



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

Purchase Order

PURCHASE ORDER NO.
 DIGCOP04B

PAGE
 1

BLANKET RELEASE
 00

CORRECT PURCHASE ORDER NUMBER
 MUST APPEAR ON ALL PACKAGES,
 INVOICES, AND SHIPPING PAPERS.
 QUESTIONS CONCERNING THIS PUR-
 CHASE ORDER SHOULD BE DIRECTED
 TO THE BUYER AS NOTED BELOW.

CHANGE ORDER
 11

AGENCY COPY

**SEE REVERSE SIDE FOR
 TERMS AND CONDITIONS**

INVOICE TO

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

VENDOR

*709051952 304-342-4099
 LANIER WORLDWIDE INC
 1411 VIRGINIA STREET EAST

 CHARLESTON WV 25301

SHIP TO

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

DATE PRINTED	TERMS OF SALE	FEIN/SSN	FUND
08/18/2006	NET 30	592606737	
SHIP VIA	F.O.B	FREIGHT TERMS	ACCOUNT NUMBER
BEST WAY	DESTINATION	PREPAID	MUL-MUL

LINE	QUANTITY	UOP	VENDOR ITEM NO.	UNIT PRICE	AMOUNT
	DELIVERY DATE	CAT. NO.	ITEM NUMBER		
			CHANGE ORDER #11		
			1) TO RENEW THE ORIGINAL CONTRACT ACCORDING TO ALL TERMS, CONDITIONS, PRICES AND SPECIFICATIONS CONTAINED IN THE ORIGINAL CONTRACT INCLUDING ALL AUTHORIZED CHANGE ORDERS.		
			EFFECTIVE DATE OF RENEWAL: 08/15/2006 THROUGH 08/14/2007		
			RENEWALS REMAINING: 0		
			2) ON BAND 1 & 2 COLOR PRINTERS, THE LP222CN REPLACES THE LP122C. EFFECTIVE 8/08/06.		
			3) ON BAND 5 MONOCHROME COPIER, MODEL LD255 REPLACES MODEL LD151. EFFECTIVE 8/08/06.		
			4) ON BAND 6 MONOCHROME COPIER, MODEL LD265 REPLACES MODEL LD160. EFFECTIVE 8/08/06.		
			PREVIOUS PO TOTAL==> OPEN END		
			PO NET CHANGE (+)==>		

WV STATE PURCHASING DIVISION
 ADMINISTRATION UNIT
 CERTIFIED ENCUMBERED

AUG 22 2006

Beverly Toler

IF APPROVAL AS TO FORM IS REQUIRED BY ATTORNEY GENERAL, CHECK HERE *1578-18-06*

APPROVED FOR
 ONE FISCAL YEAR

Dwayne Wayfield

APPROVED AS TO FORM BY
 ASSISTANT ATTORNEY GENERAL

KRISTA FERRELL 304-558-2596

BY *[Signature]*
 PURCHASING DIVISION AUTHORIZED SIGNATURE

OPEN END
TOTAL

**GENERAL TERMS & CONDITIONS
PURCHASE ORDER/CONTRACT**

1. **ACCEPTANCE:** Seller shall be bound by this order and its terms and conditions upon receipt of acceptance of this order.
2. **APPLICABLE LAW:** The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern all rights and duties under the Contract, including without limitation the validity of this Purchase Order/Contract.
3. **NON-FUNDING:** All services performed or goods delivered under State Purchase Orders/Contracts are to be continued for the terms of the Purchase Order/Contract, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods, this Purchase Order/Contract becomes void and of no effect after June 30.
4. **COMPLIANCE:** Seller shall comply with all Federal, State and local laws, regulations and ordinances including, but not limited to, the prevailing wage rates of the WV Division of Labor.
5. **MODIFICATIONS:** This writing is the parties final expression of intent. No modification of this order shall be binding unless agreed to in writing by the Buyer.
6. **ASSIGNMENT:** Neither this Order nor any monies due, or to become due hereunder may be assigned by the Seller without the Buyer's consent.
7. **WARRANTY:** The Seller expressly warrants that the goods and/or services covered by this Order will: [a] conform to the specifications, drawings, samples or other description furnished or specified by the Buyer; [b] be merchantable and fit for the purpose intended; and/or [c] be free from defect in material and workmanship.
8. **CANCELLATION:** The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the Seller.
9. **SHIPPING, BILLING & PRICES:** Prices are those stated in this order. No price increase will be accepted without written authority from the Buyer. All goods or services shall be shipped on or before the date specified in this Order.
10. **LATE PAYMENTS:** Payments may only be made after the delivery of goods or services. Interest may be paid on late payments in accordance with the *West Virginia Code*.
11. **TAXES:** The State of West Virginia is exempt from Federal and State taxes and will not pay or reimburse such taxes.
12. **RENEWAL:** Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
13. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, this Contract is automatically null and void, and is terminated without further order.
14. **HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, and available online at the Purchasing Division's web site (<http://www.state.wv.us/admin/purchase/vrc/hipaa.htm>) is hereby made part of the agreement. Provided that, the Agency meets the definition of a Covered Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.



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**SEE REVERSE SIDE FOR
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ALL STATE AGENCIES
 AND POLITICAL SUBDIVISIONS
 VARIOUS LOCALES AS INDICATED
 BY ORDER

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*709051952 304-342-4099
 LANIER WORLDWIDE INC
 1411 VIRGINIA STREET EAST

 CHARLESTON WV 25301

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

DATE PRINTED		TERMS OF SALE		FEIN/SSN		FUND	
08/18/2006		NET 30		592606737			
SHIP VIA		F.O.B		FREIGHT TERMS		ACCOUNT NUMBER	
BEST WAY		DESTINATION		PREPAID		MUL-MUL	
LINE	QUANTITY	UOP	VENDOR ITEM NO.		UNIT PRICE	AMOUNT	
	DELIVERY DATE	CAT. NO.	ITEM NUMBER				
	5) ON BAND	7	MONOCHROME COPIER, MODEL LD275 REPLACES				
			MODEL LD175. EFFECTIVE 8/08/06.				
	*****NO ADDITIONAL CHANGES*****						

IF APPROVAL AS TO FORM IS REQUIRED BY ATTORNEY GENERAL, CHECK HERE

TOTAL

APPROVED AS TO FORM BY
 ASSISTANT ATTORNEY GENERAL

BY _____
 PURCHASING DIVISION AUTHORIZED SIGNATURE



A RICOH COMPANY

August 4th, 2006

Lanier Worldwide, Inc.

1411 Virginia St East
Charleston, WV USA 25301
Telephone 304-342-4099
Facsimile 304-342-4380
www.lanier.com

WV Purchasing Division
Attn: Betty Francisco
Capitol Building
2019 Washington St. E.
Charleston, WV 25305

Dear Mrs. Francisco:

Lanier Worldwide has announced a model change for copiers on the WV State Wide Digital Contract number DIGCOP04B. On band 1 & 2 color printers, the LP222cn replaces the LP122c.

This model is an upgrade to the original color printers and exceeds the specifications of the West Virginia State Wide Contract. Also, the payment for the LP222cn has decreased. We would like this change to become effective immediately.

If you have any questions, or if I can be of service, please contact me at the below number. Thank you for partnering with Lanier and assisting us with this change order.

Sincerely,

A handwritten signature in black ink that reads "Al Spaulding". The signature is written in a cursive, flowing style.

Al Spaulding
Major Account Manager
(304) 342 - 4099 ext 360

Cost Sheet
Color Printers
Band # 1

Brand Name Lanier
Model # LP222cn

Minimum Specifications

Mfg. Duty cycle 20,000 a month
Copy Speed 8ppm
600 X 600 dpi resolution
8mb
350 sheet paper capacity

Specifications of Machine Bid:

50,000
22 ppm
1200 X 1200 dpi
128mb
630

PRICING:

Purchase price \$1,000.00

Maintenance a month for purchased machine \$20.00

Warranty 90 Days (Duration) Maintenance for purchased machines shall be at no cost during the warranty period

Supplies - Vendors must list and price all needed consumable supplies for purchase during the life of the contract. All costs quoted shall be inclusive of any mailing or delivery costs.

Supply	Item #	Qty/PKG/Size	Cost / Each
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Accessories - Vendors may attach a list in the format indicated for any available accessories they wish to include in the contract.

Accessory	Model #	Purchase	Maintenance/ Month
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See Attached

Cost Sheet
Color Printers
Band # 2

Brand Name Lanier
Model # LP222cn

Minimum Specifications

Mfg. Duty cycle 20,000 a month
Copy Speed 8ppm
600 X 600 dpi resolution
8mb
350 sheet paper capacity

Specifications of Machine Bid:

50,000
22 ppm
1200 X 1200 dpi
128mb
630

PRICING:

Purchase price \$1,000.00

Maintenance a month for purchased machine \$20.00

Warranty 90 Days (Duration) Maintenance for purchased machines shall be at no cost during the warranty period

Supplies - Vendors must list and price all needed consumable supplies for purchase during the life of the contract. All costs quoted shall be inclusive of any mailing or delivery costs.

Supply	Item #	Qty/PKG/Size	Cost / Each
--------	--------	--------------	-------------

Accessories - Vendors may attach a list in the format indicated for any available accessories they wish to include in the contract.

Accessory	Model #	Purchase	Maintenance/ Month
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See Attached

**Lanier Worldwide Pricing Proposal
Prepared For
Color Laser Printer Purchase Pricing**

Model / Description	Lanier Product Number	List Purchase Price \$	Purchase Price \$	Service Annual Base Charge \$	Delivery / Freight Charge \$ (202-9808)
LPC222cn Color Laser Printer (22 PPM Color/22 PPM B&W)	479-1609	1,200.00	1,000.00	240.00	
AD440 Duplex Unit	481-0948	230.00	173.00	-	
Paper Feed Unit Type 3000 (530 Sheet)	481-0646	375.00	282.00	-	
10GB HDD Type 3000	481-0647	315.00	225.00	-	
128MB Printer Memory Expansion	481-0876	360.00	233.00	-	
256MB Printer Memory Expansion	481-0682	430.00	424.00	-	
User Account Enhance Unit - Type C	481-0877	175.00	132.00	-	
IEEE 1394 (Firewire) Interface Board Type A	481-0683	475.00	252.00	-	
IEEE 802.11b (Wireless LAN) Interface Type A	481-0907	375.00	263.00	-	
Bluetooth Board Type A	481-0789	360.00	225.00	-	
Network Data Protection Unit Type C	481-7011	95.00	76.00	-	
VM Card Type A	481-0908	100.00	80.00	-	
Network Print Connect Fee	990-8654	250.00	200.00	-	
Consumables Description / Yield @ 5% Coverage Letter					
Black Toner / 5,500 pages / Cassette	480-0331	57.00	27.00		
Cyan Toner / 5,500 pages / Cassette	480-0332	121.30	73.00		
Magenta Toner / 5,500 pages / Cassette	480-0333	121.30	73.00		
Yellow Toner / 5,500 pages / Cassette	480-0334	121.30	73.00		
PCU - Black Type 125 / 13,000 pages	480-0335	129.00	73.00		
PCU - Color Type 125 / 13,000 pages	480-0336	358.00	285.00		
Waste Toner Bottle / 44,000 developments	480-0337	30.00	16.00		
Fusing Unit Type 125 / 100,000 pages	480-0338	293.00	211.00		
Intermediate Transfer Unit Type 125 / 83,000 pages	480-0339	140.00	109.00		

Pricing does not include taxes.

Service Plans:

1. Include On-Site Emergency Maintenance and Parts (Feed Rollers & Transfer Belt).
2. Does not include any Consumables (Toners & Maintenance Kits).
3. See Lanier Master Agreement for specific service/maintenance terms and conditions.

Lease Plan:

1. Lease factors are subject to change with 30 days notice.
2. Lease payments will be higher in New Jersey, Illinois and Louisiana.
3. Lease includes service for the term (See note above for service plan).
4. See Lanier Master Agreement for specific lease terms and conditions.

August 4th, 2006

Lanier Worldwide, Inc.
1411 Virginia St East
Charleston, WV USA 25301
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WV Purchasing Division
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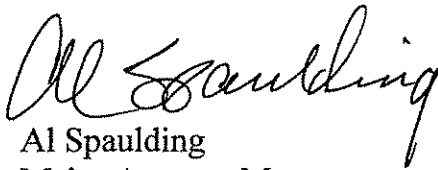
Dear Mrs. Francisco:

Lanier Worldwide has announced a model change for copiers on the WV State Wide Digital Contract number DIGCOP04B. On band 5/6/7 monochrome, the LD255/LD265/LD275 replaces the LD151/LD160/LD175.

This model is an upgrade to the original monochrome copiers and exceeds the specifications of the WV State Wide Contract. Also, the pricing will remain the same on all the machines. We would like this change to become effective immediately.

If you have any questions, or if I can be of service, please contact me at the below number. Thank you for partnering with Lanier and assisting us with this change order.

Sincerely,



Al Spaulding
Major Account Manager
(304) 342 - 4099 ext 360

Cost Sheet
Monochrome Copiers
Band # 5

Brand Name Lanier
Model # LD255

Minimum Specifications

Mfg. Duty cycle 65,000 a month
Copy Speed 50cpm
600 X 600 dpi resolution
1500 sheet paper capacity
3 paper sources
Auto Document Feeder
Auto Duplexing
Electronic Sorting

Specifications of Machine Bid:

175,000
55 CPM
1200 X 1200 dpi
4,300
4 sources plus the bypass
Standard
Standard
Standard
#990 8612 = Integration
#216 7113 = Copy Tray

PRICING:

Purchase price	\$7,337.00	
Amount to be deducted if ordering as a non-connected machine		\$1,384.00

Maintenance a month for purchased machine	\$130.00	
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24 Month Rental	\$427.00 a month	
(Amount to be deducted if ordering as a non connected machine)		\$56.00

36 Month Rental	\$340.00 a month	
(Amount to be deducted if ordering as a non connected machine)		\$40.00

48 Month Rental	\$327.00 a month	
(Amount to be deducted if ordering as a non connected machine)		\$36.00

Warranty 90 days from purchase (duration) REDUCTION to monthly maintenance and rental price during warranty: \$0.00

Monthly rental and monthly maintenance for purchased machines is inclusive of all supplies except paper for 32,500 copies a month

Per copy overage charge for copies in excess of 32,500 copies a month .0098 each

Accessories - Venders may attach a list in the format indicated for any available accessories they wish to include in the contract.

Lanier Worldwide Pricing Proposal
 Prepared For State of West Virginia
 Digital MFP Purchase / Rental Pricing

Band	Model / Description	Lanier Product Number	List Purchase Price \$	Purchase Price \$	Maintenance Plan			Rental Plans				
					Monthly Base Charge \$	Monthly Clicks Included	Overage Click Charge \$	24 Mos	36 Mos	48 Mos	Monthly Rental Base Charge \$	Monthly Clicks Included
5	Base Configuration LD255 S/P Digital Copy / Scan / Print Package Copy Exit Tray Type 1075 Network Integration Charge Total Connected Price	479-1668	21,400.00	7,067.00	130.00	32,500	0.0098	416.00	332.00	320.00	32,500	0.0098
		481-0528	145.00	70.00	-	-	-	3.00	2.00	2.00	32,500	-
		990-8612	250.00	200.00	-	-	-	9.00	6.00	5.00	32,500	-
				7,337.00				427.00	340.00	327.00		
6	LD255 Digital System (65 PPM) Copy Exit Tray Type 1075 Total Non-Connected Price	479-1665	17,895.00	5,883.00	130.00	32,500	0.0098	368.00	298.00	289.00	32,500	0.0098
		481-0528	145.00	70.00	-	-	-	3.00	2.00	2.00	32,500	-
				5,953.00				371.00	300.00	291.00		
				1,364.00				56.00	40.00	36.00		
	Optional Accessories											
	RT43 Large Capacity Tray (4,000 Sheet)	481-0527	2,095.00	752.00	-	-	-	30.00	21.00	20.00		
	Legal Paper (8 1/2" x 14") Option for LCT	481-0534	810.00	430.00	-	-	-	21.00	15.00	12.00		
	SR970 Finisher (3,000 Sheet, 50 Sheet Stapling)	216-1227	3,000.00	1,781.00	-	-	-	80.00	66.00	46.00		
	SR4000 Booklet Finisher (3,000 Sheet, 50 Sheet Stapling)	479-1679	5,200.00	2,756.00	-	-	-	129.00	91.00	72.00		
	CS391 9-Bin Mailbox for SR970 & SR4000	216-1229	2,000.00	1,060.00	-	-	-	50.00	35.00	28.00		
	ZF4000 Z-Folding Unit for SR970 & SR842	479-1714	7,000.00	3,710.00	29.00	-	-	202.00	161.00	125.00		
	2/3 Hole Punch Kit Type 3260 for SR970 & SR4000	216-7116	875.00	408.00	-	-	-	19.00	14.00	11.00		
	SR842 Finisher (3,000 Sheet, 100 Sheet Stapling)	479-1759	5,460.00	2,894.00	-	-	-	136.00	96.00	75.00		
	2/3 Hole Punch Kit Type 1075 for SR842	481-0529	875.00	464.00	-	-	-	22.00	16.00	12.00		
	Output Jigger Unit Type 3260 for SR970 & SR4000	216-7117	350.00	186.00	-	-	-	9.00	7.00	6.00		
	Cover Interposer Tray Type 3260 for SR970 & SR4000	216-7118	1,100.00	563.00	-	-	-	28.00	20.00	16.00		
	Tab Sheet Holder Type 3260	216-7112	45.00	24.00	-	-	-	2.00	1.00	1.00		
	11" x 17" Paper Tray Kit Type 1075 (1,000 Sheet)	481-0533	1,450.00	769.00	-	-	-	36.00	26.00	20.00		
	Data OverWrite Security Unit Type C	481-0868	400.00	212.00	-	-	-	10.00	7.00	6.00		
	Keycounter Bracket Type 1027	481-0478	95.00	51.00	-	-	-	3.00	2.00	2.00		
	Card Reader Bracket	481-0539	120.00	64.00	-	-	-	3.00	3.00	2.00		
	Copy Connector Kit Type MP7500	481-7023	1,420.00	753.00	-	-	-	36.00	25.00	20.00		
	Print/Scan Accessories											
	PostScript3 Option Type MP7500	481-7021	2,150.00	1,140.00	-	-	-	54.00	38.00	30.00		
	File Format Converter Type C	481-7053	600.00	318.00	-	-	-	15.00	11.00	9.00		
	USB 2.0 Host Type A	481-7057	150.00	88.00	-	-	-	6.00	3.00	3.00		
	IEEE 1394 (Firewire) Interface Board Type B	481-0883	475.00	252.00	-	-	-	12.00	9.00	7.00		
	IEEE 802.11b (Wireless LAN) Interface Kit Type H	481-0907	375.00	199.00	-	-	-	10.00	7.00	6.00		

Cost Sheet
Monochrome Copiers
Band # 6

Brand Name Lanier
Model # LD265

Minimum Specifications

Mfg. Duty cycle 80,000 a month
Copy Speed 60cpm
600 X 600 dpi resolution
1500 sheet paper capacity
3 paper sources
Auto Document Feeder
Auto Duplexing
Electronic Sorting

Specifications of Machine Bid:

250,000
65 CPM
1200 X 1200 dpi
4,300
4 sources plus the bypass
Standard
Standard
Standard
#990 8612 = Integration
#216 7113 = Copy Tray
256 mb memory

PRICING:

Purchase price	\$10,439.00	
Amount to be deducted if ordering as a non-connected machine		\$1,169.00
 Maintenance a month for purchased machine	 \$140.00	
 24 Month Rental	 \$558.00 a month	
(Amount to be deducted if ordering as a non connected machine)		\$47.00
 36 Month Rental	 \$435.00 a month	
(Amount to be deducted if ordering as a non connected machine)		\$33.00
 48 Month Rental	 \$418.00 a month	
(Amount to be deducted if ordering as a non connected machine)		\$31.00

Warranty 90 days from purchase (duration) REDUCTION to monthly maintenance and rental price during warranty: \$0.00

Monthly rental and monthly maintenance for purchased machines is inclusive of all supplies except paper for 40,000 copies a month

Per copy overage charge for copies in excess of 40,000 copies a month .00082 each

Accessories - Venders may attach a list in the format indicated for any available accessories they wish to include in the contract.

Lanier Worldwide Pricing Proposal
 Prepared For State of West Virginia
 Digital MFP Purchase / Rental Pricing

Band	Model / Description	Lanier Product Number	List Purchase Price \$	Purchase Price \$	Maintenance Plan			Rental Plans					
					Monthly Base Charge \$	Monthly Clicks Included	Overage Click Charge \$	Monthly Rental		Monthly Clicks Included	Overage Click Charge \$		
								24 Mos	36 Mos			48 Mos	
6	Base Configuration LD265 SIP Digital Copy / Scan / Print Package Copy Exit Tray Type 2075 Network Integration Charge Total Connected Price	479-1669	25,995.00	10,169.00	140.00	40,000	0.0082	546.00	427.00	411.00	40,000	0.0082	
		216-7113	145.00	70.00	-	-	-	3.00	2.00	2.00	-	-	-
		990-8612	250.00	200.00	-	-	-	9.00	6.00	5.00	-	-	-
6	LD265 Digital System (65 PPM) Copy Exit Tray Type 2075 Total Non-Connected Price Amount Deducted for Non-Connected Unit	479-1666	22,895.00	9,200.00	140.00	40,000	0.0082	508.00	400.00	385.00	40,000	0.0082	
		216-7113	145.00	70.00	-	-	-	3.00	2.00	2.00	-	-	-
				9,270.00				511.00	402.00	387.00			
				1,169.00				47.00	33.00	31.00			
	Optional Accessories												
	RT43 Large Capacity Tray (4,000 Sheet)	481-0527	2,095.00	752.00	-	-	-	30.00	21.00	20.00	-	-	
	Legal Paper (8 1/2" x 14") Option for LCT	481-0534	810.00	430.00	-	-	-	21.00	15.00	12.00	-	-	
	SR970 Finisher (3,000 Sheet, 50 Sheet Stapling)	216-1227	3,000.00	1,781.00	-	-	-	84.00	59.00	47.00	-	-	
	SR4000 Booklet Finisher (3,000 Sheet, 50 Sheet Stapling)	479-1679	5,200.00	2,756.00	-	-	-	129.00	91.00	72.00	-	-	
	CS391 9-Bin Mailbox for SR970 & SR4000	216-1229	2,000.00	1,060.00	-	-	-	50.00	35.00	28.00	-	-	
	ZF4000 Z-Folding Unit for SR970 & SR842	479-1714	7,000.00	3,710.00	29.00	-	-	202.00	151.00	125.00	-	-	
	2/3 Hole Punch Kit Type 3260 for SR970 & SR4000	216-7116	875.00	406.00	-	-	-	19.00	14.00	11.00	-	-	
	SR842 Finisher (3,000 Sheet, 100 Sheet Stapling)	479-1759	5,460.00	2,894.00	-	-	-	135.00	95.00	75.00	-	-	
	2/3 Hole Punch Kit Type 1075 for SR842	481-0529	875.00	464.00	-	-	-	22.00	16.00	12.00	-	-	
	Output Jogger Unit Type 3260 for SR970 & SR4000	216-7117	350.00	186.00	-	-	-	9.00	7.00	6.00	-	-	
	Cover Interposer Tray Type 3260 for SR970 & SR4000	216-7118	1,100.00	583.00	-	-	-	28.00	20.00	16.00	-	-	
	Tab Sheet Holder Type 3260	216-7112	45.00	24.00	-	-	-	2.00	1.00	1.00	-	-	
	11" x 17" Paper Tray Kit Type 1075 (1,000 Sheet)	481-0533	1,450.00	769.00	-	-	-	36.00	26.00	20.00	-	-	
	Data OverWrite Security Unit Type C	481-0868	400.00	212.00	-	-	-	10.00	7.00	6.00	-	-	
	Keycounter Bracket Type 1027	481-0478	95.00	51.00	-	-	-	3.00	2.00	2.00	-	-	
	Card Reader Bracket	481-0539	120.00	64.00	-	-	-	3.00	3.00	2.00	-	-	
	Copy Connector Kit Type MP7500	481-7023	1,420.00	753.00	-	-	-	36.00	25.00	20.00	-	-	
	Print/Scan Accessories												
	PostScript3 Option Type MP7500	481-7021	2,150.00	1,140.00	-	-	-	54.00	38.00	30.00	-	-	
	File Format Converter Type C	481-7053	600.00	318.00	-	-	-	15.00	11.00	9.00	-	-	
	USB 2.0 Host Type A	481-7057	150.00	88.00	-	-	-	5.00	3.00	3.00	-	-	
	IEEE 1394 (Firewire) Interface Board Type B	481-0863	475.00	252.00	-	-	-	12.00	9.00	7.00	-	-	
	IEEE 802.11b (Wireless LAN) Interface Kit Type H	481-0907	375.00	199.00	-	-	-	10.00	7.00	6.00	-	-	

**Cost Sheet
Monochrome Copiers
Band # 7**

Brand Name Lanier
Model # LD275

Minimum Specifications

Mfg. Duty cycle 150,000 a month
Copy Speed 70cpm
600 X 600 dpi resolution
1500 sheet paper capacity
3 paper sources
Auto Document Feeder
Auto Duplexing
Electronic Sorting

Specifications of Machine Bid:

300,000
75 CPM
1200 X 1200 dpi
8,300
5 sources plus the bypass
Standard
Standard
Standard
#990 8612 = Integration
#216 7113 = Copy Tray
256 mb memory
#481 0527 Large Capacity Tray

PRICING:

Purchase price	\$12,021.00	
Amount to be deducted if ordering as a non-connected machine		\$1,169.00

Maintenance a month for purchased machine	\$260.00
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24 Month Rental	\$740.00 a month	
(Amount to be deducted if ordering as a non connected machine)		\$47.00

36 Month Rental	\$599.00 a month	
(Amount to be deducted if ordering as a non connected machine)		\$33.00

48 Month Rental	\$580.00 a month	
(Amount to be deducted if ordering as a non connected machine)		\$31.00

Warranty 90 days from purchase (duration) REDUCTION to monthly maintenance and rental price during warranty: \$0.00

Monthly rental and monthly maintenance for purchased machines is inclusive of all supplies except paper for 75,000 copies a month

Per copy overage charge for copies in excess of 75,000 copies a month .0078 each

Accessories - Venders may attach a list in the format indicated for any available accessories they wish to include in the contract.

Lanier Worldwide Pricing Proposal
 Prepared For State of West Virginia
 Digital MFP Purchase / Rental Pricing

Band	Model / Description	Lanier Product Number	List Purchase Price \$	Purchase Price \$	Maintenance Plan			Rental Plans					
					Monthly Base Charge \$	Monthly Clicks Included	Overage Click Charge \$	24 Mos	36 Mos	48 Mos	Monthly Clicks Included	Overage Click Charge \$	
													Monthly Base Charge \$
7	Base Configuration LD275 SIP Digital Copy / Scan / Print Package RT43 Large Capacity Tray (4,000 Sheet) Copy Exit Tray Type 2075 Network Integration Charge Total Connected Price	479-1670	32,495.00	10,999.00	260.00	75,000	0.0078	698.00	570.00	553.00	75,000	0.0078	
		481-0527	2,095.00	752.00	-	-	-	30.00	21.00	20.00	-	-	-
		216-7113	145.00	70.00	-	-	-	3.00	2.00	2.00	-	-	-
		980-8612	250.00	200.00	-	-	-	9.00	6.00	5.00	-	-	-
			12,021.00				740.00	599.00	580.00				
7	LD275 Digital System (75 PPM) RT43 Large Capacity Tray (4,000 Sheet) Copy Exit Tray Type 2075 Total Non-Connected Price Amount Deducted for Non-Connected Unit	479-1667	28,995.00	10,030.00	260.00	75,000	0.0078	660.00	543.00	527.00	75,000	0.0078	
		481-0527	2,095.00	752.00	-	-	-	30.00	21.00	20.00	-	-	-
		216-7113	145.00	70.00	-	-	-	3.00	2.00	2.00	-	-	-
					10,852.00				683.00	566.00	549.00		
			1,169.00				47.00	33.00	31.00				
	Optional Accessories Legal Paper (8 1/2" x 14") Option for LCT SR970 Finisher (3,000 Sheet, 50 Sheet Stapling) SR4000 Booklet Finisher (3,000 Sheet, 50 Sheet Stapling) CS391 9-Bin Mailbox for SR970 & SR4000 ZF-4000 Z-Folding Unit for SR970 & SR842 2/3 Hole Punch Kit Type 3260 for SR970 & SR4000 SR842 Finisher (3,000 Sheet, 100 Sheet Stapling) 2/3 Hole Punch Kit Type 1075 for SR842 Output Jogger Unit Type 3260 for SR970 & SR4000 Cover Interposer Tray Type 3260 for SR970 & SR4000 Tab Sheet Holder Type 3260 11" x 17" Paper Tray Kit Type 1075 (1,000 Sheet) Data OverWrite Security Unit Type C Keycounter Bracket Type 1027 Card Reader Bracket Copy Connector Kit Type MP7500 Print/Scan Accessories PostScript3 Option Type MP7500 File Format Converter Type C USB 2.0 Host Type A IEEE 1394 (Firewire) Interface Board Type B IEEE 802.11b (Wireless LAN) Interface Kit Type H	481-0534	810.00	430.00	-	-	-	21.00	15.00	12.00	-	-	-
			1,781.00				84.00	59.00	47.00				
			5,200.00	2,756.00	-	-	129.00	91.00	72.00				
			2,000.00	1,060.00	-	-	50.00	35.00	28.00				
			7,000.00	3,710.00	29.00	-	202.00	151.00	125.00				
			875.00	408.00	-	-	19.00	14.00	11.00				
			5,460.00	2,894.00	-	-	135.00	95.00	75.00				
			875.00	464.00	-	-	22.00	16.00	12.00				
			350.00	186.00	-	-	9.00	7.00	5.00				
			1,100.00	583.00	-	-	28.00	20.00	16.00				
			45.00	24.00	-	-	2.00	1.00	1.00				
			1,450.00	769.00	-	-	36.00	26.00	20.00				
			400.00	212.00	-	-	10.00	7.00	6.00				
			95.00	51.00	-	-	3.00	2.00	2.00				
			120.00	64.00	-	-	3.00	3.00	2.00				
			1,420.00	753.00	-	-	36.00	25.00	20.00				
			2,150.00	1,140.00	-	-	54.00	38.00	30.00				
			600.00	318.00	-	-	15.00	11.00	9.00				
			150.00	86.00	-	-	5.00	3.00	3.00				
			475.00	252.00	-	-	12.00	9.00	7.00				
			375.00	199.00	-	-	10.00	7.00	6.00				



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

Purchase Order

PURCHASE ORDER NO.
 DIGCOP04B

PAGE

BLANKET RELEASE
 00

CORRECT PURCHASE ORDER NUMBER MUST APPEAR ON ALL PACKAGES, INVOICES, AND SHIPPING PAPERS. QUESTIONS CONCERNING THIS PURCHASE ORDER SHOULD BE DIRECTED TO THE BUYER AS NOTED BELOW.

CHANGE ORDER
 11

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

INVOICE TO

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

VENDOR

*709051952 304-342-4099
 LANIER WORLDWIDE INC
 1411 VIRGINIA STREET EAST
 CHARLESTON WV 25301

SHIP TO

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

DATE PRINTED		TERMS OF SALE		FEIN/SSN		FUND		
08/18/2006		NET 30		592606737				
SHIP VIA		F.O.B		FREIGHT TERMS		ACCOUNT NUMBER		
BEST WAY		DESTINATION		PREPAID		MUL-MUL		
LINE	QUANTITY	UOP	VENDOR ITEM NO.		UNIT PRICE		AMOUNT	
	DELIVERY DATE	CAT. NO.	ITEM NUMBER					
			RECEIPT TICKET FOR PURCHASE ORDER: DIGCOP04B					
			DESCRIPTION				QTY DATE	
0001		985-64	PER ATTACHED COST SHEETS					
			SIGNATURE _____		DATE _____			

IF APPROVAL AS TO FORM IS REQUIRED BY ATTORNEY GENERAL, CHECK HERE

TOTAL

APPROVED AS TO FORM BY
 ASSISTANT ATTORNEY GENERAL

BY _____
 PURCHASING DIVISION AUTHORIZED SIGNATURE