 17".

Xerox Response:

The proposed products meet the stated specifications.

3.1,13,2 Service and Maintenance

- A. **Full Service Requirement:** Vendor must have the ability to provide on-site service and maintenance for all Desired Items. Vendor must enter into a full service and maintenance contract for all Desired Items that are leased or if the Desired Items are Purchased and Agency elects to include maintenance in the purchase price. Vendor must provide a copy of any maintenance agreement for approval prior to award of this Contract. Vendors must provide an 800 telephone number for service support prior to Contract award.

Xerox Response:

A Xerox Full Service Maintenance Agreement (FSMA) maximizes your product's productivity and ensures your investment in technology pays off. Standard service coverage hours are from 8 A.M. until 5 P.M., Monday through Friday, excluding designated holidays. The FSMA is backed by a team of experienced technical support professionals who are equipped with the latest technology and diagnostic tools. Online, on call, or on site, the Xerox team is an extension of the State's team, committed to maximizing the performance and productivity of your Xerox equipment.

A Xerox FSMA includes all parts, labor, maintenance and travel for your product's operating hardware and software. An operating system hotline, support for software problem resolution, access to on-site System Analyst support, software version updates, hardware retrofits and all diagnostic licenses are also included. If Xerox cannot repair your product to full working order, Xerox, at your request, will replace it with an identical product or another product of equal or greater capabilities—that's our Total Satisfaction Guarantee.

From comprehensive network and software support to 24 hours a day, seven days a week online assistance and quick-response on-site coverage, the State can count on Xerox for a variety of maintenance options to meet all of your service needs. When it comes to maintenance and support, no other Vendor has received the consistent recognition that Xerox has based on customer feedback obtained from Independent Analyst and thousands of clients.

- B. **Maintenance** A preventative maintenance schedule shall be provided as needed on all Desired Items as specified by the manufacturer. This includes, but is not limited to: routine cleaning, lubrications, replacement of unserviceable parts and all necessary adjustments to ensure successful performance of the equipment.

Xerox Response:

Xerox products, especially Multi-Function Devices (MFDs), are built on platforms that minimize or eliminate the need for incremental preventative maintenance. At each Xerox service call, the Customer Service Engineer (CSE) follows several steps and processes.

The majority of these steps and processes relate to providing preventative maintenance on your equipment to ensure you are able to achieve maximum uptime and efficiency.

Xerox equipment is designed with an onboard, volume-driven diagnostic tool. It can track maintenance intervals and usage of all high-wear items, while software tracks the number of prints/copies being produced. A threshold level is set, which is based on the number of prints/copies produced since the last time the equipment was serviced.

When a component reaches the threshold level, an indicator flag will appear. While your CSE is performing maintenance on your machine, he or she will review all of the flags and will replace parts that have exceeded the recommended threshold level, as well as review any items that are close to threshold level.

- C. Monthly Copy Allowance:** Vendor shall include all service and maintenance costs up to the copy limit specified for each band in the base price of the copier bid. Service and maintenance costs include the cost of all inspections, lubrications, cleaning, adjustments, parts, repairs, travel expenses, and supplies (excepting paper) that are necessary to maintain satisfactory performance of the copier. Once the copy limit is exceeded, Vendor may charge a per COPY service and maintenance fee that must include the cost of all inspections, lubrications, cleaning, adjustments, parts, repairs, travel expenses, and supplies (excepting paper).

Color Copiers do not include a copy limit and Vendor may charge a per copy service and maintenance fee that must include the cost of all inspections, lubrications, cleaning, adjustments, parts, repairs, travel expenses, and supplies (excepting paper).

Xerox Response:

The proposed maintenance and cost per copy charges meet the stated specifications.

- D. Connectivity Service Support:** Vendor must provide service support to coordinate installation of Desired Items with agency personnel.

Xerox Response:

Xerox will provide as part of the planned implementation.

- E. Certification Requirement:** Service representatives must be full time employees of the Vendor or of a subcontracted party designated by Vendor in writing. All service representatives must be factory trained technicians. The State reserves the right to request proof of certification at any time.

Xerox Response:

Xerox has more than 4,000 highly skilled independent and manufacturer-certified Customer Service Engineers (CSEs). Extensive ongoing training ensures that our CSEs know their customers' requirements and can support their needs.

- F. **Replacement Units:** Vendor shall provide a temporary replacement copier for any copier being rented, at no charge, if the Agency's copier is estimated to be down for 16 consecutive working hours or longer for repair. Temporary replacement copiers shall be of comparable size and functionality as the copier it is replacing, The Agency will not pay any charges associated with the temporary replacement unit, but shall pay the charges that it would have incurred if its copier had not been temporarily replaced.

Xerox Response:

Xerox will provide a loaner unit if the equipment is not returned to service after 16 consecutive working hours and if a loaner unit is available. If a loaner is not provided, Xerox will 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 The State of West Virginia's use, beginning with the day of the State's initial service call.

- G. **Response Requirement:** Vendors must respond to all requests for service within two (2) working hours of an Agency's request and be on site to complete the repair within eight (8) working hours of the request throughout the term of this Contract. Repetitive complaints concerning the failure to meet this requirement may be cause for cancellation of the contract, Service must be provided during normal working hours (8:00 am to 5:00 pm EST), Monday through Friday, with the exception of State holidays.

Xerox Response:

Xerox's response time objective is to return all service calls within thirty minutes, and to arrive on-site on average, within four (4) business hours for office devices with a copy speed less than 100 pages per minute, and within eight (8) business hours for desk-top printers if the problem cannot be resolved over the phone. Calls can be placed toll free 24-hours per day, 7 days per week, and 365 days a year.

During standard business hours (8 A.M. to 5 P.M., Monday thru Friday) all service calls will be directed to our Service Welcome Center where our service personnel will attempt to resolve the issue over the phone through on-line diagnostics. If the problem cannot be resolved over the phone the representative will provide the caller with the technicians estimated time of arrival. The Service Technician will contact the caller on their way to the call to discuss the problem and determine if they have the appropriate parts, or if the estimated time of arrival will not be met.

Evening, weekend, and holiday phone service is also available. On-site evening, weekend, and holiday service support can also be prearranged or may be available based on evening resource availability. The 24x7-call center and business hour technical support is included in our contract offering. After hour, weekend, and holiday on-site technical support is available at Xerox's then current overtime rate.

- H. **Failure Rate:** Any copier averaging more than two malfunctions per month for a three (3) month Period shall be reviewed by the Agency with the Vendor present to determine a course of corrective action, which may include but not be limited to, replacement of the machine or cancellation of the order and removal of the machine at no additional cost to the State. All service complaints shall be documented in writing by the Agency. The Purchasing Division shall determine the corrective action necessary in the event that an impasse cannot be resolved to the Agency's satisfaction.

Xerox Response:

Xerox Total Satisfaction Guarantee

Xerox's product guarantee states that if the State of West Virginia is not satisfied with the performance of the equipment, you may request a replacement with an identical model or, at the option of Xerox with a machine with comparable features and capabilities will be provided. The term of the Xerox Total Satisfaction Guarantee (TSG) is three (3) years from the date of the initial installation of the equipment or effective during the entire lease term, except for equipment damaged or destroyed due to an Act of God. The Xerox Total Satisfaction Guarantee applies only if the Equipment has been continuously and exclusively maintained by Xerox under Full Service Maintenance from the date of installation. If the situation arises, where the equipment does not perform to its published specification and the State elects to exercise the Total Satisfaction Guarantee, Xerox will meet with the State's representative and arrange a mutually agreeable time for the equipment's exchange.



- 3.1.13.3 Training:** Vendor shall provide Agency with in-house training within five working days of installation of the equipment or as otherwise agreed to by Agency.

Xerox Response:

From the basic to the more complex, our professional instructors are dedicated to teaching your employees how to maximize the effectiveness of your Xerox solution. Training will be addressed and scheduled during Implementation planning to meet the State's requested timeframe. Customer training programs will be customized to focus on the requirements of your people and how they can become more productive through enhanced skills and more effective work processes. For example, our employee training sessions can address the following topics:

Your New Product - Learn how to best apply the features and capabilities of your new product to meet your needs.

Process Improvement - Learn how processes can be changed, updated, or replaced with more effective approaches to ensure that you are achieving maximum productivity with each Xerox solution.

Your Environment - Learn how you can realize maximum value from your Xerox solutions within your current technical and workflow environment.

3.1.13.4 Manuals: Vendors shall provide at least one (1) copy of the operator's instruction manual for each Copier leased or purchased to the Agency that has leased or purchased it. Each manual shall include the vendor's name, telephone number(s), contact person(s), and complete instructions for inspecting, adjusting, clearing jams and operating the machine and any installed accessories.

Xerox Response:

Xerox will provide as requested.

3.1.13.5 Paper Requirement: A stack feed bypass (allows insertion of 20 to 150 sheets at a time and provides multi-copy capability) may be counted as meeting the minimum paper source specification. However, a sheet bypass (single, hand-fed sheets) shall not meet the minimum paper source specifications.

Paper capacity is the listing for all on-line paper trays combined.

Xerox Response:

Xerox understands. The proposed products meet this specification.

3.1.13.6 Fees and Costs: Monthly rental fees, copy allowances, other supply costs and maintenance costs shall remain firm for the life of the Contract. Pricing shall also be inclusive of shipping, delivery, installation, and training.

Xerox Response:

The proposed pricing meet the stated specifications.

3.1.13.7 Manufacturer Accessory Listing Requirements: Vendors shall provide a listing of all possible accessories available for each copier that Vendor includes on the Pricing Pages. It is preferred that the Accessory Listing be Provided with the bid.

Xerox Response:

We will provide upon award.

3.1.13.8 New/Re-manufactured Requirement: All Desired Items must be new. Re-manufactured equipment is not acceptable. Equipment designated as factory new or newly manufactured shall be accepted with a new machine warranty. Newly manufactured means manufactured in the current year and has not been used.

Xerox Response:

In order to meet the State of West Virginia's new equipment requirement, Xerox will provide either newly manufactured or factory produced new model equipment. Both equipment types are currently manufactured by Xerox in a factory environment. None of the equipment

provided will be remanufactured, reconditioned, recycled, refurbished, or used, although the equipment may contain some recycled components that meet new parts performance standards. Regardless of the equipment type provided, The State of West Virginia will be the first user of the newly manufactured and factory produced new model equipment.

3.1.13.9 Retrofits: Any convenience, performance or safety-related retrofits that may be mandated by the vendor or manufacturer must be installed at no additional cost on copiers placed in service resulting from a contract. Features must be installed within 90 days after it becomes available to the public.

Xerox Response:

As technology changes, Xerox will provide performance and safety retrofits free of charge with Lease or Full Service Maintenance Agreement (FSMA) coverage. Also, for certain mandatory safety retrofits we also will update Time & Materials (non-contract) machines free of charge as well. Only 100% Xerox authorized parts are used in the servicing of your Xerox equipment.

3.1.13.10 Published Specifications: All copiers quoted must have published copy volumes per month and copies per minute. Vendors must provide published descriptive literature to illustrate compliance with the minimum, mandatory band specifications, which include copy volumes per month, copies/minute data, available memory, paper sources and paper capacity prior to award. Vendor shall highlight all standard features on within the literature provided for each copier bid.

Xerox Response:

We have included with our response.

3.1.13.11 Parts Availability: Vendors must guarantee that all parts and service on all purchased units shall be available for a period of seven years from the (late of purchase and for the term of the rental on all rental units. All parts SHALL be new. "New" means manufactured in the current year and has not been used.

Xerox Response:

Xerox guarantees availability of parts and service. Please note that the parts used in the equipment's repair may be new, reprocessed, or recovered. However, all reprocessed / recovered parts are tested to new parts standards, and carry the same warranty as new parts.

3.1.13.12 Scan Charges: Scanning charges, in addition to, or as a part of the per COPY charge, shall not be allowed. Scanning can only be billed as an accessory that may increase the monthly cost per unit as shown on the Pricing Pages.

Xerox Response:

Xerox does not charge for scans.

3.1.13.13 Power Protection: Vendors should include, as part of their available accessories for digital copiers, surge and ground noise protection units. Units shall be ESP QC Power protection, or equal, for Bands 4 through 7, and ESP Majac Power protection, or equal, for Bands 1 through 3. Vendors must provide manufacturer literature for any "or equal" power protection unit bid prior to award.

Xerox Response:

The sales agencies will supply the required power protection devices and literature.

3.1.13.14 Power Requirements: If a copier requires a dedicated power line, it is the joint responsibility of the vendor and Agency to determine if this requirement can be met. Vendor is not responsible for providing power if the necessary power outlets or junctions are not available.

Xerox Response:

Xerox understands and will comply.

3.1.13.15 Network Connection: All network connected units must include all cable, cards, etc. for connection to the Agency's network at no additional cost to the Agency. Vendor's equipment must be capable of connecting to an Ethernet/FastEthernet network that has either Microsoft or Novell as the network operating system.

Xerox Response:

The proposed products will comply.

3.1.13.16 Firmware/Software: Vendors shall ensure that it provides all necessary firmware/software with each copier to allow Agency to obtain full use of the copier being installed. The cost of any firmware/software shall be included in the base price of the copier being bid. Vendor and agency must obtain approval from the appropriate entity prior to connecting any firmware/software to a State network. Vendor must provide a copy of any firmware/software agreement for approval prior to award of this Contract.

Xerox Response:

Xerox understands and will comply.

3.1.13.17 Information Security: All stored information must be secured and rendered unreadable by Vendor whenever a copier is removed from service. Removal and rendering information unusable must be conducted in accordance with the policies and procedures of the Office of Technology or other entity that has authority over technology related matters for the Agency. For purchased machines, the agency must dispose of the machine and hard drive per the policies of the WV State Agency for Surplus Property and the Office of Technology. For leased machines: At the end of the lease, if the agency does not choose to keep the machine, the vendor shall remove the machine's hard drive and leave it with the agency for disposition in accordance with procedures prescribed by the Office of Technology.

Xerox Response:

At the end of any equipment agreement term/at the time of the equipment removal, the equipment hard drive may be acquired/retained by the State at a price to be quoted at the time of removal. Xerox offers a "Disk Removal" program which allows the customer to retain the disk drive from a MFD at the end of the lease. The fee is composed of a Service time and travel charge, plus the cost of the specific disk drive(s) removed. The disk cost varies per product and can be obtained from the Service organization at the time of removal.

3.1.13.18 Vendor Certification: Vendor, if other than the manufacturer, should provide the following authorization/certification prior to award of the Contract: Verification from the manufacturer that vendor or vendor's subcontractor is an authorized distributor and/or service representative that is authorized to sell and service manufacturer's products.

Xerox Response:

Xerox as the original equipment manufacturer provides the equipment, service and training. Xerox markets and provides services and equipment via a direct sales force; wholly owned, independent subsidiaries; authorized agents & resellers. Peake Office Solutions is a Xerox Authorized Sales Agent.

Manufacturer Certification

Vendor, if other than the manufacturer, should provide the following authorization/certification prior to award of the contract: A current letter dated and signed or a current, dated certificate from the manufacturer that vendor is an authorized distributor and/or service representative that is authorized to bid the manufacturer's products. Authorization is to include a statement providing assurance that, should the manufacturer withdraw the authorization, a replacement representative will be provided within time frames acceptable to the State. If the vendor fails to provide the documentation prior to the bid award or upon written request by the Purchasing Division by the established deadline, the bid shall be disqualified.

Xerox is the Original Equipment Manufacturer and provides manufacturer and factory-trained, certified service technicians. Peake Office Solutions is the Xerox Authorized Sales Agent.

Subcontractor/Joint Venture Information by Region

Xerox will not be utilizing subcontractors under this contract.

CERTIFICATION AND SIGNATURE PAGE
DIGCOP12

By signing below, I certify that I have reviewed this Solicitation in its entirety; understand the requirements, terms and conditions, and other information contained herein; that I am submitting this bid or proposal for review and consideration; that I am authorized by the bidder to execute this bid or any documents related thereto on bidder's behalf; that I am authorized to bind the bidder in a contractual relationship; and that to the best of my knowledge, the bidder has properly registered with any State agency that may require registration.

Xerox Corporation

(Company)

(Representative Name, Title)

Jonathan White, Pricing + Contracts Manager

623-587-6483

(Contact Phone/Fax Number)

11/30/12

(Date)

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: DIGCOP12

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:

(Check the box next to each addendum received)

<input checked="" type="checkbox"/> Addendum No. 1	<input checked="" type="checkbox"/> Addendum No. 6	<input checked="" type="checkbox"/> Addendum No. 11
<input checked="" type="checkbox"/> Addendum No. 2	<input checked="" type="checkbox"/> Addendum No. 7	<input checked="" type="checkbox"/> Addendum No. 12
<input checked="" type="checkbox"/> Addendum No. 3	<input checked="" type="checkbox"/> Addendum No. 8	<input checked="" type="checkbox"/> Addendum No. 13
<input checked="" type="checkbox"/> Addendum No. 4	<input checked="" type="checkbox"/> Addendum No. 9	<input checked="" type="checkbox"/> Addendum No. 14
<input checked="" type="checkbox"/> Addendum No. 5	<input checked="" type="checkbox"/> Addendum No. 10	<input checked="" type="checkbox"/> Addendum No. 15

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Xerox Corporation

Company

Jonathan White

Authorized Signature

11/30/12

Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.

RFQ No. DIGCOP12

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

West Virginia Code §5A-3-10a states: No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owed is an amount greater than one thousand dollars in the aggregate.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

EXCEPTION: The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

Under penalty of law for false swearing (*West Virginia Code* §61-5-3), it is hereby certified that the vendor affirms and acknowledges the information in this affidavit and is in compliance with the requirements as stated.

WITNESS THE FOLLOWING SIGNATURE

Vendor's Name: Xerox Corporation

Authorized Signature: Jonathan A White Date: 11/30/12

State of ARIZONA

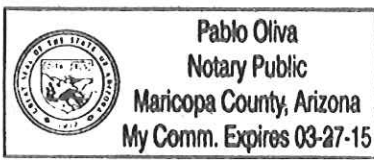
County of MARICOPA, to-wit:

Taken, subscribed, and sworn to before me this 30 day of November, 2012.

My Commission expires March 15, 2015.

AFFIX SEAL HERE

NOTARY PUBLIC Pablo Oliva



Xerox Clarifications to Terms and Conditions

Please note that the following clarifications and the "Xerox Corporation Terms and Conditions Attachment" are a part of our bid proposal. In the event there is a conflict between the "Xerox Corporation Terms and Conditions Attachment" and those of the Bid, the latter shall prevail.

CLARIFICATIONS

Section I, General Terms

#16. Equipment will be deemed accepted, upon installation of the equipment by the technician, after the equipment successfully runs all required diagnostic routines, and the equipment is turned over to The State of West Virginia for use.

#33. Please note that Xerox reserves the right to assign the agreement to a parent, subsidiary, or affiliate of Xerox. Such assignment shall be transparent to The State of West Virginia.

36. We accept this provision regarding the Xerox Rental offer and for cancellation of maintenance agreements for Customer owned equipment.

E. Rental orders can either be extended by a renewal purchase order or, Customer notification of cancellation will automatically renew.

M. Prices quoted include the cost of normal delivery of the equipment. The State of West Virginia will be responsible for any rigging charges associated with non-standard deliveries. If rigging charges apply, a quote will be provided to The State of West Virginia prior to delivery of the equipment

Section II, Equipment Requirements

B. In order to meet The State of West Virginia's new equipment requirement, Xerox will provide either newly manufactured or factory produced new model equipment. Both equipment types are currently manufactured by Xerox in a factory environment. None of the equipment provided will be remanufactured, reconditioned, recycled, refurbished, or used, although the equipment may contain some recycled components that meet new parts performance standards. Regardless of the equipment type provided, The State of West Virginia will be the first user of the newly manufactured and factory produced new model equipment.

E. & Addendum 3.1.13.11: Please note that the parts used in the equipment's repair may be new, reprocessed, or recovered. However, all reprocessed / recovered parts are tested to new parts standards, and carry the same warranty as new parts.

Section III, Service & Maintenance

F. Xerox will provide a loaner unit if the equipment is not returned to service after 16 consecutive working hours and if a loaner unit is available. If a loaner is not provided, Xerox will 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 The State of West Virginia's use, beginning with the day of The State of West Virginia's initial service call.

K. Xerox's standard warranty is to repair or replace the equipment, providing the equipment is maintained under a Xerox Warranty Program or Xerox Maintenance Agreement. The warranty period begins following the equipment's installation. Any equipment that needs to be replaced will be replaced with an identical model, or, at Xerox's option, a unit with similar capabilities, and with comparable usage.

Section IV, Bidding & Ordering Procedure

C. For Rental Agreements, consumable supplies are included in the excess copy charge and will be billed per the included price schedule for the term of the Rental agreement. For Outright sale offers, consumable supplies will be provided free of charge during the warranty period.

Addendum #11

G. Response Requirement: Xerox's response time objective is to return all service calls within thirty minutes, and to arrive on-site on average within two (2) business hours for production devices with copy speeds greater than 100 pages per minute, within four (4) business hours for office devices with a copy speed less than 100 pages per minute, and within eight (8) business hours for desk-top printers if the problem cannot be resolved over the phone. Calls can be placed toll free 24-hours per day, 7 days per week, and 365 days a year. During standard business hours (8 A.M. to 5 P.M., Monday thru Friday) all service calls will be directed to our Service Welcome Center where our service personnel will attempt to resolve the issue over the phone through on-line diagnostics. If the problem cannot be resolved over the phone the representative will provide the caller with the technicians estimated time of arrival. The Service Technician will contact the caller on their way to the call to discuss the problem and determine if they have the appropriate parts, or if the estimated time of arrival will not be met. Evening, weekend, and holiday phone service is also available. On-site evening, weekend, and holiday service support can also be prearranged or may be available based on evening resource availability. The 24x7-call center and business hour technical support is included in our contract offering. After hour, weekend, and holiday on-site technical support is available at Xerox's then current overtime rate.

3.1.13.17, Information Security: At the end of any equipment agreement term/at the time of the equipment removal, the equipment hard drive may be acquired/retained by the Customer at a price to be quoted at the time of removal.

***** Last Clarification *****

+++++

Additional Terms

These additional terms are incorporated into the Xerox Proposal and are in addition to the terms included in The State of West Virginia's RFQ.

This Contract is between **The State of West Virginia** ("Customer") and **Xerox Corporation** ("Xerox") and consists of the Customer's RFQ (Number DIGCOP12) and the below terms. Should there be a conflict between the various provisions the order of precedence shall be this Contract followed by the Customer's RFQ.

General Terms

- 1. **Products.** "Products" means Xerox-brand equipment ("Equipment"), Software, Consumable Supplies and Maintenance Services ordered under the Contract. Customer represents that

- the Products: (i) will be used in Customer's business in the United States, its territories and possessions ("U.S.").
2. **Total Satisfaction Guarantee.** If Customer is not totally satisfied with any Equipment delivered under the Contract, Xerox will, at Customer's request, replace it without charge with identical Equipment or, at Xerox's option, with Xerox-branded equipment with comparable features and capabilities. This Equipment Guarantee applies only to Equipment that has been continuously maintained by Xerox under a Xerox Maintenance Agreement. The Equipment Guarantee is effective for 3 years after the Installation Date for purchased Equipment. The Equipment Guarantee is effective during the initial equipment rental installation term.
 3. **Contract Term.**
 - A. **Initial Term.** The initial order taking term of the Contract ("Initial Term") is one (1) year and will commence on the date it is accepted by both parties and will expire on the last day of 12th full calendar month. Thereafter, unless terminated by either party upon not less than 30-days notice. Upon the expiration or termination of the Contract, each Individual Agreement shall remain in full force and effect until the end of its scheduled Agreement term and shall be governed by the terms and conditions of the Contract as if the Contract were still in effect.
 - B. **Renewal Term.** Following the Initial Term, the Contract will renew upon mutual consent for a maximum of two (2), optional one (1) year renewal options. During this renewal period, either party may terminate the Contract upon not less than 30-days notice. Upon the expiration or termination of the Contract, each Individual Agreement shall remain in full force and effect until the end of its scheduled Agreement term and shall be governed by the terms and conditions of the Contract as if the Contract were still in effect.
 4. **Order Documents.**
 - A. **Contract & Order Acceptance.** Xerox may accept the Contract or any Order under the Contract either by Customer's written signature on the Contract or Xerox Order Document or upon receipt of Customer's signed purchase order.
 - B. **Order Documents.** Customer may issue purchase orders or other Customer documents, or use Xerox order forms ("Order" or "Agreement" document(s)) for order entry purposes only, describing the acquisitions under the Contract, specifying Customer's requested shipment date, installation site, bill-to address, quantities ordered, product description including any Trade-In Equipment, components, pricing, and installation term. Regardless of the form, the Order Documents must reference the Customer or Xerox Contract number. Notwithstanding anything contained in any Order Document which is at variance with or additional to the Contract, Order Documents will incorporate and be subject solely to the terms and conditions of the Contract, except for additional Xerox agreement terms and conditions related to options selected by Customer.
 - C. Upon acceptance by Xerox, the Order Document creates an Individual Agreement for the Products identified under the Contract.
 - D. Order Documents may be submitted by hard copy or electronic means and those submitted electronically will be considered: (i) "in writing"; (ii) "signed" by the Customer; (iii) an "original" when printed from electronic records established and maintained in the ordinary course of business: and (iv) valid and enforceable.
 - E. Xerox reserves the right to review and approve Customer's credit prior to acceptance of an Order Document, and Customer authorizes Xerox or its agent to obtain credit reports from commercial credit reporting agencies.

Product Replacement Guarantee. Xerox will guarantee equipment availability throughout the Contract order-taking term. If a product is discontinued during the Contract term Xerox agrees to replace the discontinued product with a model of equal or greater capabilities at the same contract price.

5. **Equipment Commencement & Installation Dates.** The initial Term of an Order that includes Equipment will commence on the "Installation Date", which means: (a) for Equipment installed by Xerox, the date Xerox determines the Equipment to be operating satisfactorily and is available for Customer's use, as demonstrated by successful completion of diagnostic routines; and (b) for Equipment designated as "Customer Installable", the Equipment delivery date.
6. **Delivery & Removal.** Equipment prices include standard delivery charges for all Equipment and, for Equipment for which Xerox retains ownership, standard removal charges. Non-standard delivery or removal will be at Customer's expense. Examples of non-standard delivery charges include use of stair creepers, up-ending or disassembling Equipment to move through tight doorways or through narrow halls.
7. **Relocation.** All relocations must be arranged or approved in advance by Xerox until Customer has paid the Case Purchase or Installment Purchase price in full or if the Equipment is acquired under a Rental and Outright Sale W Maintenance Order. The relocation will be at Customer's expense and Customer remains responsible to make all payments under the applicable Order while the Equipment is being relocated. Equipment cannot be relocated outside of the U.S.
8. **Trade-In Equipment.** Customer warrants that Customer has the right to transfer title to the Equipment Customer is trading in as part of an Order ("Trade-In Equipment"), and that the Trade-In Equipment is in good working order and has not been modified from its original configuration (other than by Xerox). Title and risk of loss to the Trade-In Equipment will pass to Xerox when Xerox removes the Trade-In Equipment from Customer's premises. Customer will maintain the Trade-In Equipment at its present site and in substantially the Trade-In Equipment's present condition until removed by Xerox. Customer will pay all accrued charges for the Trade-In Equipment, up to and including payment of the final principal payment number and all applicable maintenance, administrative, supply and finance charges until Xerox removes the Trade-In Equipment from the Customer's premises.
9. **Competitive Replacement.** If you are acquiring Xerox-brand Equipment to replace equipment identified as a Competitive Replacement Product, you agree to return the Competitive Replacement Product to Customer's lessor no later than 60 days following the installation of the Xerox Equipment. Upon request, Customer will provide Xerox with documentation of the equipment's return.
10. **Maintenance Services.** Except for Equipment identified as "No Svc.", Xerox (or a designated servicer) will keep the Equipment in good working order ("Maintenance Services"). Maintenance Services are provided as a mandatory part of a Rental or Maintenance Order. The service technicians assigned to provide Basic Services will have the expertise, skills, training, and professional education to perform the Basic Services in a professional manner
 - A. **Basic Maintenance Services.** Maintenance Services will be provided during Xerox's standard working hours, 8 A.M. to 5 P.M., Monday through Friday, in areas open for repair service for the Equipment. Maintenance Services excludes repairs due to: (a) misuse, neglect, or abuse; (b) failure of the installation site or the PC or workstation used with the Equipment to comply with Xerox's published specifications; (c) use of options, accessories or products not serviced by Xerox; (d) non-Xerox alterations, relocation,

- service or supplies; or (e) failure to perform operator maintenance procedures identified in operator manuals.
- B. **Replacement Parts.** Replacement parts may be new, reprocessed or recovered and all replaced parts become Xerox's property.
- C. **Installation Site.** Customer is responsible for all physical, mechanical, and electrical expenses associated with preparing and maintaining the Equipment installation site, and agrees to give Xerox reasonable access to the Equipment and to provide Xerox adequate storage space for a reasonable quantity of replacement parts and supplies.
- D. **Customer Training and Analyst Services.** Initial Customer Training and Analyst Support Services are included in the maintenance pricing. Additional training and analyst services are subject to the hourly rates prices, and terms and conditions in the applicable then-current Training and Analyst Services price list.
- E. **Cartridges.** If Xerox is providing Maintenance Services for Equipment utilizing cartridges designated by Xerox as customer-replaceable units, including copy/print cartridges and xerographic modules or fuser modules ("Cartridges"), Customer agrees to use only unmodified Cartridges purchased directly from Xerox or its authorized resellers in the United States and the failure to use such Cartridges shall void any warranty applicable to such Equipment. Cartridges packed with Equipment and replacement Cartridges may be new, remanufactured, or reprocessed. Remanufactured and reprocessed Cartridges meet Xerox's new Cartridge performance standards and contain new and/or reprocessed components. To enhance print quality, Cartridge(s) for many models of Equipment have been designed to cease functioning at a predetermined point. In addition, many Equipment models are designed to function only with Cartridges that are newly manufactured original Xerox Cartridges or with Cartridges intended for use in the U.S. Equipment configuration that permits use of non-newly manufactured original Xerox Cartridges may be available from Xerox at an additional charge.
- F. **Consumable Supplies.** If "Consumable Supplies" are included in the Maintenance Plan, Maintenance Services will include black toner and/or solid ink and color toner, staples, and/or solid ink, if applicable ("Consumable Supplies"). Highlight color toner, clear toner, and custom color toner are excluded. Consumable Supplies are Xerox's property until used by Customer, and Customer will use Consumable Supplies only with the Equipment for which "Consumable Supplies" is included in the Maintenance Plan. If recycling information is furnished with Consumables Supplies, Customer agrees to return the used item, at Xerox's expense, for remanufacturing. Shipping information is available at Xerox.com/GWA. Upon the Contract's expiration, Customer will include any unused Consumable Supplies with the Equipment for return to Xerox at the time of removal. If Customer's use of Consumable Supplies exceeds Xerox's published yield by more than 10%, Xerox will notify Customer of such excess usage. If such excess usage does not cease within 30-days after such notice, Xerox may charge Customer for such excess usage. For the avoidance of doubt, Xerox's yields are based on prints, impressions, linear fleet, or copies containing the normal mix of test and graphics to determine the expected yield of Consumable Supplies under normal operating conditions. Upon request, Customer will provide current meter reads and/or an inventory of Consumable Supplies in its possession. Xerox may charge a shipping and handling fee for consumable supplies.
- G. **Meter Reads.** Customer will provide meter reads using the method and frequency identified by Xerox. If Customer does not provide a meter reading, Xerox may reasonably estimate the reading and bill Customer accordingly. If meter readings have

been estimated, Xerox after receiving the actual meter readings for the equipment shall make an appropriate adjustment on the subsequent invoice.

- H. **Copy Credits** -- You will receive one copy credit for each copy presented to Xerox that is unusable and also for each copy that was produced during the servicing of the Equipment. Copy credits will be reflected on the invoice as a reduction in the total copy volume.
- I. **Replacement.** Xerox will, as Customer's exclusive remedy for Xerox's failure to provide Maintenance Services, replace the Equipment with an identical model or, at Xerox's option, another Xerox-branded model with comparable features and capabilities. There will be no additional charge for the replacement Equipment during the remainder of the Equipment's Agreement Term.
- J. **End of Service.** Xerox has no obligation to maintain or replace Equipment beyond the Equipment's "End of Service" date for that particular model of Equipment. End of Service means the date announced by Xerox after which Xerox will no longer, offer maintenance services or parts for a particular Equipment model. An End of Service Equipment List is available upon request.
11. **Remote Services.** Certain models of Equipment are supported and serviced using data that is automatically collected by Xerox via electronic transmission from the Equipment to a secure off-site location. Examples of automatically transmitted data include product registration, meter reads, supply levels, Equipment configuration and settings, software version, and problem/fault code data. All such data will be transmitted in a secure manner specified by Xerox. The automatic data transmission capability will not allow Xerox to read, view, or download any Customer data, documents, or other information residing on or passing through the Equipment or Customer's information management systems. If requested in writing Xerox will turn off and disable the Remote Services capability.
12. **Warranty Disclaimer & Waivers.** XEROX DISCLAIMS THE IMPLIED WARRANTIES OF NON-INFRINGEMENT AND FITNESS FOR A PARTICULAR PURPOSE.
13. **Personal Injury and Property Damage Indemnification.** During the Term of the Agreement, Xerox shall indemnify and hold you harmless from and against that portion of any and all third party claims, liabilities, judgments, costs, and expenses arising from personal injury (including death) or damage to tangible property caused by the negligence of Xerox and its employees in the performance of Xerox's obligations under the Contract, provided Xerox is given written notice, by certified or registered mail. Customer agrees that Xerox may employ attorneys of its own choice to appear and defend the claim or action and that Customer shall do nothing to compromise the defense of such claim or action or any settlement thereof and shall provide Xerox with all reasonable assistance which Xerox may require. Subject to the limitations set forth above, Xerox shall be responsible only for its equitable share of any and all claims, liabilities, judgments, costs, and expenses determined in accordance with the relative culpability of Xerox to all other persons or parties liable therefore.
14. **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. Customer 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 Xerox pre-approves them in writing. To avoid infringement, Xerox may modify or substitute an equivalent Xerox-brand Product and, if purchased, refund the price paid for the Xerox-brand Product, less a reasonable lease value for the period it was available to Customer, or obtain any necessary licenses. Xerox is not liable for any infringement based upon a Xerox-brand Product being modified to Customer's specifications, or being used or sold with products not provided by Xerox.

15. **Limitation of Liability.** Except for personal injury (including death), property damage, or intellectual property indemnity indemnification obligations set forth in the Contract, Xerox will not be liable to Customer for any direct damages relating to the Contract or any Order written hereunder in excess of the sum of the amounts paid and to be paid during the initial Term of the applicable Order. Neither party will be liable to the other for any special, indirect, incidental, consequential or punitive damages arising out of or relating to the Contract or any Order written hereunder, whether the claim alleges tortious conduct (including negligence) or any other legal theory.
16. **Force Majeure.** Xerox will not be liable to Customer during any period in which its performance is delayed or prevented, in whole or in part, by a circumstance beyond its reasonable control. Xerox will notify Customer if such a circumstance occurs.
17. **Payment.** All payments are due within 30-days of the invoice date. Restrictive covenants on payment instruments will not reduce Customer's obligations.
18. **Taxes.** Customer is responsible for all applicable taxes, fees, or charges of any kind, (including interest and penalties) assessed by any governmental entity on the Contract or the amounts payable under the Contract ("Taxes"), which will be included in Xerox's invoice, unless Customer provides proof of its tax exemption status. Taxes do not include taxes on Xerox's income and, for Lease Orders taxes do not include personal property taxes in jurisdictions where Xerox is required to pay personal property taxes. Except for Equipment that includes a Bargain Purchase Option, a Lease Order is a lease for all income tax purposes, and Customer will not claim any credit or deduction for depreciation of the Equipment, or take any other action inconsistent with its role as lessee of the Equipment.
19. **Late Charges & Default.**
 - A. **Late Charge.** If a payment is not received by Xerox within 10-days after the due date (40 days after the invoice date), Xerox may charge, and Customer will pay, a late interest charge as allowed under West Virginia law.
 - B. **Default.** Customer will be in default under an Order if Xerox does not receive any payment within 15 days after the date it is due (45-days after the invoice date) or Customer breaches any other obligation under the Contract, any Order, or any other Contract with Xerox. Customer will pay all reasonable costs, including attorneys' fees, incurred by Xerox to enforce the Contract or any Order.
20. **Amendment.** All changes to the Contract or any Order must be made in writing and signed by both parties. The amendment of any Order shall not affect the obligations of either party under any other Order under the Contract.
21. **Notices.**
 - A. Unless provided otherwise in the Contract, notices under the Contract or any Order must be sent in writing to the party's address identified in the Contract. Notices will be deemed delivered 5 days after mailing by first class mail, 2 days after sending by nationally recognized overnight courier, or on the date of electronic confirmation of receipt of a facsimile transmission, when followed by mailing of such notice as provided herein.
 - B. Invoices are not considered notices under the Contract. All payment related notices under an Order will be sent: (a) to Customer at the "Bill to" address in the Order, and (b) to Xerox at the inquiry address on the most recent invoice.

- C. All other notices under the Contract or an Order shall be sent to a party at its address or facsimile number below.

To Customer: To Xerox:

- x **Office of General Counsel**
- x **Xerox Corporation**
- x **45 Glover Avenue**
- x **P. O. Box 4505**
- x **Norwalk, CT 06856-4505:**

- D. Either party may change its address or facsimile number for receipt of notice by notifying the other party at its address or facsimile number below.

22. **Government Representations & Warranties.** Customer represents and warrants, as of the Contract's effective date and of each Order hereunder, that: (1) Customer is a State or a fully constituted political subdivision or agency of the State in which Customer is located and is authorized to enter into, and carry out, Customer's obligations under the Contract, or any Order hereunder, and any other documents required to be delivered in connection with the Contract, or any Order hereunder (collectively, the "Documents"); (2) the Documents have been duly authorized, executed and delivered by Customer in accordance with all applicable laws, rules, ordinances, and regulations, including all applicable laws governing open meetings, public bidding and appropriations required in connection with the Contract or an Order hereunder, and the acquisition of the Products, and are valid, legal, binding agreements, enforceable in accordance with their terms; (3) the person(s) signing the Documents have the authority to do so, are acting with the full authorization of Customer's governing body and hold the offices indicated below their signatures, each of which are genuine; (4) the Products are essential to the immediate performance of a governmental or proprietary function by Customer within the scope of Customer's authority and will be used only by Customer and only to perform such function; (5) Customer's obligations to remit payments under the Contract or any Order hereunder constitute a current expense and not a debt under applicable state law; and (6) no provision of the Contract or any Order constitutes a pledge of Customer's tax or general revenues and any provision that is so construed by a court of competent jurisdiction is void from the inception of the Contract or the subject Order.

23. **Miscellaneous.**

- A. **Governing Law.** The Contract is governed by the laws of the State of West Virginia (without regard to conflict-of-law principles). In any action to enforce the Contract or any Order under the Contract, the parties agree (a) to the jurisdiction and venue of the federal and state courts in West Virginia, and (b) to waive their right to a jury trial.
- B. **Severability.** If a court finds any term of the Contract or any Order unenforceable, the remaining terms will remain in effect.
- C. **Waiver.** The failure by either party to exercise any right or remedy will not constitute a waiver of such right or remedy.
- D. **Communication.** Customer authorizes Xerox or its agents to communicate with Customer by any electronic means, including cellular phone, email, automatic dialing, and recorded messages, using any phone number (including cellular) or electronic address Customer provides to Xerox.

- E. **Contract Documents.** Each party may retain a reproduction (e.g., electronic image, photocopy, and facsimile) of the Contract and each Order under the Contract, which will be admissible in any action to enforce it, but only the Agreement or Order held by Xerox will be considered an original.
- F. **Data Security.** Certain models of Equipment can be configured to include a variety of data security features. There may be an additional cost associated with certain data security features. The selection, suitability, and use of data security features are solely Customer's responsibility. Upon request, Xerox will provide additional information to Customer regarding the security features available for particular Equipment models.
- G. **Compliance With law.** Both parties will comply with applicable federal and state laws. Xerox will not charge or collect any amounts in excess of those allowed by applicable law. Any part of the Contract or any Order that would be read under any circumstances to allow for a charge higher than that allowed under any applicable legal limit, is modified by this Section to limit the amounts chargeable under the Contract or any Order to the maximum amount allowed under the legal limit. If, in any circumstances, any amount in excess of that allowed by law is charged or received, any such charge will be deemed limited by the amount legally allowed and any amount received by Xerox in excess of that legally allowed will be applied by Xerox to the payment of amounts legally owed under the Contract or the subject Order, or refunded to Customer.

Purchase and Maintenance Terms

- 24. **Purchase Order Taking Term.** Customer can acquire additional equipment as set forth in the attached Purchase Pricing Exhibit.
- 25. **Cash Purchase.**
 - A. **Title and Risk.** Title and risk of loss to Equipment will pass to Customer upon delivery and installation of the Equipment. Until the products are paid for in full Customer will insure the Product against loss or damage, and the policy will name Xerox as a loss payee.
 - B. **Payment.** Customer's payment under a Cash Purchase Order shall consist of the Net Price amount for the Equipment purchased there under and all applicable Taxes.
 - C. **Customer Default & Remedies.** If Customer defaults under the Contract or a Cash Purchase Order, Xerox, in addition to its other remedies (including the cessation of Maintenance Services if applicable), may require immediate payment of all amounts then due (including all applicable Taxes), plus interest on all amounts due from the due date until paid as allowed under West Virginia law.
- 26. **Maintenance Terms for Customer Owned Equipment**
 - A. **Individual Agreement Term.** An Individual Maintenance Agreement will commence at the end of any warranty period and expire on the last day of the 12th, 24th, 36th, 48th or 60th full calendar month thereafter, as applicable.
 - B. **Payment.** Each Minimum Periodic Base Charge includes a Periodic Minimum Number of Prints ("Minimum Prints"). The Minimum Periodic Base Charge, along with any additional Print Charges for prints made in excess of the Minimum Prints and all applicable Taxes, cover Customer's cost for the Equipment's maintenance, provided as Maintenance Services in an Individual Maintenance Order written hereunder. The Minimum Periodic Base Charge will be billed in the month due and additional Print Charges are billed in arrears.

- C. **Fixed Pricing.** The Minimum Payment and Print/Supply Charges will not increase during the term of an Individual Maintenance Order, or during any subsequent renewal term.
- D. **Renewal.** Xerox will notify Customer at least 30-days prior to the expiration of the then-current term of each Individual Maintenance Order and, unless a cancellation notice is received from Customer, or provided to Customer by Xerox, prior to the expiration of the then-current Maintenance Order term, the Individual Maintenance Order will automatically renew for a term of the same number of months as the initial Term.
- E. **Flexible Cancellation.** An individual Maintenance Order can be terminated without penalty with 30-days prior written notice.
- F. **Customer Default & Xerox Remedies.** If Customer defaults under the Contract or an Individual Maintenance Order, Xerox, in addition to its other remedies (including the cessation of Maintenance 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 as allowed under West Virginia law; and (b) the lesser of (i) the remaining Minimum Periodic Base Charge in such Individual Maintenance Agreement's term or six (6) such payments for one year agreements or twelve (12) such payments for multi-year agreements; and, (c) all applicable Taxes.
- G. **Standard Maintenance Services.** Xerox will provide Maintenance Services for the Equipment for the Minimum Payment and a standardized per-call charge established by Xerox (which may be adjusted by Xerox at any time).

Rental Terms

- 27. **Title and Risk of Loss.** Title to the Products remains with Xerox. Risk of loss or damage to the Products passes to Customer upon delivery. Customer will insure the Products against loss or damage and the policy will name Xerox as Loss Payee.
- 28. **Rental Order Taking Term.** The initial term for any Rental Order will be the number of full calendar months stated in the individual Rental Order. The Minimum Lease Payment for any partial month following the equipment installation date will be billed on a pro rata basis, based on a 30-day month.
- 29. **Rental Order Commencement & Term.** The Term for each unit of Equipment will commence upon the delivery of customer-installable Equipment; or the installation of Xerox-installable Equipment and will expire on the last day of the final full calendar month of the contracted term indicated in the Rental Order. Unless either party provides notice of termination at least 30-days before the expiration of the initial Term, it will renew on a month-to-month basis at the same prices, and the same terms and conditions. During the renewal period, either party may terminate the Equipment upon at least 30-days notice. Upon termination, Customer will make the Equipment available for removal by Xerox. At the time of removal, the Equipment will be in the same condition as when delivered, reasonable wear and tear accepted.
- 30. **Fixed Pricing.** Rental prices will not increase during the initial term of the Individual Rental Order or subsequent renewals.
- 31. **Renewal.** Rental Orders will renew automatically for successive terms of the same number of months as the initial Term, unless a written notice of cancellation is received from Customer, or provided to Customer by Xerox, prior to expiration of the then-current Individual Rental Agreement term.

32. **Equipment Return.** Unless Customer has renewed or purchased the Equipment, Customer will make the Equipment and Base Software available for removal at the expiration of the Individual Rental Order term in the same condition as when delivered, reasonable wear and tear accepted.
33. **0 Day Flexible Termination.** You may terminate an individual Rental Agreement at any time with thirty 30-days prior written notice if the Equipment has been installed a minimum of 30-days and Xerox is given thirty days prior written notice of such termination. Early termination charges will not be charged.

Software

34. **Software License.** Xerox grants Customer a non-exclusive, non-transferable license to use in the U.S.: (a) software and accompanying documentation provided with the Xerox-brand Equipment ("Base Software") only with the Xerox-brand Equipment with which it was delivered; and (b) software and accompanying documentation identified in an Order as "Application Software" only on any single unit of equipment for as long as Customer is current in the payment of all fees. applicable software license fees. "Base Software" and "Application Software" are referred to collectively as "Software".
- A. Customer has no other rights and may not: (a) copy, distribute, modify, create derivatives of, decompile, or reverse engineer Software; (b) activate Software delivered with the Equipment in an inactivated state; or (c) allow others to engage in same.
 - B. 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 subsection.
 - C. Software may contain code capable of automatically disabling the Equipment. Disabling code may be activated if: (a) Customer is notified of a default under the Agreement or an individual Order (b) Xerox is denied access to reset periodically the code, or (c) Customer's license is terminated or expires. Xerox will send Customer written notice describing the performance failure and provide 30 days for the Customer to correct the failure before disabling the Equipment.
 - D. The Base Software license will terminate upon the expiration of any individual Agreement under which Customer has rented or Purchased the Equipment, unless Customer has exercised an option to purchase the Equipment or if (b) if Customer no longer uses or possesses the Equipment, or (c) if Customer is a lessor of the Equipment and its first lessee no longer uses or possesses the Equipment;
 - E. Neither Xerox nor its licensors warrant that Software will be free from errors or that its operation will be uninterrupted.
 - F. 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.
35. **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 of the applicable Order 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 Customer is current in the payment of all applicable fees.
- A. 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.
 - B. 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 six (6) months after the current Release is made available to Customer. Xerox will not be required to provide Software Support if Customer has modified the Software.
- C. 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 6 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 the Contract, unless otherwise noted. Implementation of a Release may require Customer to procure, at Customer's expense, additional hardware, and/or software from Xerox or another entity. Upon installation of a Release, Customer will return or destroy all prior Releases. Xerox may annually increase the Annual Renewal and Support-Only Fees for Application Software. This adjustment will take place at the commencement of each government Customer's annual contract cycle.
36. **Diagnostic Software.** Software used to maintain the Equipment and/or diagnose its failure or substandard performance (collectively "Diagnostic Software") is embedded in, resides in, or may be loaded on the Equipment. Title to Diagnostic Software will remain with Xerox or its licensors. Customer agrees that Customer's acquisition of the Equipment does not grant Customer a license or right to use Diagnostic Software for any purpose, or allow third parties to do so. Customer agrees at all times to allow Xerox reasonable access to the Equipment to access, monitor, and otherwise takes steps to prevent unauthorized use or reproduction of Diagnostic Software, provided that such access to Customer's facility will be during normal business hours.

***** Last Clarification and Additional Term *****

Attachments

Equipment Specifications
Independent Ratings



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Solicitation

NUMBER
DIGCOP12

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
TARA LYLE
304-558-2544

VENDOR

RFQ COPY
 TYPE NAME/ADDRESS HERE
Xerox Corporation
45 Glover Avenue
Norwalk, CT 06856-4505

SHIP TO

ALL STATE AGENCIES
 AND POLITICAL SUBDIVISIONS
 VARIOUS LOCALES AS INDICATED
 BY ORDER

DATE PRINTED
06/12/2012

BID OPENING DATE: 07/10/2012 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		985-64		
<p>DIGITAL COPIERS</p> <p><i>Please see excel price list</i></p> <p>THE PURCHASING DIVISION IS SOLICITING BIDS FOR A BLANKET OPEN-END STATEWIDE CONTRACT TO PROVIDE DIGITAL COPIERS TO WEST VIRGINIA STATE AGENCIES AND POLITICAL SUBDIVISIONS.</p> <p>MANDATORY PRE-BID MEETING SCHEDULED FOR 06/19/2012 AT 2:30 PM IN THE PURCHASING DIVISION CONFERENCE ROOM LOCATED AT 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305.</p> <p>ATTACHMENTS INCLUDE:</p> <ol style="list-style-type: none"> 1. INSTRUCTIONS TO VENDORS SUBMITTING BIDS. 2. GENERAL TERMS AND CONDITIONS. 3. DIGCOP12 SPECIFICATIONS. 4. SIGNATURE PAGE. 5. ADDENDUM ACKNOWLEDGEMENT FORM. 6. PURCHASING AFFIDAVIT. <p>THE COST QUOTE FORMS AND PRICING PAGES WILL BE ISSUED BY ADDENDUM.</p> <p>***** THIS IS THE END OF RFQ DIGCOP12 ***** TOTAL:</p>						

SIGNATURE <i>Jonathan White</i>	TELEPHONE 623-587-6483	DATE 11/30/12
TITLE Pricing & Contracts Mgr.	FEIN 160468020	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO SOLICITATION, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

DIGCOP12 - Pricing Pages - Amended And Restated

Item No.	Order Type	Item Description	Brand Name of Item Bid	Model No. of Item Bid	Est. Quantity	Unit Price	Total Price
1	Purchase	Monochrome					
		Band 1					
		Copier	Xerox	WC3550X	85	\$ 700.00	\$ 59,500.00
		Scanning	Xerox	Included	85	\$ -	\$ -
		Network Printing	Xerox	Included	85	\$ -	\$ -
		Fax	Xerox	Included	85	\$ -	\$ -
		Monthly Maintenance Charge Per Copier (0-5,000 copies)	Xerox		3,060	\$ 23.00	\$ 70,380.00
		Per Copy Maintenance Overage Charge (5,001 and up)	Xerox		18,000	\$ 0.00990	\$ 178.20
		Total for Band 1					\$ 130,058.20
		Band 2					
		Copier	Xerox	WC5325	80	\$ 2,113.00	\$ 169,040.00
		Scanning	Xerox		80	\$ 200.00	\$ 16,000.00
		Network Printing	Xerox		80	\$ 402.00	\$ 32,160.00
		Fax	Xerox		80	\$ 400.00	\$ 32,000.00
		Staple	Xerox		80	\$ 400.00	\$ 32,000.00
		Monthly Maintenance Charge Per Copier (0-15,000 copies)	Xerox		2,880	\$ 25.00	\$ 72,000.00
		Per Copy Maintenance Overage Charge (15,001 and up)	Xerox		18,000	\$ 0.00560	\$ 100.80
		Total for Band 2					\$ 353,300.80
		Band 3					
		Copier	Xerox	WC5330	50	\$ 2,113.00	\$ 105,650.00
		Scanning	Xerox		50	\$ 200.00	\$ 10,000.00
		Network Printing	Xerox		50	\$ 402.00	\$ 20,100.00
		Fax	Xerox		50	\$ 400.00	\$ 20,000.00
		Staple	Xerox		50	\$ 400.00	\$ 20,000.00
		Monthly Maintenance Charge Per Copier (0-10,000 copies)	Xerox		1,800	\$ 39.00	\$ 70,200.00
		Per Copy Maintenance Overage Charge (10,001 and up)	Xerox		18,000	\$ 0.00560	\$ 100.80
		Total for Band 3					\$ 246,050.80
		Band 4					
		Copier	Xerox	WC5745APT	30	\$ 4,054.00	\$ 121,620.00
		Scanning	Xerox	Included	30	\$ -	\$ -
		Network Printing	Xerox	Included	30	\$ -	\$ -
		Fax	Xerox		30	\$ 400.00	\$ 12,000.00
		Staple	Xerox		30	\$ 400.00	\$ 12,000.00
		Monthly Maintenance Charge Per Copier (0-45,000 copies)	Xerox		1,080	\$ 53.00	\$ 57,240.00
		Per Copy Maintenance Overage Charge (45,001 and up)	Xerox		18,000	\$ 0.00560	\$ 100.80
		Total for Band 4					\$ 202,960.80

Jonathan White
11/30/12

1	Purchase (cont.)	Model					
		Band 5					
		Copier	Xerox	WS150T	20	\$ 1,970.00	\$ 39,400.00
		Scanning	Xerox		20	\$ 200.00	\$ 4,000.00
		Network Printing	Xerox		20	\$ 395.00	\$ 7,900.00
		Fax	Xerox		20	\$ 300.00	\$ 6,000.00
		Staple	Xerox		20	\$ 300.00	\$ 6,000.00
		Monthly Maintenance Charge Per Copier (0-65,000 copies)	Xerox		700	\$ 93.00	\$ 65,100.00
		Per Copy Maintenance Overage Charge (65,001 and up)			18,000	\$ 0.00510	\$ 91.80
		Total for Band 5					
							\$ 128,491.80
		Band 6					
		Copier	Xerox	WCS765T	5	\$ 4,108.00	\$ 20,540.00
		Scanning	Xerox		5	\$ 90.00	\$ 450.00
		Network Printing	Xerox		5	\$ 519.00	\$ 2,595.00
		Fax	Xerox		5	\$ 400.00	\$ 2,000.00
		Staple	Xerox		5	\$ 400.00	\$ 2,000.00
		Monthly Maintenance Charge Per Copier (0-80,000 copies)	Xerox		150	\$ 100.00	\$ 15,000.00
		Per Copy Maintenance Overage Charge (80,001 and up)			18,000	\$ 0.00480	\$ 86.40
		Total for Band 6					
							\$ 42,671.40
		Band 7					
		Copier	Xerox	WCS775T	10	\$ 4,129.00	\$ 41,290.00
		Scanning	Xerox		10	\$ 80.00	\$ 800.00
		Network Printing	Xerox		10	\$ 498.00	\$ 4,980.00
		Fax	Xerox		10	\$ 400.00	\$ 4,000.00
		Staple	Xerox		10	\$ 400.00	\$ 4,000.00
		Monthly Maintenance Charge Per Copier (0-150,000 copies)	Xerox		360	\$ 128.00	\$ 46,080.00
		Per Copy Maintenance Overage Charge (150,001 and up)			18,000	\$ 0.00460	\$ 82.80
		Total for Band 7					
							\$ 101,232.80
		Total Purchase Price of Monochrome Bands 1 through 7					
							\$ 1,204,766.60

Jonathan White
11/30/12

Item No.	Order Type	Item Description	Brand Name	Model No.	Est. Quantity	Unit Price	Total Price
2	Purchase	Color					
		Band 1					
		Copier	Xerox	W7120P	5	\$ 3,361.00	\$ 16,805.00
		Scanning	Xerox	Included	5	\$ -	\$ -
		Network Printing	Xerox	Included	5	\$ -	\$ -
		Fax	Xerox		5	\$ 400.00	\$ 2,000.00
		Per Copy Maintenance Charge (Color)	Xerox		72,000	\$ 0.04960	\$ 3,571.20
		Per Copy Maintenance Charge (Monochrome)			144,000	\$ 0.00560	\$ 806.40
		Total for Band 1					\$ 23,182.60
		Band 2					
		Copier	Xerox	W7125P	25	\$ 3,441.00	\$ 86,025.00
		Scanning	Xerox	Included	25	\$ -	\$ -
		Network Printing	Xerox	Included	25	\$ -	\$ -
		Fax	Xerox		25	\$ 400.00	\$ 10,000.00
		Staple	Xerox		25	\$ 400.00	\$ 10,000.00
		Per Copy Maintenance Charge (Color)	Xerox		72,000	\$ 0.04960	\$ 3,571.20
		Per Copy Maintenance Charge (Monochrome)			144,000	\$ 0.00560	\$ 806.40
		Total for Band 2					\$ 110,402.60
		Band 3					
		Copier	Xerox	W7535P	20	\$ 4,940.00	\$ 98,800.00
		Scanning	Xerox	Included	20	\$ -	\$ -
		Network Printing	Xerox	Included	20	\$ -	\$ -
		Fax	Xerox		20	\$ 400.00	\$ 8,000.00
		Staple	Xerox		20	\$ 400.00	\$ 8,000.00
		Per Copy Maintenance Charge (Color)	Xerox		72,000	\$ 0.04960	\$ 3,283.20
		Per Copy Maintenance Charge (Monochrome)			144,000	\$ 0.00560	\$ 806.40
		Total for Band 3					\$ 118,889.60
		Band 4					
		Copier	Xerox	W7545P	20	\$ 5,310.00	\$ 106,200.00
		Scanning	Xerox	Included	20	\$ -	\$ -
		Network Printing	Xerox	Included	20	\$ -	\$ -
		Fax	Xerox		20	\$ 400.00	\$ 8,000.00
		Staple	Xerox		20	\$ 400.00	\$ 8,000.00
		Per Copy Maintenance Charge (Color)	Xerox		72,000	\$ 0.04960	\$ 3,211.20
		Per Copy Maintenance Charge (Monochrome)			144,000	\$ 0.00560	\$ 806.40
		Total for Band 4					\$ 126,217.60
		Total Purchase Price of Color Bands 1-4					\$ 378,692.40

Jacqueline White
12/30/12

Item No.	Description	Brand Name	Model No.	Est. Quantity	Unit Price Per Month	Total Price Per Month (Including Maintenance)
3	24 Month Lease					
	Band 1					
	Copier (including maintenance for 0 - 5000 copies)	Xerox	WC5550X	1	\$ 69.44	\$ 69.44
	Scanning	Xerox	Included	1	\$ -	\$ -
	Network Printing	Xerox	Included	1	\$ -	\$ -
	Fax	Xerox	Included	1	\$ -	\$ -
	Per Copy Maintenance Overage Charge (5001 and up)	Xerox		500	\$ 0.00990	\$ 4.95
	Total for Band 1					\$ 74.39
	Band 2					
	Copier (including maintenance for 0 - 15,000 copies)	Xerox	WC5325	5	\$ 118.51	\$ 592.55
	Scanning	Xerox		5	\$ 10.27	\$ 51.35
	Network Printing	Xerox		4	\$ 27.86	\$ 114.30
	Fax	Xerox		5	\$ 20.55	\$ 102.75
	Staple	Xerox		5	\$ 20.55	\$ 102.75
	Per Copy Maintenance Overage Charge (15,001 and up)	Xerox		500	\$ 0.00560	\$ 2.80
	Total for Band 2					\$ 966.50
	Band 3					
	Copier (including maintenance for 0 - 30,000 copies)	Xerox	WC5330	5	\$ 132.51	\$ 662.55
	Scanning	Xerox		5	\$ 10.27	\$ 51.35
	Network Printing	Xerox		5	\$ 22.86	\$ 114.30
	Fax	Xerox		5	\$ 20.55	\$ 102.75
	Staple	Xerox		5	\$ 20.55	\$ 102.75
	Per Copy Maintenance Overage Charge (30,001 and up)	Xerox		500	\$ 0.00560	\$ 2.80
	Total for Band 3					\$ 1,036.50

Jonathan White
11/30/12

3	24 Month Lease (cont.)	Monochrome						
		Band 4						
		Copier (including maintenance for 0 - 45,000 copies)	Xerox	WC5745APT	5	\$ 244.30	\$ 1,221.50	
		Scanning	Xerox	Included	5	\$ -	\$ -	
		Network Printing	Xerox	Included	5	\$ -	\$ -	
		Fax	Xerox		5	\$ 20.55	\$ 102.75	
		Staple	Xerox		5	\$ 20.55	\$ 102.75	
		Per Copy Maintenance Overage Charge (45,001 and up)	Xerox		500	\$ 0.00560	\$ 2.80	
		Total for Band 4					\$ 1,429.80	
		Band 5						
		Copier (including maintenance for 0 - 65,000 copies)	Xerox	WC5150T	5	\$ 186.00	\$ 930.00	
		Scanning	Xerox		5	\$ 10.27	\$ 51.35	
		Network Printing	Xerox		5	\$ 18.24	\$ 91.20	
		Fax	Xerox		5	\$ 15.41	\$ 77.05	
		Staple	Xerox		5	\$ 15.41	\$ 77.05	
		Per Copy Maintenance Overage Charge (65,001 and up)	Xerox		500	\$ 0.00510	\$ 2.55	
		Total for Band 5					\$ 1,229.20	
		Band 6						
		Copier (including maintenance for 0 - 80,000 copies)	Xerox	WC5765T	5	\$ 291.15	\$ 1,455.75	
		Scanning	Xerox		5	\$ 4.63	\$ 23.15	
		Network Printing	Xerox		5	\$ 20.76	\$ 103.80	
		Fax	Xerox		5	\$ 20.55	\$ 102.75	
		Staple	Xerox		5	\$ 20.55	\$ 102.75	
		Per Copy Maintenance Overage Charge (80,001 and up)	Xerox		500	\$ 0.00480	\$ 2.40	
		Total for Band 6					\$ 1,790.60	
		Band 7						
		Copier (including maintenance for 0 - 150,000 copies)	Xerox	WC5775T	5	\$ 319.67	\$ 1,598.35	
		Scanning	Xerox		5	\$ 4.11	\$ 20.55	
		Network Printing	Xerox		5	\$ 20.28	\$ 101.40	
		Fax	Xerox		5	\$ 20.55	\$ 102.75	
		Staple	Xerox		5	\$ 20.55	\$ 102.75	
		Per Copy Maintenance Overage Charge (150,001 and up)	Xerox		500	\$ 0.00460	\$ 2.30	
		Total for Band 7					\$ 1,928.10	
		Total Monthly Lease Price of Monochrome Bands 1 through 7 for 24 Month Lease						\$ 8,455.09

Jennifer White
11/30/12

Item No.	Order Type	Item Description	Brand Name	Model No.	Est. Quantity	Unit Price Per Month	Total Price Per Month (Including Maintenance)	
4	24 Month Lease	Color						
		Band 1						
		Copier	Xerox	W7120P	5	\$ 155.69	\$ 778.45	
		Scanning	Xerox	Included	5	\$ -	\$ -	
		Network Printing	Xerox	Included	5	\$ -	\$ -	
		Fax	Xerox		5	\$ 20.55	\$ 102.75	
		Per Copy Maintenance Charge (Color)	Xerox		2,000	\$ 0.04960	\$ 99.20	
		Per Copy Maintenance Charge (Monochrome)	Xerox		4,000	\$ 0.00560	\$ 22.40	
		Total for Band 1					\$ 1,002.80	
		Band 2						
		Copier	Xerox	W7125P	5	\$ 159.29	\$ 796.45	
		Scanning	Xerox	Included	5	\$ -	\$ -	
		Network Printing	Xerox	Included	5	\$ -	\$ -	
		Fax	Xerox		5	\$ 20.55	\$ 102.75	
		Staple	Xerox		5	\$ 20.55	\$ 102.75	
		Per Copy Maintenance Charge (Color)	Xerox		2,000	\$ 0.04960	\$ 99.20	
		Per Copy Maintenance Charge (Monochrome)	Xerox		4,000	\$ 0.00560	\$ 22.40	
		Total for Band 2					\$ 1,123.55	
		Band 3						
		Copier	Xerox	W7535P	5	\$ 227.12	\$ 1,135.60	
		Scanning	Xerox	Included	5	\$ -	\$ -	
		Network Printing	Xerox	Included	5	\$ -	\$ -	
		Fax	Xerox		5	\$ 20.55	\$ 102.75	
		Staple	Xerox		5	\$ 20.55	\$ 102.75	
		Per Copy Maintenance Charge (Color)	Xerox		2,000	\$ 0.04560	\$ 91.20	
		Per Copy Maintenance Charge (Monochrome)	Xerox		4,000	\$ 0.00560	\$ 22.40	
		Total for Band 3					\$ 1,454.70	
		Band 4						
		Copier	Xerox	W7545P	5	\$ 243.56	\$ 1,217.80	
		Scanning	Xerox	Included	5	\$ -	\$ -	
		Network Printing	Xerox	Included	5	\$ -	\$ -	
		Fax	Xerox		5	\$ 20.55	\$ 102.75	
		Staple	Xerox		5	\$ 20.55	\$ 102.75	
		Per Copy Maintenance Charge (Color)	Xerox		2,000	\$ 0.04460	\$ 89.20	
		Per Copy Maintenance Charge (Monochrome)	Xerox		4,000	\$ 0.00560	\$ 22.40	
		Total for Band 4					\$ 1,534.90	
		Total Monthly Lease Price of Color Bands 1 through 4 for 24 Month Lease						\$ 5,115.95

Jonathan White
11/30/12

Item No.	Description	Brand Name	Model No.	Est. Quantity	Unit Price Per Month	Total Price Per Month (Including Maintenance)
5	36 Month Lease	Monochrome				
	Band 1					
	Copier (including maintenance for 0 - 5,000 copies)	Xerox	WC3550X	30	\$ 55.35	\$ 1,660.50
	Scanning	Xerox	Included	30	\$ -	\$ -
	Network Printing	Xerox	Included	30	\$ -	\$ -
	Fax	Xerox	Included	30	\$ -	\$ -
	Per Copy Maintenance Overage Charge (5,001 and up)	Xerox		500	\$ 0.00990	\$ 4.95
	Total for Band 1					\$ 1,665.45
	Band 2					
	Copier (including maintenance for 0 - 15,000 copies)	Xerox	WC5325	5	\$ 90.16	\$ 450.80
	Scanning	Xerox		5	\$ 7.16	\$ 35.80
	Network Printing	Xerox		5	\$ 15.93	\$ 79.65
	Fax	Xerox		5	\$ 14.32	\$ 71.60
	Staple	Xerox		5	\$ 14.32	\$ 71.60
	Per Copy Maintenance Overage Charge (15,001 and up)	Xerox		500	\$ 0.00560	\$ 2.80
	Total for Band 2					\$ 712.25
	Band 3					
	Copier (including maintenance for 0 - 30,000 copies)	Xerox	WC5230	250	\$ 104.16	\$ 26,040.00
	Scanning	Xerox		250	\$ 7.16	\$ 1,790.00
	Network Printing	Xerox		250	\$ 15.93	\$ 3,982.50
	Fax	Xerox		250	\$ 14.32	\$ 3,580.00
	Staple	Xerox		250	\$ 14.32	\$ 3,580.00
	Per Copy Maintenance Overage Charge (30,001 and up)	Xerox		500	\$ 0.00560	\$ 2.80
	Total for Band 3					\$ 38,975.30
	Band 4					
	Copier (including maintenance for 0 - 45,000 copies)	Xerox	WC5745APT	105	\$ 183.30	\$ 19,246.50
	Scanning	Xerox	Included	105	\$ -	\$ -
	Network Printing	Xerox	Included	105	\$ -	\$ -
	Fax	Xerox		105	\$ 14.32	\$ 1,503.60
	Staple	Xerox		105	\$ 14.32	\$ 1,503.60
	Per Copy Maintenance Overage Charge (45,001 and up)	Xerox		500	\$ 0.00560	\$ 2.80
	Total for Band 4					\$ 22,256.50

Jonathan White
11/30/12

5	36 Month Lease (cont.)	Chrome						
		Band 5						
		Copier (including maintenance for 0 - 65,000 copies)	Xerox	WS150T	95	\$ 157.80	\$ 14,991.00	
		Scanning	Xerox		95	\$ 7.16	\$ 680.20	
		Network Printing	Xerox		95	\$ 12.71	\$ 1,207.45	
		Fax	Xerox		95	\$ 10.74	\$ 1,020.30	
		Staple	Xerox		95	\$ 10.74	\$ 1,020.30	
		Per Copy Maintenance Overage Charge (65,001 and up)	Xerox		500	\$ 0.00510	\$ 2.55	
		Total for Band 5					\$ 18,921.80	
		Band 6						
		Copier (including maintenance for 0 - 80,000 copies)	Xerox	WS76ST	70	\$ 233.20	\$ 16,324.00	
		Scanning	Xerox		70	\$ 3.23	\$ 226.10	
		Network Printing	Xerox		70	\$ 24.46	\$ 1,712.20	
		Fax	Xerox		70	\$ 14.32	\$ 1,002.40	
		Staple	Xerox		70	\$ 14.32	\$ 1,002.40	
		Per Copy Maintenance Overage Charge (80,001 and up)	Xerox		500	\$ 0.00480	\$ 2.40	
		Total for Band 6					\$ 19,569.50	
		Band 7						
		Copier (including maintenance for 0 - 150,000 copies)	Xerox	WS775T	35	\$ 261.56	\$ 9,154.60	
		Scanning	Xerox		35	\$ 2.87	\$ 100.45	
		Network Printing	Xerox		35	\$ 14.16	\$ 495.60	
		Fax	Xerox		35	\$ 14.32	\$ 501.20	
		Staple	Xerox		35	\$ 14.32	\$ 501.20	
		Per Copy Maintenance Overage Charge (150,001 and up)	Xerox		500	\$ 0.00460	\$ 2.30	
		Total for Band 7					\$ 10,755.35	
		Total Monthly Lease Price of Monochrome Bands 1 through 7 for 36 Month Lease					\$	112,856.15

Jonathan White
11/3/12

Item No.	Order Type	Item Description	Brand Name	Model No.	Est. Quantity	Unit Price Per Month	Total Price Per Month (Including Maintenance)	
6	36 Month Lease	Color						
		Band 1						
		Copier	Xerox	W7120P	5	\$ 108.49	\$ 542.45	
		Scanning	Xerox	Included	5	\$ -	\$ -	
		Network Printing	Xerox	Included	5	\$ -	\$ -	
		Fax	Xerox		5	\$ 14.32	\$ 71.60	
		Per Copy Maintenance Charge (Color)	Xerox		2,000	\$ 0.04960	\$ 99.20	
		Per Copy Maintenance Charge (Monochrome)	Xerox		4,000	\$ 0.00560	\$ 22.40	
		Total for Band 1					\$ 735.65	
		Band 2						
		Copier	Xerox	W7125P	10	\$ 111.00	\$ 1,110.00	
		Scanning	Xerox	Included	10	\$ -	\$ -	
		Network Printing	Xerox	Included	10	\$ -	\$ -	
		Fax	Xerox		10	\$ 14.32	\$ 143.20	
		Staple	Xerox		10	\$ 14.32	\$ 143.20	
		Per Copy Maintenance Charge (Color)	Xerox		2,000	\$ 0.04960	\$ 99.20	
		Per Copy Maintenance Charge (Monochrome)	Xerox		4,000	\$ 0.00560	\$ 22.40	
		Total for Band 2					\$ 1,518.00	
		Band 3						
		Copier	Xerox	W7535P	215	\$ 158.26	\$ 34,025.90	
		Scanning	Xerox	Included	215	\$ -	\$ -	
		Network Printing	Xerox	Included	215	\$ -	\$ -	
		Fax	Xerox		215	\$ 14.32	\$ 3,078.80	
		Staple	Xerox		215	\$ 14.32	\$ 3,078.80	
		Per Copy Maintenance Charge (Color)	Xerox		2,000	\$ 0.04560	\$ 91.20	
		Per Copy Maintenance Charge (Monochrome)	Xerox		4,000	\$ 0.00560	\$ 22.40	
		Total for Band 3					\$ 40,297.10	
		Band 4						
		Copier	Xerox	W7545P	140	\$ 169.73	\$ 23,762.20	
		Scanning	Xerox	Included	140	\$ -	\$ -	
		Network Printing	Xerox	Included	140	\$ -	\$ -	
		Fax	Xerox		140	\$ 14.32	\$ 2,004.80	
		Staple	Xerox		140	\$ 14.32	\$ 2,004.80	
		Per Copy Maintenance Charge (Color)	Xerox		2,000	\$ 0.04460	\$ 89.20	
		Per Copy Maintenance Charge (Monochrome)	Xerox		4,000	\$ 0.00560	\$ 22.40	
		Total for Band 4					\$ 27,883.40	
		Total Monthly Lease Price of Color Bands 1 through 4 for 36 Month Lease						\$ 70,434.15

Jonathan White
11/30/12

Item No.	Description	Brand Name	Model No.	Est. Quantity	Unit Price Per Month	Total Price Per Month (Including Maintenance)
7	48 Month Lease					
	Band 1					
	Copier (including maintenance for 0 - 5,000 copies)	Xerox	WC3550X	30	\$ 50.41	\$ 1,512.30
	Scanning	Xerox	Included	30	\$ -	\$ -
	Network Printing	Xerox	Included	30	\$ -	\$ -
	Fax	Xerox	Included	30	\$ -	\$ -
	Per Copy Maintenance Overage Charge (5,001 and up)	Xerox		500	\$ 0.00990	\$ 4.95
	Total for Band 1					\$ 1,517.25
	Band 2					
	Copier (including maintenance for 0 - 15,000 copies)	Xerox	WC5325	40	\$ 80.22	\$ 3,208.80
	Scanning	Xerox		40	\$ 6.07	\$ 242.80
	Network Printing	Xerox		40	\$ 13.50	\$ 540.00
	Fax	Xerox		40	\$ 12.14	\$ 485.60
	Staple	Xerox		40	\$ 12.14	\$ 485.60
	Per Copy Maintenance Overage Charge (15,001 and up)	Xerox		500	\$ 0.00560	\$ 2.80
	Total for Band 2					\$ 4,966.60
	Band 3					
	Copier (including maintenance for 0 - 30,000 copies)	Xerox	WC5430	110	\$ 94.22	\$ 10,364.20
	Scanning	Xerox		110	\$ 6.07	\$ 667.70
	Network Printing	Xerox		110	\$ 13.50	\$ 1,485.00
	Fax	Xerox		110	\$ 12.14	\$ 1,335.40
	Staple	Xerox		110	\$ 12.14	\$ 1,335.40
	Per Copy Maintenance Overage Charge (30,001 and up)	Xerox		500	\$ 0.00560	\$ 2.80
	Total for Band 3					\$ 15,190.50
	Band 4					
	Copier (including maintenance for 0 - 45,000 copies)	Xerox	WC574SAPT	50	\$ 165.00	\$ 8,250.00
	Scanning	Xerox	Included	50	\$ -	\$ -
	Network Printing	Xerox	Included	50	\$ -	\$ -
	Fax	Xerox		50	\$ 12.14	\$ 607.00
	Staple	Xerox		50	\$ 12.14	\$ 607.00
	Per Copy Maintenance Overage Charge (45,001 and up)	Xerox		500	\$ 0.00560	\$ 2.80
	Total for Band 4					\$ 9,466.80

*Jonathan White
11/3/02*

7	48 Month Lease (cont.)	Monochrome					
Band 5							
		Copier (including maintenance for 0 - 60,000 copies)	Xerox	WS1501	45	\$ 147.93	\$ 6,656.85
		Scanning	Xerox		45	\$ 6.07	\$ 273.15
		Network Printing	Xerox		45	\$ 10.76	\$ 484.20
		Fax	Xerox		45	\$ 9.11	\$ 409.95
		Staple	Xerox		45	\$ 9.11	\$ 409.95
		Per Copy Maintenance Overage Charge (40,001 and up)	Xerox		400	\$ 0.00510	\$ 2.55
		Total for Band 5					\$ 8,234.65
Band 6							
		Copier (including maintenance for 0 - 80,000 copies)	Xerox	WS765T	40	\$ 212.89	\$ 8,515.60
		Scanning	Xerox		40	\$ 2.74	\$ 109.60
		Network Printing	Xerox		40	\$ 12.25	\$ 490.00
		Fax	Xerox		40	\$ 12.14	\$ 485.60
		Staple	Xerox		40	\$ 12.14	\$ 485.60
		Per Copy Maintenance Overage Charge (80,001 and up)	Xerox		400	\$ 0.00480	\$ 2.40
		Total for Band 6					\$ 10,088.80
Band 7							
		Copier (including maintenance for 0 - 150,000 copies)	Xerox	WS775T	30	\$ 243.19	\$ 7,235.70
		Scanning	Xerox		30	\$ 2.43	\$ 72.90
		Network Printing	Xerox		30	\$ 11.99	\$ 359.70
		Fax	Xerox		30	\$ 12.14	\$ 364.20
		Staple	Xerox		30	\$ 12.14	\$ 364.20
		Per Copy Maintenance Overage Charge (150,001 and up)	Xerox		500	\$ 0.00460	\$ 2.30
		Total for Band 7					\$ 8,399.00
Total Monthly Lease Price of Monochrome Bands 1 through 7 for 48 Month Lease							\$ 57,864.60

Jonathan White
11/20/12

Item No.	Order Type	Item Description	Brand Name	Model No.	Est. Quantity	Unit Price Per Month	Total Price Per Month (Including Maintenance)	
8	48 Month Lease	Color						
		Band 1						
		Copier	Xerox	W7120P	5	\$ 91.95	\$ 459.75	
		Scanning	Xerox	Included	5	\$ -	\$ -	
		Network Printing	Xerox	Included	5	\$ -	\$ -	
		Fax	Xerox		5	\$ 12.14	\$ 60.70	
		Per Copy Maintenance Charge (Color)	Xerox		2,000	\$ 0.04960	\$ 99.20	
		Per Copy Maintenance Charge (Monochrome)	Xerox		4,000	\$ 0.00560	\$ 22.40	
		Total for Band 1					\$ 642.05	
		Band 2						
		Copier	Xerox	W7125P	5	\$ 94.08	\$ 470.40	
		Scanning	Xerox	Included	5	\$ -	\$ -	
		Network Printing	Xerox	Included	5	\$ -	\$ -	
		Fax	Xerox		5	\$ 12.14	\$ 60.70	
		Staple	Xerox		5	\$ 12.14	\$ 60.70	
		Per Copy Maintenance Charge (Color)	Xerox		2,000	\$ 0.04960	\$ 99.20	
		Per Copy Maintenance Charge (Monochrome)	Xerox		4,000	\$ 0.00560	\$ 22.40	
		Total for Band 2					\$ 713.40	
		Band 3						
		Copier	Xerox	W7535P	20	\$ 134.18	\$ 2,683.60	
		Scanning	Xerox	Included	20	\$ -	\$ -	
		Network Printing	Xerox	Included	20	\$ -	\$ -	
		Fax	Xerox		20	\$ 12.14	\$ 242.80	
		Staple	Xerox		20	\$ 12.14	\$ 242.80	
		Per Copy Maintenance Charge (Color)	Xerox		2,000	\$ 0.04960	\$ 99.20	
		Per Copy Maintenance Charge (Monochrome)	Xerox		4,000	\$ 0.00560	\$ 22.40	
		Total for Band 3					\$ 3,281.80	
		Band 4						
		Copier	Xerox	W7545P	50	\$ 143.84	\$ 7,192.00	
		Scanning	Xerox	Included	50	\$ -	\$ -	
		Network Printing	Xerox	Included	50	\$ -	\$ -	
		Fax	Xerox		50	\$ 12.14	\$ 607.00	
		Staple	Xerox		50	\$ 12.14	\$ 607.00	
		Per Copy Maintenance Charge (Color)	Xerox		2,000	\$ 0.04460	\$ 89.20	
		Per Copy Maintenance Charge (Monochrome)	Xerox		4,000	\$ 0.00560	\$ 22.40	
		Total for Band 4					\$ 8,517.60	
		Total Monthly Lease Price of Color Bands 1 through 4 for 48 Month Lease						\$ 13,154.85

Jonathan White
11/30/12

Total Price for All Items		
Item 1	Total Purchasing Price of Monochrome Bands 1 through 7	\$ 1,204,766.60
Item 2	Total Purchasing Price of Color Bands 1-4	\$ 378,092.40
Item 3	Total Monthly Lease Price of Monochrome Bands 1 through 7 for 24 Month Lease	\$ 8,455.09
Item 4	Total Monthly Lease Price of Color Bands 1 through 4 for 24 Month Lease	\$ 5,115.95
Item 5	Total Monthly Lease Price of Monochrome Bands 1 through 7 for 36 Month Lease	\$ 112,856.15
Item 6	Total Monthly Lease Price of Color Bands 1 through 4 for 36 Month Lease	\$ 70,434.15
Item 7	Total Monthly Lease Price of Monochrome Bands 1 through 7 for 48 Month Lease	\$ 57,864.60
Item 8	Total Monthly Lease Price of Color Bands 1 through 4 for 48 Month Lease	\$ 13,154.85
Total Price for All Items		\$ 1,851,339.79

Vendor Information:

Vendor Name: Xerox Corporation

Contact Name: Jonathan White

Address: 1626 W. Alpe Vera Dr.

Phoenix, AZ 85085

Phone No.: 623.215.7093

Fax No.: _____

Authorized Signature: Jonathan White

DIGCOP12 - Pricing Pages - Amended And Restated

n No.	Order Type	Item Description	Brand Name of Item Bid	Model No. of Item Bid	Est. Quantity	Unit Price	Total Price
1	Purchase	Monochrome					
		Band 1					
		Copier	Xerox	WC3550X	85	\$ 700.00	\$ 59,500.00
		Scanning	Xerox	Included	85	\$ -	\$ -
		Network Printing	Xerox	Included	85	\$ -	\$ -
		Fax	Xerox	Included	85	\$ -	\$ -
		Monthly Maintenance Charge Per Copier (0-5,000 copies)	Xerox		3,060	\$ 23.00	\$ 70,380.00
		Per Copy Maintenance Overage Charge (5,001 and up)	Xerox		18,000	\$ 0.00990	\$ 178.20
		Total for Band 1					\$ 130,058.20
		Band 2					
		Copier	Xerox	WC5325	80	\$ 2,113.00	\$ 169,040.00
		Scanning	Xerox		80	\$ 200.00	\$ 16,000.00
		Network Printing	Xerox		80	\$ 402.00	\$ 32,160.00
		Fax	Xerox		80	\$ 400.00	\$ 32,000.00
		Staple	Xerox		2,880	\$ 25.00	\$ 72,000.00
		Monthly Maintenance Charge Per Copier (0-15,000 copies)	Xerox		18,000	\$ 0.00560	\$ 100.80
		Per Copy Maintenance Overage Charge (15,001 and up)					\$ 353,300.80
		Total for Band 2					
		Band 3					
		Copier	Xerox	WC5330	50	\$ 2,113.00	\$ 105,650.00
		Scanning	Xerox		50	\$ 200.00	\$ 10,000.00
		Network Printing	Xerox		50	\$ 402.00	\$ 20,100.00
		Fax	Xerox		50	\$ 400.00	\$ 20,000.00
		Staple	Xerox		1,800	\$ 39.00	\$ 70,200.00
		Monthly Maintenance Charge Per Copier (0-30,000 copies)	Xerox		18,000	\$ 0.00560	\$ 100.80
		Per Copy Maintenance Overage Charge (30,001 and up)					\$ 246,050.80
		Total for Band 3					
		Band 4					
		Copier	Xerox	WC5745APT	30	\$ 4,054.00	\$ 121,620.00
		Scanning	Xerox	Included	30	\$ -	\$ -
		Network Printing	Xerox	Included	30	\$ -	\$ -
		Fax	Xerox		30	\$ 400.00	\$ 12,000.00
		Staple	Xerox		30	\$ 400.00	\$ 12,000.00
		Monthly Maintenance Charge Per Copier (0-45,000 copies)	Xerox		1,080	\$ 53.00	\$ 57,240.00
		Per Copy Maintenance Overage Charge (45,001 and up)			18,000	\$ 0.00560	\$ 100.80
		Total for Band 4					\$ 202,960.80

1	Purchase (cont.)	Monochrome						
		Band 5						
		Copier	Xerox	W5150T	20	\$ 1,970.00	\$ 39,400.00	
		Scanning	Xerox		20	\$ 200.00	\$ 4,000.00	
		Network Printing	Xerox		20	\$ 395.00	\$ 7,900.00	
		Fax	Xerox		20	\$ 300.00	\$ 6,000.00	
		Staple	Xerox		20	\$ 300.00	\$ 6,000.00	
		Monthly Maintenance Charge Per Copier (0-65,000 copies)	Xerox		700	\$ 93.00	\$ 65,100.00	
		Per Copy Maintenance Overage Charge (65,001 and up)			18,000	\$ 0.00510	\$ 91.80	
		Total for Band 5					\$ 128,491.80	
		Band 6						
		Copier	Xerox	WC5765T	5	\$ 4,108.00	\$ 20,540.00	
		Scanning	Xerox		5	\$ 90.00	\$ 450.00	
		Network Printing	Xerox		5	\$ 519.00	\$ 2,595.00	
		Fax	Xerox		5	\$ 400.00	\$ 2,000.00	
		Staple	Xerox		5	\$ 400.00	\$ 2,000.00	
		Monthly Maintenance Charge Per Copier (0-80,000 copies)	Xerox		150	\$ 100.00	\$ 15,000.00	
		Per Copy Maintenance Overage Charge (80,001 and up)			18,000	\$ 0.00480	\$ 86.40	
		Total for Band 6					\$ 42,671.40	
		Band 7						
		Copier	Xerox	WC5775T	10	\$ 4,129.00	\$ 41,290.00	
		Scanning	Xerox		10	\$ 80.00	\$ 800.00	
		Network Printing	Xerox		10	\$ 498.00	\$ 4,980.00	
		Fax	Xerox		10	\$ 400.00	\$ 4,000.00	
		Staple	Xerox		10	\$ 400.00	\$ 4,000.00	
		Monthly Maintenance Charge Per Copier (0-150,000 copies)	Xerox		360	\$ 128.00	\$ 46,080.00	
		Per Copy Maintenance Overage Charge (150,001 and up)			18,000	\$ 0.00460	\$ 82.80	
		Total for Band 7					\$ 101,232.80	
		Total Purchase Price of Monochrome Bands 1 through 7						\$ 1,204,766.60

n No.	Order Type	Item Description	Brand Name	Model No.	Est. Quantity	Unit Price	Total Price	
2	Purchase	Color						
		Band 1						
		Copier	Xerox	W7120P	5	\$ 3,361.00	\$ 16,805.00	
		Scanning	Xerox	Included	5	\$ -	\$ -	
		Network Printing	Xerox	Included	5	\$ -	\$ -	
		Fax	Xerox		5	\$ 400.00	\$ 2,000.00	
		Per Copy Maintenance Charge (Color)	Xerox		72,000	\$ 0.04960	\$ 3,571.20	
		Per Copy Maintenance Charge (Monochrome)			144,000	\$ 0.00560	\$ 806.40	
		Total for Band 1					\$ 23,182.60	
		Band 2						
		Copier	Xerox	W7125P	25	\$ 3,441.00	\$ 86,025.00	
		Scanning	Xerox	Included	25	\$ -	\$ -	
		Network Printing	Xerox	Included	25	\$ -	\$ -	
		Fax	Xerox		25	\$ 400.00	\$ 10,000.00	
		Staple	Xerox		25	\$ 400.00	\$ 10,000.00	
		Per Copy Maintenance Charge (Color)	Xerox		72,000	\$ 0.04960	\$ 3,571.20	
		Per Copy Maintenance Charge (Monochrome)			144,000	\$ 0.00560	\$ 806.40	
		Total for Band 2					\$ 110,402.60	
		Band 3						
		Copier	Xerox	W7535P	20	\$ 4,940.00	\$ 98,800.00	
		Scanning	Xerox	Included	20	\$ -	\$ -	
		Network Printing	Xerox	Included	20	\$ -	\$ -	
		Fax	Xerox		20	\$ 400.00	\$ 8,000.00	
		Staple	Xerox		20	\$ 400.00	\$ 8,000.00	
		Per Copy Maintenance Charge (Color)	Xerox		72,000	\$ 0.04560	\$ 3,283.20	
		Per Copy Maintenance Charge (Monochrome)			144,000	\$ 0.00560	\$ 806.40	
		Total for Band 3					\$ 118,889.60	
		Band 4						
		Copier	Xerox	W7545P	20	\$ 5,310.00	\$ 106,200.00	
		Scanning	Xerox	Included	20	\$ -	\$ -	
		Network Printing	Xerox	Included	20	\$ -	\$ -	
		Fax	Xerox		20	\$ 400.00	\$ 8,000.00	
		Staple	Xerox		20	\$ 400.00	\$ 8,000.00	
		Per Copy Maintenance Charge (Color)	Xerox		72,000	\$ 0.04460	\$ 3,211.20	
		Per Copy Maintenance Charge (Monochrome)			144,000	\$ 0.00560	\$ 806.40	
		Total for Band 4					\$ 126,217.60	
		Total Purchase Price of Color Bands 1-4						\$ 378,692.40

n No.		Description	Brand Name	Model No.	Est. Quantity	Unit Price Per Month	Total Price Per Month (Including Maintenance)
3	24 Month Lease	Monochrome					
		Band 1					
		Copier (including maintenance for 0 - 5000 copies)	Xerox	WC3550X	1	\$ 69.44	\$ 69.44
		Scanning	Xerox	Included	1	\$ -	\$ -
		Network Printing	Xerox	Included	1	\$ -	\$ -
		Fax	Xerox	Included	1	\$ -	\$ -
		Per Copy Maintenance Overage Charge (5001 and up)	Xerox		500	\$ 0.00990	\$ 4.95
		Total for Band 1					\$ 74.39
		Band 2					
		Copier (including maintenance for 0 - 15,000 copies)	Xerox	WCS325	5	\$ 118.51	\$ 592.55
		Scanning	Xerox		5	\$ 10.27	\$ 51.35
		Network Printing	Xerox		5	\$ 22.86	\$ 114.30
		Fax	Xerox		5	\$ 20.55	\$ 102.75
		Staple	Xerox		5	\$ 20.55	\$ 102.75
		Per Copy Maintenance Overage Charge (15,001 and up)	Xerox		500	\$ 0.00560	\$ 2.80
		Total for Band 2					\$ 966.50
		Band 3					
		Copier (including maintenance for 0 - 30,000 copies)	Xerox	WCS330	5	\$ 132.51	\$ 662.55
		Scanning	Xerox		5	\$ 10.27	\$ 51.35
		Network Printing	Xerox		5	\$ 22.86	\$ 114.30
		Fax	Xerox		5	\$ 20.55	\$ 102.75
		Staple	Xerox		5	\$ 20.55	\$ 102.75
		Per Copy Maintenance Overage Charge (30,001 and up)	Xerox		500	\$ 0.00560	\$ 2.80
		Total for Band 3					\$ 1,036.50

Monochrome						
Band 4						
Copier (including maintenance for 0 - 45,000 copies)	Xerox	WC5745APT	5	\$ 244.30	\$	1,221.50
Scanning	Xerox	Included	5	\$ -	\$	-
Network Printing	Xerox	Included	5	\$ -	\$	-
Fax	Xerox		5	\$ 20.55	\$	102.75
Staple	Xerox		5	\$ 20.55	\$	102.75
Per Copy Maintenance Overage Charge (45,001 and up)	Xerox		500	\$ 0.00560	\$	2.80
Total for Band 4						\$ 1,429.80
Band 5						
Copier (including maintenance for 0 - 65,000 copies)	Xerox	WC5150T	5	\$ 186.00	\$	930.00
Scanning	Xerox		5	\$ 10.27	\$	51.35
Network Printing	Xerox		5	\$ 18.24	\$	91.20
Fax	Xerox		5	\$ 15.41	\$	77.05
Staple	Xerox		5	\$ 15.41	\$	77.05
Per Copy Maintenance Overage Charge (65,001 and up)	Xerox		500	\$ 0.00510	\$	2.55
Total for Band 5						\$ 1,229.20
Band 6						
Copier (including maintenance for 0 - 80,000 copies)	Xerox	WC5765T	5	\$ 291.15	\$	1,455.75
Scanning	Xerox		5	\$ 4.63	\$	23.15
Network Printing	Xerox		5	\$ 20.76	\$	103.80
Fax	Xerox		5	\$ 20.55	\$	102.75
Staple	Xerox		5	\$ 20.55	\$	102.75
Per Copy Maintenance Overage Charge (80,001 and up)	Xerox		500	\$ 0.00480	\$	2.40
Total for Band 6						\$ 1,790.60
Band 7						
Copier (including maintenance for 0 - 150,000 copies)	Xerox	WC5775T	5	\$ 319.67	\$	1,598.35
Scanning	Xerox		5	\$ 4.11	\$	20.55
Network Printing	Xerox		5	\$ 20.28	\$	101.40
Fax	Xerox		5	\$ 20.55	\$	102.75
Staple	Xerox		5	\$ 20.55	\$	102.75
Per Copy Maintenance Overage Charge (150,001 and up)	Xerox		500	\$ 0.00460	\$	2.30
Total for Band 7						\$ 1,928.10
Total Monthly Lease Price of Monochrome Bands 1 through 7 for 24 Month Lease						\$ 8,455.09

n No.	Order Type	Item Description	Brand Name	Model No.	Est. Quantity	Unit Price Per Month	Total Price Per Month (Including Maintenance)	
4	24 Month Lease	Color						
		Band 1						
		Copier	Xerox	W7120P	5	\$ 155.69	\$ 778.45	
		Scanning	Xerox	Included	5	\$ -	\$ -	
		Network Printing	Xerox	Included	5	\$ -	\$ -	
		Fax	Xerox		5	\$ 20.55	\$ 102.75	
		Per Copy Maintenance Charge (Color)	Xerox		2,000	\$ 0.04960	\$ 99.20	
		Per Copy Maintenance Charge (Monochrome)	Xerox		4,000	\$ 0.00560	\$ 22.40	
		Total for Band 1					\$ 1,002.80	
		Band 2						
		Copier	Xerox	W7125P	5	\$ 159.29	\$ 796.45	
		Scanning	Xerox	Included	5	\$ -	\$ -	
		Network Printing	Xerox	Included	5	\$ -	\$ -	
		Fax	Xerox		5	\$ 20.55	\$ 102.75	
		Staple	Xerox		5	\$ 20.55	\$ 102.75	
		Per Copy Maintenance Charge (Color)	Xerox		2,000	\$ 0.04960	\$ 99.20	
		Per Copy Maintenance Charge (Monochrome)	Xerox		4,000	\$ 0.00560	\$ 22.40	
		Total for Band 2					\$ 1,123.55	
		Band 3						
		Copier	Xerox	W7535P	5	\$ 227.12	\$ 1,135.60	
		Scanning	Xerox	Included	5	\$ -	\$ -	
		Network Printing	Xerox	Included	5	\$ -	\$ -	
		Fax	Xerox		5	\$ 20.55	\$ 102.75	
		Staple	Xerox		5	\$ 20.55	\$ 102.75	
		Per Copy Maintenance Charge (Color)	Xerox		2,000	\$ 0.04560	\$ 91.20	
		Per Copy Maintenance Charge (Monochrome)	Xerox		4,000	\$ 0.00560	\$ 22.40	
		Total for Band 3					\$ 1,454.70	
		Band 4						
		Copier	Xerox	W7545P	5	\$ 243.56	\$ 1,217.80	
		Scanning	Xerox	Included	5	\$ -	\$ -	
		Network Printing	Xerox	Included	5	\$ -	\$ -	
		Fax	Xerox		5	\$ 20.55	\$ 102.75	
		Staple	Xerox		5	\$ 20.55	\$ 102.75	
		Per Copy Maintenance Charge (Color)	Xerox		2,000	\$ 0.04460	\$ 89.20	
		Per Copy Maintenance Charge (Monochrome)	Xerox		4,000	\$ 0.00560	\$ 22.40	
		Total for Band 4					\$ 1,534.90	
		Total Monthly Lease Price of Color Bands 1 through 4 for 24 Month Lease						\$ 5,115.95

n No.		Description	Brand Name	Model No.	Est. Quantity	Unit Price Per Month	Total Price Per Month (Including Maintenance)
5	36 Month Lease	Monochrome					
		Band 1					
		Copier (including maintenance for 0 - 5,000 copies)	Xerox	WC3550X	30	\$ 55.35	\$ 1,660.50
		Scanning	Xerox	Included	30	\$ -	\$ -
		Network Printing	Xerox	Included	30	\$ -	\$ -
		Fax	Xerox	Included	30	\$ -	\$ -
		Per Copy Maintenance Overage Charge (5,001 and up)	Xerox		500	\$ 0.00990	\$ 4.95
		Total for Band 1					\$ 1,665.45
		Band 2					
		Copier (including maintenance for 0 - 15,000 copies)	Xerox	WC5325	5	\$ 90.16	\$ 450.80
		Scanning	Xerox		5	\$ 7.16	\$ 35.80
		Network Printing	Xerox		5	\$ 15.93	\$ 79.65
		Fax	Xerox		5	\$ 14.32	\$ 71.60
		Staple	Xerox		5	\$ 14.32	\$ 71.60
		Per Copy Maintenance Overage Charge (15,001 and up)	Xerox		500	\$ 0.00560	\$ 2.80
		Total for Band 2					\$ 712.25
		Band 3					
		Copier (including maintenance for 0 - 30,000 copies)	Xerox	WC5330	250	\$ 104.16	\$ 26,040.00
		Scanning	Xerox		250	\$ 7.16	\$ 1,790.00
		Network Printing	Xerox		250	\$ 15.93	\$ 3,982.50
		Fax	Xerox		250	\$ 14.32	\$ 3,580.00
		Staple	Xerox		250	\$ 14.32	\$ 3,580.00
		Per Copy Maintenance Overage Charge (30,001 and up)	Xerox		500	\$ 0.00560	\$ 2.80
		Total for Band 3					\$ 38,975.30
		Band 4					
		Copier (including maintenance for 0 - 45,000 copies)	Xerox	WC5745APT	105	\$ 183.30	\$ 19,246.50
		Scanning	Xerox	Included	105	\$ -	\$ -
		Network Printing	Xerox	Included	105	\$ -	\$ -
		Fax	Xerox		105	\$ 14.32	\$ 1,503.60
		Staple	Xerox		105	\$ 14.32	\$ 1,503.60
		Per Copy Maintenance Overage Charge (45,001 and up)	Xerox		500	\$ 0.00560	\$ 2.80
		Total for Band 4					\$ 22,256.50

5	36 Month Lease (cont.)	Monochrome						
		Band 5						
		Copier (including maintenance for 0 - 65,000 copies)	Xerox	W5150T	95	\$ 157.80	\$ 14,991.00	
		Scanning	Xerox		95	\$ 7.16	\$ 680.20	
		Network Printing	Xerox		95	\$ 12.71	\$ 1,207.45	
		Fax	Xerox		95	\$ 10.74	\$ 1,020.30	
		Staple	Xerox		95	\$ 10.74	\$ 1,020.30	
		Per Copy Maintenance Overage Charge (65,001 and up)	Xerox		500	\$ 0.00510	\$ 2.55	
		Total for Band 5					\$ 18,921.80	
		Band 6						
		Copier (including maintenance for 0 - 80,000 copies)	Xerox	W5765T	70	\$ 233.20	\$ 16,324.00	
		Scanning	Xerox		70	\$ 3.23	\$ 226.10	
		Network Printing	Xerox		70	\$ 14.46	\$ 1,012.20	
		Fax	Xerox		70	\$ 14.32	\$ 1,002.40	
		Staple	Xerox		70	\$ 14.32	\$ 1,002.40	
		Per Copy Maintenance Overage Charge (80,001 and up)	Xerox		500	\$ 0.00480	\$ 2.40	
		Total for Band 6					\$ 19,569.50	
		Band 7						
		Copier (including maintenance for 0 - 150,000 copies)	Xerox	W5775T	35	\$ 261.56	\$ 9,154.60	
		Scanning	Xerox		35	\$ 2.87	\$ 100.45	
		Network Printing	Xerox		35	\$ 14.16	\$ 495.60	
		Fax	Xerox		35	\$ 14.32	\$ 501.20	
		Staple	Xerox		35	\$ 14.32	\$ 501.20	
		Per Copy Maintenance Overage Charge (150,001 and up)	Xerox		500	\$ 0.00460	\$ 2.30	
		Total for Band 7					\$ 10,755.35	
		Total Monthly Lease Price of Monochrome Bands 1 through 7 for 36 Month Lease					\$	112,856.15

Item No.	Order Type	Item Description	Brand Name	Model No.	Est. Quantity	Unit Price Per Month	Total Price Per Month (Including Maintenance)	
6	36 Month Lease	Color						
		Band 1						
		Copier	Xerox	W7120P	5	\$ 108.49	\$ 542.45	
		Scanning	Xerox	Included	5	\$ -	\$ -	
		Network Printing	Xerox	Included	5	\$ -	\$ -	
		Fax	Xerox		5	\$ 14.32	\$ 71.60	
		Per Copy Maintenance Charge (Color)	Xerox		2,000	\$ 0.04960	\$ 99.20	
		Per Copy Maintenance Charge (Monochrome)	Xerox		4,000	\$ 0.00560	\$ 22.40	
		Total for Band 1					\$ 735.65	
		Band 2						
		Copier	Xerox	W7125P	10	\$ 111.00	\$ 1,110.00	
		Scanning	Xerox	Included	10	\$ -	\$ -	
		Network Printing	Xerox	Included	10	\$ -	\$ -	
		Fax	Xerox		10	\$ 14.32	\$ 143.20	
		Staple	Xerox		10	\$ 14.32	\$ 143.20	
		Per Copy Maintenance Charge (Color)	Xerox		2,000	\$ 0.04960	\$ 99.20	
		Per Copy Maintenance Charge (Monochrome)	Xerox		4,000	\$ 0.00560	\$ 22.40	
		Total for Band 2					\$ 1,518.00	
		Band 3						
		Copier	Xerox	W7535P	215	\$ 158.26	\$ 34,025.90	
		Scanning	Xerox	Included	215	\$ -	\$ -	
		Network Printing	Xerox	Included	215	\$ -	\$ -	
		Fax	Xerox		215	\$ 14.32	\$ 3,078.80	
		Staple	Xerox		215	\$ 14.32	\$ 3,078.80	
		Per Copy Maintenance Charge (Color)	Xerox		2,000	\$ 0.04560	\$ 91.20	
		Per Copy Maintenance Charge (Monochrome)	Xerox		4,000	\$ 0.00560	\$ 22.40	
		Total for Band 3					\$ 40,297.10	
		Band 4						
		Copier	Xerox	W7545P	140	\$ 169.73	\$ 23,762.20	
		Scanning	Xerox	Included	140	\$ -	\$ -	
		Network Printing	Xerox	Included	140	\$ -	\$ -	
		Fax	Xerox		140	\$ 14.32	\$ 2,004.80	
		Staple	Xerox		140	\$ 14.32	\$ 2,004.80	
		Per Copy Maintenance Charge (Color)	Xerox		2,000	\$ 0.04460	\$ 89.20	
		Per Copy Maintenance Charge (Monochrome)	Xerox		4,000	\$ 0.00560	\$ 22.40	
		Total for Band 4					\$ 27,883.40	
		Total Monthly Lease Price of Color Bands 1 through 4 for 36 Month Lease						\$ 70,434.15

n No.		Description	Brand Name	Model No.	Est. Quantity	Unit Price Per Month	Total Price Per Month (Including Maintenance)
7	48 Month Lease	Monochrome					
		Band 1					
		Copier (including maintenance for 0 - 5,000 copies)	Xerox	WC3550X	30	\$ 50.41	\$ 1,512.30
		Scanning	Xerox	Included	30	\$ -	\$ -
		Network Printing	Xerox	Included	30	\$ -	\$ -
		Fax	Xerox	Included	30	\$ -	\$ -
		Per Copy Maintenance Overage Charge (5,001 and up)	Xerox		500	\$ 0.00990	\$ 4.95
		Total for Band 1					\$ 1,517.25
		Band 2					
		Copier (including maintenance for 0 - 15,000 copies)	Xerox	WC5325	40	\$ 80.22	\$ 3,208.80
		Scanning	Xerox		40	\$ 6.07	\$ 242.80
		Network Printing	Xerox		40	\$ 13.50	\$ 540.00
		Fax	Xerox		40	\$ 12.14	\$ 485.60
		Staple	Xerox		40	\$ 12.14	\$ 485.60
		Per Copy Maintenance Overage Charge (15,001 and up)	Xerox		500	\$ 0.00560	\$ 2.80
		Total for Band 2					\$ 4,965.60
		Band 3					
		Copier (including maintenance for 0 - 30,000 copies)	Xerox	WC5330	110	\$ 94.22	\$ 10,364.20
		Scanning	Xerox		110	\$ 6.07	\$ 667.70
		Network Printing	Xerox		110	\$ 13.50	\$ 1,485.00
		Fax	Xerox		110	\$ 12.14	\$ 1,335.40
		Staple	Xerox		110	\$ 12.14	\$ 1,335.40
		Per Copy Maintenance Overage Charge (30,001 and up)	Xerox		500	\$ 0.00560	\$ 2.80
		Total for Band 3					\$ 15,190.50
		Band 4					
		Copier (including maintenance for 0 - 45,000 copies)	Xerox	WC5745APT	50	\$ 165.00	\$ 8,250.00
		Scanning	Xerox	Included	50	\$ -	\$ -
		Network Printing	Xerox	Included	50	\$ -	\$ -
		Fax	Xerox		50	\$ 12.14	\$ 607.00
		Staple	Xerox		50	\$ 12.14	\$ 607.00
		Per Copy Maintenance Overage Charge (45,001 and up)	Xerox		500	\$ 0.00560	\$ 2.80
		Total for Band 4					\$ 9,466.80

7	48 Month Lease (cont.)	Monochrome						
		Band 5						
		Copier (including maintenance for 0 - 60,000 copies)	Xerox	W5150T	45	\$ 147.93	\$ 6,656.85	
		Scanning	Xerox		45	\$ 6.07	\$ 273.15	
		Network Printing	Xerox		45	\$ 10.76	\$ 484.20	
		Fax	Xerox		45	\$ 9.11	\$ 409.95	
		Staple	Xerox		45	\$ 9.11	\$ 409.95	
		Per Copy Maintenance Overage Charge (60,001 and up)	Xerox		500	\$ 0.00510	\$ 2.55	
		Total for Band 5					\$ 8,236.65	
		Band 6						
		Copier (including maintenance for 0 - 80,000 copies)	Xerox	W5765T	40	\$ 212.89	\$ 8,515.60	
		Scanning	Xerox		40	\$ 2.74	\$ 109.60	
		Network Printing	Xerox		40	\$ 12.25	\$ 490.00	
		Fax	Xerox		40	\$ 12.14	\$ 485.60	
		Staple	Xerox		40	\$ 12.14	\$ 485.60	
		Per Copy Maintenance Overage Charge (80,001 and up)	Xerox		500	\$ 0.00480	\$ 2.40	
		Total for Band 6					\$ 10,088.80	
		Band 7						
		Copier (including maintenance for 0 - 150,000 copies)	Xerox	W5775T	30	\$ 241.19	\$ 7,235.70	
		Scanning	Xerox		30	\$ 2.43	\$ 72.90	
		Network Printing	Xerox		30	\$ 11.99	\$ 359.70	
		Fax	Xerox		30	\$ 12.14	\$ 364.20	
		Staple	Xerox		30	\$ 12.14	\$ 364.20	
		Per Copy Maintenance Overage Charge (150,001 and up)	Xerox		500	\$ 0.00460	\$ 2.30	
		Total for Band 7					\$ 8,399.00	
		Total Monthly Lease Price of Monochrome Bands 1 through 7 for 48 Month Lease					\$	57,864.60

n No.	Order Type	Item Description	Brand Name	Model No.	Est. Quantity	Unit Price Per Month	Total Price Per Month (Including Maintenance)	
8	48 Month Lease	Color						
		Band 1						
		Copier	Xerox	W7120P	5	\$ 91.95	\$ 459.75	
		Scanning	Xerox	Included	5	\$ -	\$ -	
		Network Printing	Xerox	Included	5	\$ -	\$ -	
		Fax	Xerox		5	\$ 12.14	\$ 60.70	
		Per Copy Maintenance Charge (Color)	Xerox		2,000	\$ 0.04960	\$ 99.20	
		Per Copy Maintenance Charge (Monochrome)	Xerox		4,000	\$ 0.00560	\$ 22.40	
		Total for Band 1					\$ 642.05	
		Band 2						
		Copier	Xerox	W7125P	5	\$ 94.08	\$ 470.40	
		Scanning	Xerox	Included	5	\$ -	\$ -	
		Network Printing	Xerox	Included	5	\$ -	\$ -	
		Fax	Xerox		5	\$ 12.14	\$ 60.70	
		Staple	Xerox		5	\$ 12.14	\$ 60.70	
		Per Copy Maintenance Charge (Color)	Xerox		2,000	\$ 0.04960	\$ 99.20	
		Per Copy Maintenance Charge (Monochrome)	Xerox		4,000	\$ 0.00560	\$ 22.40	
		Total for Band 2					\$ 713.40	
		Band 3						
		Copier	Xerox	W7535P	20	\$ 134.13	\$ 2,682.60	
		Scanning	Xerox	Included	20	\$ -	\$ -	
		Network Printing	Xerox	Included	20	\$ -	\$ -	
		Fax	Xerox		20	\$ 12.14	\$ 242.80	
		Staple	Xerox		20	\$ 12.14	\$ 242.80	
		Per Copy Maintenance Charge (Color)	Xerox		2,000	\$ 0.04560	\$ 91.20	
		Per Copy Maintenance Charge (Monochrome)	Xerox		4,000	\$ 0.00560	\$ 22.40	
		Total for Band 3					\$ 3,281.80	
		Band 4						
		Copier	Xerox	W7545P	50	\$ 143.84	\$ 7,192.00	
		Scanning	Xerox	Included	50	\$ -	\$ -	
		Network Printing	Xerox	Included	50	\$ -	\$ -	
		Fax	Xerox		50	\$ 12.14	\$ 607.00	
		Staple	Xerox		50	\$ 12.14	\$ 607.00	
		Per Copy Maintenance Charge (Color)	Xerox		2,000	\$ 0.04460	\$ 89.20	
		Per Copy Maintenance Charge (Monochrome)	Xerox		4,000	\$ 0.00560	\$ 22.40	
		Total for Band 4					\$ 8,517.60	
		Total Monthly Lease Price of Color Bands 1 through 4 for 48 Month Lease					\$	13,154.85

Total Price for All Items		
n 1	Total Purchasing Price of Monochrome Bands 1 through 7	\$ 1,204,766.60
n 2	Total Purchas Price of Color Bands 1-4	\$ 378,692.40
n 3	Total Monthly Lease Price of Monochrome Bands 1 through 7 for 24 Month Lease	\$ 8,455.09
n 4	Total Monthly Lease Price of Color Bands 1 through 4 for 24 Month Lease	\$ 5,115.95
n 5	Total Monthly Lease Price of Monochrome Bands 1 through 7 for 36 Month Lease	\$ 112,856.15
n 6	Total Monthly Lease Price of Color Bands 1 through 4 for 36 Month Lease	\$ 70,434.15
n 7	Total Monthly Lease Price of Monochrome Bands 1 through 7 for 48 Month Lease	\$ 57,864.60
n 8	Total Monthly Lease Price of Color Bands 1 through 4 for 48 Month Lease	\$ 13,154.85
Total Price for All Items		\$ 1,851,339.79

Vendor Information:

Vendor Name: _____

Contact Name: _____

Address: _____

Phone No.: _____

Fax No.: _____

Authorized Signature: _____