



Purchasing Division  
 2019 Washington Street East  
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 Charleston, WV 25305-0130

ADDRESS CORRESPONDENCE TO ATTENTION OF:  
 JO ANN ADKINS  
 804-558-8802

VENDOR

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WEST VIRGINIA BUSINESS PRODUCTS  
 4026 Fourth Avenue  
 Huntington, WV 25701

SHIP TO

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

| DATE PRINTED | TERMS OF SALE | SHIP VIA | FOB | FREIGHT TERMS |
|--------------|---------------|----------|-----|---------------|
| 11/12/2008   |               |          |     |               |

BID OPENING DATE:

11/18/2008

BID OPENING TIME 01:30PM

| LINE  | QUANTITY | UOP | CAT NO | ITEM NUMBER | UNIT PRICE | AMOUNT |
|---|----------|-----|--------|-------------|------------|--------|
| ***** ADDENDUM NO. 7 *****<br>1. BID OPENING DATE HAS BEEN MOVED TO 11/18/2008<br>2. CORRECTED COPIER ACCESSORY OPTION LISTING IS<br>AVAILABLE AT: WWW.STATE.WV.US/ADMIN/PURCHASE/NEWBUL.HTM<br>***** END OF ADDENDUM NO. 7 ***** |          |     |        |             |            |        |
| 0001  | 1        | LS  |        | 985-64      |            |        |
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|-----------|-----------|-----------------------------------|
| SIGNATURE | TELEPHONE | DATE                              |
| TITLE     | FEIN      | ADDRESS CHANGES TO BE NOTED ABOVE |

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

**COST QUOTE FORM  
MONOCHROME COPIERS  
BAND 1**

**WEST VIRGINIA BUSINESS PRODUCTS**

**BRAND NAME:** \_\_\_\_ CANON

**MODEL #** IR-1-23N

**MINIMUM SPECIFICATIONS:**

Mfg copy volume 5,000 month  
Copy speed 10 cpm  
Features:  
250 sheet paper capacity  
Bypass tray  
Auto document feeder

**SPECIFICATIONS OF MACHINE BID**

23 CPM  
DOCUMENT FEEDER (50 SHEETS)  
250 SHEET TRAY  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

(Include item/model #'s for any accessory included in the base machine if needed for ordering.)

**PRICING:**

Purchase price \$\_\_ 1,295.00  
(Amount to be deducted if ordering as a non-connected machine \$ 0

Maintenance/month for purchased machine \$ 18.75

24 month Rental \$\_\_ 84.98  
(Amount to be deducted if ordering as a non-connected machine \$ 0

36 month Rental \$\_\_ 64.03  
(Amount to be deducted if ordering as a non-connected machine \$ 0

48 month Rental \$\_\_ 57.51  
(Amount to be deducted if ordering as a non-connected machine \$ 0

Warranty \_ 90 DAYS

24 MONTH 2.34 36 MONTH 1.56 48 MONTH 1.17

Maintenance for purchased machines \$\_\_\_\_ 1.17

Monthly rental and monthly maintenance for purchased machines is inclusive of all supplies excepting paper for 2,500 copies/month.

Per copy overage charge for copies in excess of 2,500 copies/month \$\_\_\_\_ 0.0065

**COST QUOTE FORM  
MONOCHROME COPIERS  
BAND 2**

**WEST VIRGINIA BUSINESS PRODUCTS**

**BRAND NAME: \_\_\_\_\_ PANASONIC**

**MODEL# DP-2330**

**MINIMUM SPECIFICATIONS:**

Mfg copy volume 15,000 month  
Copy speed 20 cpm  
Features:  
500 sheet paper capacity  
2 paper sources  
Auto document feeder  
Electronic sorting or finisher/sorter

**SPECIFICATIONS OF MACHINE BID**

23 CPM  
\_\_\_\_\_  
2 EACH 550 SHEET TRAYS  
\_\_\_\_\_  
DOCUMENT FEEDER (50 SHEETS)  
\_\_\_\_\_  
FINISHER/STAPLER (30 SHEETS)  
\_\_\_\_\_  
NETWORK PRINTING  
\_\_\_\_\_  
\_\_\_\_\_

(Include item/model #'s for any accessory included in the base machine if needed for ordering.)

**PRICING:**

Purchase price \$\_\_\_\_ 3,890.00  
(Amount to be deducted if ordering as a non-connected machine \$\_\_\_\_\_ 0

Maintenance/month for purchased machine \$\_\_\_\_\_ 56.25

24 month Rental \$\_\_\_\_ 255.19  
(Amount to be deducted if ordering as a non-connected machine \$\_\_\_\_\_ 0

36 month Rental \$\_\_\_\_ 190.46  
(Amount to be deducted if ordering as a non-connected machine \$\_\_\_\_\_ 0

48 month Rental \$\_\_\_\_ 170.66  
(Amount to be deducted if ordering as a non-connected machine \$\_\_\_\_\_ 0

Warranty \_ 120 DAYS

24 month \$\_\_\_\_\_ /mn    36 month \$\_\_\_\_\_ / mn    48 month \$\_\_\_\_\_ / mn  
                              \$9.38                                 \$6.25                                 \$4.69  
Maintenance for purchased machines \$\_\_\_\_\_ \$4.69

Monthly rental and monthly maintenance for purchased machines is inclusive of all supplies excepting paper for 7,500 copies/month.

Per copy overage charge for copies in excess of 7,500 copies/month \$\_\_\_\_\_ 0.0065

**COST QUOTE FORM  
MONOCHROME COPIERS  
BAND 3**

**WEST VIRGINIA BUSINESS PRODUCTS**

**BRAND NAME:** \_\_\_ PANASONIC

**MODEL#** DP-3030

**MINIMUM SPECIFICATIONS:**

Mfg copy volume 30,000 month

Copy speed 30 cpm

Features:

1,000 sheet paper capacity

2 paper sources

Auto duplexing

Auto document feeder

Electronic sorting or finisher/sorter

**SPECIFICATIONS OF MACHINE BID**

30 CPM

2 EACH 550 SHEET TRAYS

DOCUMENT FEEDER (50 SHEETS)

FINISHER/STAPLER (30 SHEETS)

NETWORK PRINTING

(Include item/model #'s for any accessory included in the base machine if needed for ordering.)

**PRICING:**

Purchase price \$\_\_\_ 4,364.00

(Amount to be deducted if ordering as a non-connected machine \$\_\_\_\_\_ \$0

Maintenance/month for purchased machine \$ \$112.50

24 month Rental \$\_\_\_ 278.27

(Amount to be deducted if ordering as a non-connected machine \$\_\_\_\_\_ \$0

36 month Rental \$\_\_\_ 227.46

(Amount to be deducted if ordering as a non-connected machine \$\_\_\_\_\_ \$0

48 month Rental \$\_\_\_ 217.92

(Amount to be deducted if ordering as a non-connected machine \$\_\_\_\_\_ \$0

Warranty \_ 120 DAYS

24 month \$ \$4.69 36 MONTH \$3.13 48 MONTH \$2.34

Maintenance for purchased machines \$\_\_\_\_\_ 2.34

Monthly rental and monthly maintenance for purchased machines is inclusive of all supplies excepting paper for 15,000 copies/month.

Per copy overage charge for copies in excess of 15,000 copies/month \$\_\_\_ 0.0065

**COST QUOTE FORM  
MONOCHROME COPIERS  
BAND 4**

**WEST VIRGINIA BUSINESS PRODUCTS**

**BRAND NAME:** \_\_\_\_\_ PANASONIC

**MODEL #** DP-8045

**MINIMUM SPECIFICATIONS:**

Mfg copy volume 45,000 month

Copy speed 40 cpm

Features:

1,500 sheet paper capacity

3 paper sources

Auto duplexing

Auto document feeder

Electronic sorting or finisher/sorter (indicate sheets)

**SPECIFICATIONS OF MACHINE BID**

45 CPM

1EACH 1,500 SHEET PAPER TRAY

2EACH 550 SHEET PAPER TRAYS

DOCUMENT FEEDER (85 SHEETS)

FINISHER/STAPLER (50 SHEETS)

NETWORK PRINTING

NETWORK SCANNING

(Include item/model #'s for any accessory included in the base machine if needed for ordering.)

**PRICING:**

Purchase price \$\_\_\_ 7,093.00  
(Amount to be deducted if ordering as a non-connected machine \$\_ \$0

Maintenance/month for purchased machine \$ \$146.25

24 month Rental \$\_\_\_ 516.37  
(Amount to be deducted if ordering as a non-connected machine \$\_ \$0

36 month Rental \$\_\_\_ 401.64  
(Amount to be deducted if ordering as a non-connected machine \$\_ \$0

48 month Rental \$\_\_\_ 369.76  
(Amount to be deducted if ordering as a non-connected machine \$\_ \$0

Warranty \_ 120 DAYS

24 month \$ 6.09 36 MONTH \$4.06 48 MONTH \$3.05

Maintenance for purchased machines \$\_\_\_\_\_ \$3.05

Monthly rental and monthly maintenance for purchased machines is inclusive of all supplies excepting paper for 22,500 copies/month.

Per copy overage charge for copies in excess of 22,500 copies/mon 0.0065

**COST QUOTE FORM  
MONOCHROME COPIERS  
BAND 5**

**WEST VIRGINIA BUSINESS PRODUCTS**

**BRAND NAME:** \_\_\_\_ PANASONIC

**MODEL#** DP-8060

**MINIMUM SPECIFICATIONS:**

Mfg copy volume 65,000 month  
Copy speed 50 cpm  
Features:  
1,500 sheet paper capacity  
3 paper sources  
Auto duplexing  
Auto document feeder  
Electronic sorting or finisher/sorter (indicate sheets)

**SPECIFICATIONS OF MACHINE BID**

60 CPM  
\_\_\_\_\_  
1EACH 1500 SHEET PAPER DECK  
\_\_\_\_\_  
2EACH 550 SHEET TRAYS  
\_\_\_\_\_  
DOCUMENT FEEDER (85 SHEETS)  
\_\_\_\_\_  
FINISHER/STAPLER (50 SHEETS)  
\_\_\_\_\_  
NETWORK PRINTING  
\_\_\_\_\_  
NETWORK SCANNING  
\_\_\_\_\_

(Include item/model #'s for any accessory included in the base machine if needed for ordering.)

**PRICING:**

Purchase price \$\_\_\_\_ 8,524.00  
(Amount to be deducted if ordering as a non-connected machine \$ \_\_\_\_\_ \$0

Maintenance/month for purchased machine \$\_\_\_\_\_ \$211.25

24 month Rental \$\_\_\_\_ 662.03  
(Amount to be deducted if ordering as a non-connected machine \$ \_\_\_\_\_ \$0

36 month Rental \$\_\_\_\_ 519.35  
(Amount to be deducted if ordering as a non-connected machine \$ \_\_\_\_\_ \$0

48 month Rental \$\_\_\_\_ 483.4  
(Amount to be deducted if ordering as a non-connected machine \$ \_\_\_\_\_ \$0

Warranty \_ 120 DAYS

24 month \$ \$8.80 36 MONTH \$5.87 48 MONTH \$4.40

Maintenance for purchased machines \$\_\_\_\_\_ \$4.40

Monthly rental and monthly maintenance for purchased machines is inclusive of all supplies excepting paper for 32,500 copies/month.

Per copy overage charge for copies in excess of 32,500 copies/month \$\_\_\_\_\_ 0.0065

**COST QUOTE FORM  
MONOCHROME COPIERS  
BAND 6**

**WEST VIRGINIA BUSINESS PRODUCTS**

**BRAND NAME:** \_\_\_ PANASONIC

**MODEL #** DP-8060

**MINIMUM SPECIFICATIONS:**

Mfg copy volume 80,000 month  
Copy speed 60 cpm  
Features:  
1,500 sheet paper capacity  
4 paper sources  
Auto duplexing  
Auto document feeder  
Electronic sorting or finisher/sorter (indicate sheets)

**SPECIFICATIONS OF MACHINE BID**

60 CPM  
1EACH 1500 SHEET PAPER DECK  
3EACH 550 SHEET PAPER TRAYS  
DOCUMENT FEEDER (85 SHEETS)  
FINISHER/STAPLER (50 SHEETS)  
NETWORK PRINTING  
NETWORK SCANNING

(Include item/model #'s for any accessory included in the base machine if needed for ordering.)

**PRICING:**

Purchase price \$ \_\_\_\_\_ 8,674.00  
(Amount to be deducted if ordering as a non-connected machine \$ \_\_\_\_\_ 0

Maintenance/month for purchased machine \$ \_\_\_\_\_ \$260.00

24 month Rental \$ \_\_\_\_\_ 719.01  
(Amount to be deducted if ordering as a non-connected machine \$ \_\_\_\_\_ 0

36 month Rental \$ \_\_\_\_\_ 575.86  
(Amount to be deducted if ordering as a non-connected machine \$ \_\_\_\_\_ 0

48 month Rental \$ \_\_\_\_\_ 550.3  
(Amount to be deducted if ordering as a non-connected machine \$ \_\_\_\_\_ 0

Warranty \_ 120 DAYS

24 month \$ \$10.83      36 MONTH \$7.22      48 MONTH \$5.42

Maintenance for purchased machines \$ \_\_\_\_\_ 5.42

Monthly rental and monthly maintenance for purchased machines is inclusive of all supplies excepting paper for 40,000 copies/month.

Per copy overage charge for copies in excess of 40,000 copies/month \$\_ 0.0065

**COST QUOTE FORM  
MONOCHROME COPIERS  
BAND 7**

**WEST VIRGINIA BUSINESS PRODUCTS**

**BRAND NAME:** \_\_\_\_\_ PANASONIC

**MODEL #** DP-7240

**MINIMUM SPECIFICATIONS:**

Mfg copy volume 150,000 month  
Copy speed 70 cpm  
Features:  
1,500 sheet paper capacity  
4 paper sources  
Auto duplexing  
Auto document feeder  
Electronic sorting or finisher/sorter (indicate sheets)

**SPECIFICATIONS OF MACHINE BID**

72 CPM  
\_\_\_\_\_  
4 EACH 550 SHEET TRAYS  
\_\_\_\_\_  
DOCUMENT FEEDER (100 SHEETS)  
\_\_\_\_\_  
FINISHER/STAPLER (50 SHEETS)  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

(Include item/model #'s for any accessory included in the base machine if needed for ordering.)

**PRICING:**

Purchase price \$\_\_\_ 17,522.00  
(Amount to be deducted if ordering as a non-connected machine \$\_\_\_\_\_ 0

Maintenance/month for purchased machine \$ 487.00 MONTH

24 month Rental \$\_\_\_ 1,422.53  
(Amount to be deducted if ordering as a non-connected machine \$\_\_\_\_\_ 0

36 month Rental \$\_\_\_ 1,128.74  
(Amount to be deducted if ordering as a non-connected machine \$\_\_\_\_\_ 0

48 month Rental \$\_\_\_ 1,059.26  
(Amount to be deducted if ordering as a non-connected machine \$\_\_\_\_\_ 0

Warranty \_ 120 DAYS

24 month \$ \$20.29                      36 MONTH \$13.53    48 MONTH \$10.15

Maintenance for purchased machines \$\_\_\_\_\_ 10.15

Monthly rental and monthly maintenance for purchased machines is inclusive of all supplies excepting paper for 75,000 copies/month.

Per copy overage charge for copies in excess of 75,000 copies/month \$\_\_\_\_\_ 0.0065



**COST QUOTE FORM  
COLOR COPIERS  
BAND 1**

**NOT BIDDING ON BAND 1 COLOR**

**WEST VIRGINIA BUSINESS PRODUCTS**

MODEL #: \_\_\_\_\_

**MINIMUM SPECIFICATIONS:**

Mfg copy volume 10,000 month  
Copy speed 30ppm  
Features:  
250 sheet paper capacity  
Bypass tray  
Auto document feeder

**SPECIFICATIONS OF MACHINE BID**

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

(Include item/model #'s for any accessory included in the base machine if needed for ordering.)

**PRICING:**

Purchase price \$ \_\_\_\_\_  
(Amount to be deducted if ordering as a non-connected machine \$ \_\_\_\_\_)

Maintenance/month for purchased machine \$ \_\_\_\_\_

24 month Rental \$ \_\_\_\_\_ / month  
(Amount to be deducted if ordering as a non-connected machine \$ \_\_\_\_\_)

36 month Rental \$ \_\_\_\_\_ / month  
(Amount to be deducted if ordering as a non-connected machine \$ \_\_\_\_\_)

48 month Rental \$ \_\_\_\_\_ / month  
(Amount to be deducted if ordering as a non-connected machine \$ \_\_\_\_\_)

Warranty \_\_\_\_\_ (duration) Reduction to monthly retail price during warranty:

24 month \$ \_\_\_\_\_ /mn    36 month \$ \_\_\_\_\_ / mn    48 month \$ \_\_\_\_\_ / mn

Maintenance for purchased machines \$ \_\_\_\_\_ /mn.

No copies are included in the monthly maintenance or rental fee, but a per copy charge shall be assessed inclusive of all supplies excepting paper for color and monochrome copier

Color Copies \$ \_\_\_\_\_ /ea      Monochrome Copies \$ \_\_\_\_\_ / ea

**COST QUOTE FORM  
COLOR COPIERS  
BAND 2**

**WEST VIRGINIA BUSINESS PRODUCTS**

**PANASONIC**

**MODEL# DP-C265**

**MINIMUM SPECIFICATIONS:**

Mfg copy volume 20,000 month  
Copy speed 11 cpm  
Features:  
500 sheet paper capacity  
Bypass tray  
Auto document feeder

**SPECIFICATIONS OF MACHINE BID**

26 CPM BK/COLOR  
2- 550 SHEET PAPER TRAYS  
DOCUMENT FEEDER (85 SHEETS)  
NETWORK PRINTING  
NETWORK SCANNING  
DIRECT E-MAIL  
(Include item/model #'s for any accessory  
included in the base machine if needed for  
ordering.)

**PRICING:**

Purchase price \$\_\_\_ 6,025.00  
(Amount to be deducted if ordering as a non-connected machine \$\_ 0

Maintenance/month for purchased machine \$ \$24.00

24 month Rental \$\_\_\_ 293.42  
(Amount to be deducted if ordering as a non-connected machine \$\_ 0

36 month Rental \$\_\_\_ 194.01  
(Amount to be deducted if ordering as a non-connected machine \$\_ 0

48 month Rental \$\_\_\_ 156.05  
(Amount to be deducted if ordering as a non-connected machine \$\_ 0

Warranty \_ 120 DAYS

24 MONTH \$2.00                      36 MONTH \$1.75    48 MONTH \$1.50

Maintenance for purchased machines \$\_\_\_\_\_ 1.5

No copies are included in the monthly maintenance or rental fee, but a per copy charge shall be assessed inclusive of all supplies excepting paper for color and monochrome copier

Color Copies \$\_\_\_\_\_ 0.07                      Monochrome Copies \$\_ 0.008

**COST QUOTE FORM  
COLOR COPIERS  
BAND 3**

**WEST VIRGINIA BUSINESS PRODUCTS**

**PANASONIC**

**MODEL # DP-C265**

**MINIMUM SPECIFICATIONS:**

Mfg copy volume 45,000 month  
Copy speed 21 cpm  
Features:  
1,000 sheet paper capacity  
2 paper sources  
Auto duplexing  
Auto document feeder  
Electronic sorting or finisher/sorter  
(indicate sheets)

**SPECIFICATIONS OF MACHINE BID**

26 CPM BK/COLOR  
2- 550 SHEET PAPER TRAYS  
DOCUMENT FEEDER (85 SHEETS)  
NETWORK PRINTING  
NETWORK SCANNING  
DIRECT E-MAIL  
FINISHER/STAPLER (30 SHEETS)

(Include item/model #'s for any accessory included in the base machine if needed for ordering.)

**PRICING:**

Purchase price \$\_\_ 6,704.00  
(Amount to be deducted if ordering as a non-connected machine \$ 0

Maintenance/month for purchased machine \$ \$24.00

24 month Rental \$\_\_ 326.48  
(Amount to be deducted if ordering as a non-connected machine \$ 0

36 month Rental \$\_\_ 215.87  
(Amount to be deducted if ordering as a non-connected machine \$ 0

48 month Rental \$\_\_ 173.74  
(Amount to be deducted if ordering as a non-connected machine \$ 0

Warranty \_ 120 DAYS

24 MONTH \$2.00 36 MONTH \$1.75 48 MONTH \$1.50

Maintenance for purchased machines \$\_\_ 24

No copies are included in the monthly maintenance or rental fee, but a per copy charge shall be assessed inclusive of all supplies excepting paper for color and monochrome copier

Color Copies \$\_\_ 0.07 Monochrome Copies 0.008

**COST QUOTE FORM  
COLOR COPIERS  
BAND 4**

**WEST VIRGINIA BUSINESS PRODUCTS**

**PANASONIC**

**MODEL # DP-C405**

**MINIMUM SPECIFICATIONS:**

Mfg copy volume 40,000 month  
Copy speed 31 cpm  
Features:  
1,000 sheet paper capacity  
3 paper sources  
Auto duplexing  
Auto document feeder  
Electronic sorting or finisher/sorter (indicate sheets)

**SPECIFICATIONS OF MACHINE BID**

40 CPM BK/COLOR  
3- 550 SHEET TRAYS  
DOCUMENT FEEDER (85 SHEETS)  
NETWORK PRINTING  
NETWORK SCANNING  
FINISHER/STAPLER (50 SHEETS)

(Include item/model #'s for any accessory included in the base machine if needed for ordering.)

**PRICING:**

Purchase price \$\_\_ 10,295.00  
(Amount to be deducted if ordering as a non-connected machine \$\_\_\_\_ 0

Maintenance/month for purchased machine \$\_\_\_\_ 24

24 month Rental \$\_\_ 501.37  
(Amount to be deducted if ordering as a non-connected machine \$\_\_\_\_ 0

36 month Rental \$\_\_ 331.5  
(Amount to be deducted if ordering as a non-connected machine \$\_\_\_\_ 0

48 month Rental \$\_\_ 266.64  
(Amount to be deducted if ordering as a non-connected machine \$\_\_\_\_ 0

Warranty \_ 120 DAYS

24 MONTH \$2.00 36 MONTH \$1.75 48 MONTH \$1.50

Maintenance for purchased machines \$\_\_ \$1.50

No copies are included in the monthly maintenance or rental fee, but a per copy charge shall be assessed inclusive of all supplies excepting paper for color and monochrome copier

Color Copies \$\_\_\_\_ 0.07                      Monochrome Copies \$\_\_\_\_ 0.008

**SUMMARY COST SHEET FOR EVALUATION  
MONOCHROME COPIERS**

(Per 3.1, maintenance and rental pricing for monochrome copiers is inclusive of all supplies, excepting paper, for the the stated monthly copy colume.)

**BAND 1**

Brand Name: CANON

Model #: IR-1023N

Monthly Copy Volume: 5,000

Purchase Price Base Machine: \$ 1295

Maintenance for Purchased Machines \_\_\_\_\_ 18.75 X 36 \$ 675

24 Month Rental \$ 84.98 /month x 24 Months = \$ 2039.52

36 Month Rental \$ 64.03 /month x 36 Months = \$ 2305.08

48 Month Rental \$ 57.51 /month x 48 Months = \$ 2760.48

**TOTAL FOR EVALUATION - BAND 1** \$ 9075.08

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**BAND 2**

Brand Name: PANASONIC

Model #: DP-2330

Monthly Copy Volume: 15,000

Purchase Price Base Machine: \$ 3890

Maintenance for Purchased Machines \_\_\_\_\_ 56.25 X 36 \$ 2,034.72

24 Month Rental \$ 255.19 /month x 24 Months = \$ 6124.56

36 Month Rental \$ 190.46 /month x 36 Months = \$ 6856.56

48 Month Rental \$ 170.66 /month x 48 Months = \$ 8191.68

**TOTAL FOR EVALUATION - BAND 2** \$ 27097.52

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**SUMMARY COST SHEET FOR EVALUATION  
MONOCHROME COPIERS**

**BAND 3**

Brand Name: PANASONIC

Model #: DP-3030

Monthly Copy Volume: 30,000

Purchase Price Base Machine: \$ 4,364.00

Maintenance for Purchased Machines \_\_\_\_\_ 112.5 X 36 \$ 4050

24 Month Rental \$ 278.27 /month x 24 Months = \$ 6678.48

36 Month Rental \$ 227.46 /month x 36 Months = \$ 8188.56

48 Month Rental \$ 217.92 /month x 48 Months = \$ 10460.16

**TOTAL FOR EVALUATION - BAND 3** \$ 33741.2

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**BAND 4**

Brand Name: PANASONIC

Model #: DP-8045

Monthly Copy Volume: 45,000

Purchase Price Base Machine: \$ 7093

Maintenance for Purchased Machines \_\_\_\_\_ 146.25 \$ 5,265.00

24 Month Rental \$ 516.37 /month x 24 Months = \$ 12392.88

36 Month Rental \$ 401.64 /month x 36 Months = \$ 14459.04

48 Month Rental \$ 369.76 /month x 48 Months = \$ 17748.48

**TOTAL FOR EVALUATION - BAND 4** \$ 56958.4

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**SUMMARY COST SHEET FOR EVALUATION  
MONOCHROME COPIERS**

**BAND 5**

Brand Name: PANASONIC

Model #: DP-8060

Monthly Copy Volume: 45,000

|  |                                    |                    |
|--|------------------------------------|--------------------|
| Purchase Price Base Machine:             |                                    | \$ <u>8524</u>     |
| Maintenance for Purchased Machines _____ | 211.25 X 36                        | \$ <u>7605</u>     |
| 24 Month Rental \$                       | <u>662.03</u> /month x 24 Months = | \$ <u>15888.72</u> |
| 36 Month Rental \$                       | <u>519.35</u> /month x 36 Months = | \$ <u>18696.6</u>  |
| 48 Month Rental \$                       | <u>483.4</u> /month x 48 Months =  | \$ <u>23203.2</u>  |
| <b>TOTAL FOR EVALUATION - BAND 5</b>     |                                    | \$ <u>73,917</u>   |

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**BAND 6**

Brand Name: PANASONIC

Model #: DP-8060

Monthly Copy Volume: 80,000

|  |                                    |                    |
|--|------------------------------------|--------------------|
| Purchase Price Base Machine:             |                                    | \$ <u>8674</u>     |
| Maintenance for Purchased Machines _____ | 260 X 36                           | \$ <u>9,360.00</u> |
| 24 Month Rental \$                       | <u>719.01</u> /month x 24 Months = | \$ <u>17256.24</u> |
| 36 Month Rental \$                       | <u>575.86</u> /month x 36 Months = | \$ <u>20730.96</u> |
| 48 Month Rental \$                       | <u>550.3</u> /month x 48 Months =  | \$ <u>26414.4</u>  |
| <b>TOTAL FOR EVALUATION - BAND 6</b>     |                                    | \$ <u>82435.6</u>  |

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**SUMMARY COST SHEET FOR EVALUATION  
MONOCHROME COPIERS**

**BAND 7**

Brand Name: PANASONIC

Model #: DP-7240

Monthly Copy Volume: 150,000

Purchase Price Base Machine: \$ 17522

Maintenance for Purchased Machines \_\_\_\_\_ 487 X 36 \$ 17532

24 Month Rental \$ 1422.53 /month x 24 Months = \$ 34140.72

36 Month Rental \$ 1128.74 /month x 36 Months = \$ 40634.64

48 Month Rental \$ 1059.26 /month x 48 Months = \$ 50844.48

**TOTAL FOR EVALUATION - BAND 7** **\$ 160673.8**



**SUMMARY COST SHEET FOR EVALUATION  
COLOR COPIERS  
BAND 1**

Brand Name: \_\_\_\_\_

~~NOT BIDDING ON BAND 1 COLOR~~

WEST VIRGINIA BUSINESS PRODUCTS

Model #: \_\_\_\_\_

Copy Volume / Month: 10,000

Purchase Price Base Machine: \_\_\_\_\_

\$ \_\_\_\_\_

(Supplies are not included in maintenance or rental for color copiers.)

Maintenance / month for purchased machines

\$ \_\_\_\_\_ x 36 months =

\$ \_\_\_\_\_

Per Copy:

A) Color Copies \$ \_\_\_\_\_ / each

B) Monochrome Copies \$ \_\_\_\_\_ / each

A x 80% (8,000) copy volume/month x 36 =

\$ \_\_\_\_\_

B x 20% (2,000) copy volume/month x 36 =

\$ \_\_\_\_\_

24 Month Rental \$ \_\_\_\_\_ / month x 24 months =

\$ \_\_\_\_\_

A x 8,000 copy volume/month x 24 =

\$ \_\_\_\_\_

B x 2,000 copy volume/month x 24 =

\$ \_\_\_\_\_

36 Month Rental \$ \_\_\_\_\_ / month x 36 months =

\$ \_\_\_\_\_

A x 8,000 copy volume/month x 36 =

\$ \_\_\_\_\_

B x 2,000 copy volume/month x 36 =

\$ \_\_\_\_\_

48 Month Rental \$ \_\_\_\_\_ / month x 48 months =

\$ \_\_\_\_\_

A x 8,000 copy volume/month x 48 =

\$ \_\_\_\_\_

B x 2,000 copy volume/month x 48 =

\$ \_\_\_\_\_

**TOTAL FOR EVALUATION - BAND 1**

\$ \_\_\_\_\_

**SUMMARY COST SHEET FOR EVALUATION  
COLOR COPIERS  
BAND 2**

Brand Name: PANASONIC

Model #: DP-C265

Copy Volume / Month: 20,000

Purchase Price Base Machine: \$6,025.00

(Supplies are not included in maintenance or rental for color copiers.)

Maintenance / month for purchased machines

\$24.00 A MONTH X 36 = \$864.00

Per Copy:           A) Color Copies \$\_\_\_ 0.07  
                      B) Monochrome Copies \$ \_\_\_ 0.008

A x 80% (16,000) copy volume/month x 36 = \$40,032.00

B x 20% (4,000) copy volume/month x 36 = \$1,152.00

24 Month Rental \$ \_\_\_ 293.42 \$7,042.00

A x 16,000 copy volume/month x 24 = \$26,880.00

B x 4,000 copy volume/month x 24 = \$768.00

36 Month Rental \$ \_\_\_ 191.01 \$6,876.36

A x 16,000 copy volume/month x 36 = \$40,320.00

B x 4,000 copy volume/month x 36 = \$1,152.00

48 Month Rental \$ \_\_\_ 156.05 \$7,490.00

A x 16,000 copy volume/month x 48 = \$53,760.00

B x 4,000 copy volume/month x 48 = \$1,536.00

**TOTAL FOR EVALUATION - BAND 2** \$193,902.84

**SUMMARY COST SHEET FOR EVALUATION  
COLOR COPIERS  
BAND 3**

Brand Name: PANASONIC

Model #: DP-C265

Copy Volume / Month: 45,000

Purchase Price Base Machine: \$6,704.00

(Supplies are not included in maintenance or rental for color copiers.)

Maintenance / month for purchased machines

\$24.00 A MONTH X 36 = \$864.00

Per Copy:           A) Color Copies \$\_\_\_     0.07  
                          B) Monochrome Copies \$ \_\_\_\_\_     0.008

A x 80% (24,000) copy volume/month x 36 = \$60,480.00  
B x 20% (6,000) copy volume/month x 36 = \$1,728.00

24 Month Rental \$ \_\_\_     326.48 \$7,835.52

A x 24,000 copy volume/month x 24 = \$40,320.00  
B x 6,000 copy volume/month x 24 = \$1,152.00

36 Month Rental \$ \_\_\_     215.87 \$7,771.32

A x 24000 copy volume/month x 36 = \$60,480.00  
B x 6,000 copy volume/month x 36 = \$1,728.00

48 Month Rental \$ \_\_\_     173.74 \$8,339.52

A x 24,000 copy volume/month x 48 = \$80,640.00  
B x 6,000 copy volume/month x 48 = \$2,304.00

**TOTAL FOR EVALUATION - BAND 3** \$279,194.36

**SUMMARY COST SHEET FOR EVALUATION  
COLOR COPIERS  
BAND 4**

Brand Name: PANASONIC

Model #: DP-C405

Copy Volume / Month: 40,000

Purchase Price Base Machine: \$10,295.00

(Supplies are not included in maintenance or rental for color copiers.)

Maintenance / month for purchased machines

\$24.00 A MONTH X 36 = \$864.00

Per Copy:           A) Color Copies \$\_\_ 0.07  
                          B) Monochrome Copies \$ \_\_\_\_ 0.008

A x 80% (32,000) copy volume/month x 36 = \$80,640.00  
B x 20% (8,000) copy volume/month x 36 = \$2,304.00

24 Month Rental \$ \_\_ 501.37 \$12,032.88

A x 32,000 copy volume/month x 24 = \$53,760.00  
B x 8,000 copy volume/month x 24 = \$1,536.00

36 Month Rental \$ \_\_ 331.5 \$11,934.00

A x 32,000 copy volume/month x 36 = \$80,640.00  
B x 8,000 copy volume/month x 36 = \$2,304.00

48 Month Rental \$ \_\_ 266.64 \$12,798.72

A x 32,000 copy volume/month x 48 = \$107,520.00  
B x 8,000 copy volume/month x 48 = \$3,072.00

**TOTAL FOR EVALUATION - BAND 4** \$379,699.72



# COPIER ACCESSORY OPTION LISTING

West Virginia Business Products

BAND: 2

PANASONIC

| ACCESSORY DESCRIPTION                        | Information    |                          |
|--|----------------|--------------------------|
|  | PRODUCT NUMBER | BASE CONFIGURATION (Y/N) |
| EQUIPMENT DESCRIPTION:                       |                |                          |
| PANASONIC DP-2330                            | DP-2330        | Y                        |
| DOCUMENT FEEDER (50 SHEETS)                  | RADF           | Y                        |
| 2EACH 550 SHEET PAPER TRAYS                  |                | Y                        |
| 1 BIN FINISHER (30 SHEET STAPLER)            |                | Y                        |
| 10BASE T/100BASE TX ETHERNET NETWORKING CARD |                | Y                        |
| DELUXE STAND                                 |                | Y                        |
|  |                |                          |
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| CONNECTIVITY OPTIONS:                        |                |                          |
| POSTSCRIPT PRINTING                          | DA-MC301       | N                        |
| HARD DRIVE UNIT 40GB                         | DA-HD30        | N                        |
| 64 MB SORT MEMORY                            | DA-SM64B       | N                        |
|  |                |                          |
|  |                |                          |
|  |                |                          |
|  |                |                          |
|  |                |                          |
| FAX OPTIONS:                                 |                |                          |
| SUPER G3 FAX BOARD                           | DA-FG300       | N                        |
| 4MB FAX MEMORY                               | UE-410047F     | N                        |
|  |                |                          |
|  |                |                          |
|  |                |                          |
| ADDITIONAL OPTIONS:                          |                |                          |
| 3RD PAPER TRAY                               | DA-DS305       | N                        |
| 4TH PAPER TRAY                               | DA-DS306       | N                        |
| EXIT TRAY (OUTER)                            | DA-XT200       | N                        |
|  |                |                          |
|  |                |                          |
|  |                |                          |

# COPIER ACCESSORY OPTION LISTING

West Virginia Business Products

BAND 3

PANASONIC

| ACCESSORY DESCRIPTION                        | Information    |                          |
|--|----------------|--------------------------|
|  | PRODUCT NUMBER | BASE CONFIGURATION (Y/N) |
| EQUIPMENT DESCRIPTION:                       |                |                          |
| PANASONIC DP-3030                            | DP-3030        | Y                        |
| DOCUMENT FEEDER (50 SHEETS)                  | RADF           | Y                        |
| 2EACH 550 SHEET PAPER TRAYS                  |                | Y                        |
| 1 BIN FINISHER (30 SHEET STAPLER)            |                | Y                        |
| 10BASE T/100BASE TX ETHERNET NETWORKING CARD |                | Y                        |
| DELUXE STAND                                 |                | Y                        |
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| CONNECTIVITY OPTIONS:                        |                |                          |
| POSTSCRIPT PRINTING                          | DA-MC301       | N                        |
| HARD DRIVE UNIT 40GB                         | DA-HD30        | N                        |
| 64 MB SORT MEMORY                            | DA-SM64B       | N                        |
|  |                |                          |
|  |                |                          |
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|  |                |                          |
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| FAX OPTIONS:                                 |                |                          |
| SUPER G3 FAX BOARD                           | DA-FG300       | N                        |
| 4MB FAX MEMORY                               | UE-410047F     | N                        |
|  |                |                          |
|  |                |                          |
|  |                |                          |
| ADDITIONAL OPTIONS:                          |                |                          |
| 3RD PAPER TRAY                               | DA-DS305       | N                        |
| 4TH PAPER TRAY                               | DA-DS306       | N                        |
| EXIT TRAY (OUTER)                            | DA-XT200       | N                        |
|  |                |                          |
|  |                |                          |
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# COPIER ACCESSORY OPTION LISTING

West Virginia Business Products

BAND: 4

PANASONIC

| ACCESSORY DESCRIPTION                                | Information    |                          |
|--|----------------|--------------------------|
|  | PRODUCT NUMBER | BASE CONFIGURATION (Y/N) |
| EQUIPMENT DESCRIPTION:                               |                |                          |
| PANASONIC DP-8045                                    | DP-8045        | Y                        |
| DOCUMENT FEEDER (85 SHEETS)                          | RADF           | Y                        |
| 2EACH 550 SHEET PAPER TRAYS                          |                | Y                        |
| 1EACH 1500 SHEET PAPER TRAYS                         |                | Y                        |
| 10BASE T/100BASE TX ETHERNET NETWORKING CARD         |                | Y                        |
| NETWORK SCANNING                                     |                | Y                        |
| 40 GB HARDDRIVE                                      |                | Y                        |
| FINISHER / MULTI POSITION STAPLER (50 SHEET STAPLER) | DA-MC800       | Y                        |
|  |                |                          |
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| CONNECTIVITY OPTIONS:                                |                |                          |
| POSTSCRIPT PRINTING                                  | DA-MC301       | N                        |
|  |                |                          |
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|  |                |                          |
| FAX OPTIONS:   |                |                          |
| SUPER G3 FAX BOARD                                   | DA0FG600       | N                        |
| 4MB FAX MEMORY                                       | UE-410047F     | N                        |
|  |                |                          |
|  |                |                          |
| ADDITIONAL OPTIONS:                                  |                |                          |
| 4TH PAPER TRAY                                       | DA-DS604       | N                        |
| 3000 SHEET PAPER DECK                                | DA-MA301       | N                        |
| HOLE PUNCH 2-3 HOLE                                  | DA-SP31        | N                        |
| SADDLE/STITCH BOOKLET MAKER                          | DA-FS605       | N                        |
|  |                |                          |
|  |                |                          |



# COPIER ACCESSORY OPTION LISTING

West Virginia Business Products

BAND:5

PANASONIC

| ACCESSORY DESCRIPTION                              | Information    |                          |
|--|----------------|--------------------------|
|  | PRODUCT NUMBER | BASE CONFIGURATION (Y/N) |
| EQUIPMENT DESCRIPTION:                             |                |                          |
| PANASONIC DP-8060                                  | DP-8060        | Y                        |
| DOCUMENT FEEDER (85 SHEETS)                        | RADF           | Y                        |
| 2EACH 550 SHEET PAPER TRAYS                        |                | Y                        |
| 1EACH 1500 SHEET PAPER TRAYS                       |                | Y                        |
| 10BASE T/100BASE TX ETHERNET NETWORKING CARD       |                | Y                        |
| NETWORK SCANING                                    |                | Y                        |
| 40 GB HARDDRIVE                                    |                | Y                        |
| FINISHER / MULTI POSION STAPLER (50 SHEET STAPLER) | DA-MC800       | Y                        |
|  |                |                          |
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| CONNECTIVITY OPTIONS:                              |                |                          |
| POSTSCRIPT PRINTING                                | DA-MC301       | N                        |
|  |                |                          |
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|  |                |                          |
|  |                |                          |
| FAX OPTIONS:                                       |                |                          |
| SUPER G3 FAX BOARD                                 | DA0FG600       | N                        |
| 4MB FAX MEMORY                                     | UE-410047F     | N                        |
|  |                |                          |
|  |                |                          |
| ADDITIONAL OPTIONS:                                |                |                          |
| 4TH PAPER TRAY                                     | DA-DS604       | N                        |
| 3000 SHEET PAPER DECK                              | DA-MA301       | N                        |
| HOLE PUNCH 2-3 HOLE                                | DA-SP31        | N                        |
| SADDLE/STITCH BOOKLET MAKER                        | DA-FS605       | N                        |
|  |                |                          |
|  |                |                          |

# COPIER ACCESSORY OPTION LISTING

West Virginia Business Products

BAND: 6

PANASONIC

| ACCESSORY DESCRIPTION                              | Information    |                          |
|--|----------------|--------------------------|
|  | PRODUCT NUMBER | BASE CONFIGURATION (Y/N) |
| EQUIPMENT DESCRIPTION:                             |                |                          |
| PANASONIC DP-8060                                  | DP-8060        | Y                        |
| DOCUMENT FEEDER (85 SHEETS)                        | RADF           | Y                        |
| 3EACH 550 SHEET PAPER TRAYS                        |                | Y                        |
| 1EACH 1500 SHEET PAPER TRAYS                       |                | Y                        |
| 10BASE T/100BASE TX ETHERNET NETWORKING CARD       |                | Y                        |
| NETWORK SCANNING                                   |                | Y                        |
| 40 GB HARDDRIVE                                    |                | Y                        |
| FINISHER / MULTI POSION STAPLER (50 SHEET STAPLER) | DA-MC800       | Y                        |
|  |                |                          |
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| CONNECTIVITY OPTIONS:                              |                |                          |
| POSTSCRIPT PRINTING                                | DA-MC301       | N                        |
|  |                |                          |
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|  |                |                          |
|  |                |                          |
| FAX OPTIONS:                                       |                |                          |
| SUPER G3 FAX BOARD                                 | DA0FG600       | N                        |
| 4MB FAX MEMORY                                     | UE-410047F     | N                        |
|  |                |                          |
|  |                |                          |
|  |                |                          |
| ADDITIONAL OPTIONS:                                |                |                          |
|  |                |                          |
| 3000 SHEET PAPER DECK                              | DA-MA301       | N                        |
| HOLE PUNCH 2-3 HOLE                                | DA-SP31        | N                        |
| SADDLE/STITCH BOOKLET MAKER                        | DA-FS605       | N                        |
|  |                |                          |
|  |                |                          |

# COPIER ACCESSORY OPTION LISTING

West Virginia Business Products

BAND: 7

PANASONIC

| ACCESSORY DESCRIPTION                              | Information    |                          |
|--|----------------|--------------------------|
|  | PRODUCT NUMBER | BASE CONFIGURATION (Y/N) |
| EQUIPMENT DESCRIPTION:                             |                |                          |
| PANASONIC DP-7240                                  | DP-7240        | Y                        |
| DOCUMENT FEEDER (100 SHEETS)                       | RADF           | Y                        |
| 4EACH 550 SHEET PAPER TRAYS                        |                | Y                        |
| 40 GB HARDDRIVE                                    | 40GBHD         | Y                        |
| FINISHER / MULTI POSION STAPLER (50 SHEET STAPLER) | DA-FS850       | Y                        |
|  |                |                          |
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| CONNECTIVITY OPTIONS:                              |                |                          |
| NETWORK PRINTING SCANNING                          | DA-PS850       | N                        |
|  |                |                          |
|  |                |                          |
|  |                |                          |
|  |                |                          |
|  |                |                          |
|  |                |                          |
| FAX OPTIONS:                                       |                |                          |
| SUPER G3 FAX BOARD                                 | DA-FG850       | N                        |
|  |                | N                        |
|  |                |                          |
|  |                |                          |
| ADDITIONAL OPTIONS:                                |                |                          |
| 4000 SHEET PAPER DECK                              | DA-MA850       | N                        |
| SADDLE/STITCH FINISHER                             | DA-FS855       |                          |
|  |                |                          |
|  |                |                          |
|  |                |                          |

# COPIER ACCESSORY OPTION LISTING

West Virginia Business Products

BAND: 2 COLOR

PANASONIC

| ACCESSORY DESCRIPTION        | Information    |                          |
|------------------------------|----------------|--------------------------|
|                              | PRODUCT NUMBER | BASE CONFIGURATION (Y/N) |
| EQUIPMENT DESCRIPTION:       |                |                          |
| PANASONIC DP-C265            | DP-C265        | Y                        |
| DOCUMENT FEEDER (100 SHEETS) | RADF           | Y                        |
| 2EACH 550 SHEET TRAYS        |                | Y                        |
| STAND                        |                | Y                        |
| 80 GB HARDDRIVE              | 80GBHD         | Y                        |
| NETWORK PRINTING             |                | Y                        |
| NETWORK SCANNING             |                | Y                        |
|                              |                |                          |
|                              |                |                          |
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|                              |                |                          |
|                              |                |                          |
|                              |                |                          |
| CONNECTIVITY OPTIONS:        |                |                          |
| POST SCRIPT MODULE           | DA-MC-400      | N                        |
|                              |                |                          |
|                              |                |                          |
|                              |                |                          |
|                              |                |                          |
|                              |                |                          |
|                              |                |                          |
| FAX OPTIONS:                 |                |                          |
| SUPER G3 FAX BOARD           | DA-FG320       | N                        |
|                              |                | N                        |
|                              |                |                          |
|                              |                |                          |
|                              |                |                          |
| ADDITIONAL OPTIONS:          |                |                          |
| 1 BIN FINISHER/STAPLER       | DA-FS402       | N                        |
|                              |                |                          |
|                              |                |                          |
|                              |                |                          |
|                              |                |                          |

# COPIER ACCESSORY OPTION LISTING

West Virginia Business Products

BAND: 3 COLOR

PANASONIC

| ACCESSORY DESCRIPTION        | Information    |                          |
|------------------------------|----------------|--------------------------|
|                              | PRODUCT NUMBER | BASE CONFIGURATION (Y/N) |
| EQUIPMENT DESCRIPTION:       |                |                          |
| PANASONIC DP-C265            | DP-C265        | Y                        |
| DOCUMENT FEEDER (100 SHEETS) | RADF           | Y                        |
| 2EACH 550 SHEET TRAYS        |                | Y                        |
| STAND                        |                | Y                        |
| 80 GB HARDDRIVE              | 80GBHD         | Y                        |
| NETWORK PRINTING             |                | Y                        |
| NETWORK SCANNING             |                | Y                        |
|                              |                |                          |
|                              |                |                          |
|                              |                |                          |
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|                              |                |                          |
| CONNECTIVITY OPTIONS:        |                |                          |
| POST SCRIPT MODULE           | DA-MC-400      | N                        |
|                              |                |                          |
|                              |                |                          |
|                              |                |                          |
|                              |                |                          |
|                              |                |                          |
| FAX OPTIONS:                 |                |                          |
| SUPER G3 FAX BOARD           | DA-FG320       | N                        |
|                              |                | N                        |
|                              |                |                          |
|                              |                |                          |
| ADDITIONAL OPTIONS:          |                |                          |
| 1 BIN FINISHER/STAPLER       | DA-FS402       | N                        |
|                              |                |                          |
|                              |                |                          |
|                              |                |                          |
|                              |                |                          |

# COPIER ACCESSORY OPTION LISTING

West Virginia Business Products

BAND: 4 COLOR

PANASONIC

| ACCESSORY DESCRIPTION                     | Information    |                          |
|---|----------------|--------------------------|
|   | PRODUCT NUMBER | BASE CONFIGURATION (Y/N) |
| EQUIPMENT DESCRIPTION:                    |                |                          |
| PANASONIC DP-C405                         | DP-C405        | Y                        |
| DOCUMENT FEEDER (100 SHEETS)              | RADF           | Y                        |
| 3EACH 550 SHEET TRAYS                     |                | Y                        |
| STAND                                     |                | Y                        |
| 80 GB HARDDRIVE                           | 80GBHD         | Y                        |
| NETWORK PRINTING                          |                | Y                        |
| NETWORK SCANNING                          |                | Y                        |
| FINISHER/STAPLER (30 SHEET STAPLER)       | DA-FS402       | Y                        |
|   |                |                          |
|   |                |                          |
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|   |                |                          |
|   |                |                          |
|   |                |                          |
| CONNECTIVITY OPTIONS:                     |                |                          |
| POST SCRIPT MODULE                        | DA-MC-400      | N                        |
|   |                |                          |
|   |                |                          |
|   |                |                          |
|   |                |                          |
|   |                |                          |
|   |                |                          |
|   |                |                          |
| FAX OPTIONS:                              |                |                          |
| SUPER G3 FAX BOARD                        | DA-FG320       | N                        |
|   |                | N                        |
|   |                |                          |
|   |                |                          |
|   |                |                          |
| ADDITIONAL OPTIONS:                       |                |                          |
| SADDLE STITCH FINISHER (50 SHEET STAPLER) | DA-FS405       | N                        |
| HOLE PUNCH (2 OR 3 HOLE)                  | DA-SP41        | N                        |
| 4TH PAPER TRAY                            | DA-DS321       | N                        |
|   |                |                          |
|   |                |                          |
|   |                |                          |

















**SUMMARY COST SHEET FOR EVALUATION  
MONOCHROME PRINTERS**

**BAND 1**

Brand Name LEXMARK

Model #: \_ E250DN

Monthly Duty Cycle: 15,000

|   |          |             |
|---|----------|-------------|
| Purchase Price:   | \$329.00 | \$329.00    |
| Maintenance/month \$  | \$3.50   | \$126.00    |
| Per Copy cost/Maintenance Prints<br>.022661 /each x 15,000 x36 months |          | \$12,237.12 |
| TOTAL FOR EVALUATION - BAND 1 =                                       |          | \$12,692.00 |

**BAND 2**

Brand Name: \_\_\_\_\_ LEXMARK

Model #: \_ E260DN

Monthly Duty Cycle: 50,000

|   |          |             |
|---|----------|-------------|
| Purchase Price:                             | \$459.00 | \$459.00    |
| Maintenance/month \$                        | \$4.00   | \$144.00    |
| Per Copy cost/Maintenance Prints<br>0.02344 |          | \$42,120.00 |
| TOTAL FOR EVALUATION - BAND 12 =            |          | \$42,723.00 |

**BAND 3**

Brand Name: \_\_\_\_\_ LEXMARK

Model #: \_ T650N

Monthly Duty Cycle: 60,000

|  |            |             |
|--|------------|-------------|
| Purchase Price:  | \$1,175.00 | \$1,175.00  |
| Maintenance/month \$   | 0.01312    | \$787.20    |
| Per Copy cost/Maintenance Prints<br>(\$ _____ / each x 60,000) x 36 months = |            | \$28,339.20 |
| TOTAL FOR EVALUATION - BAND 3 =  |            | \$30,301.40 |

**BAND 4**

Brand Name: \_\_\_\_\_ LEXMARK

Model #: \_ T654DN

Monthly Duty Cycle: 100,000

|   |            |             |
|---|------------|-------------|
| Purchase Price:   | \$1,497.00 | \$1,497.00  |
| Maintenance/month \$9.00 X 36                             |            | \$324.00    |
| Per Copy cost/Maintenance Prints<br>.00978 X 100,000 X 36 |            | \$35,208.00 |
| TOTAL FOR EVALUATION - BAND 4 =                           |            | \$37,029.00 |

**SUMMARY COST SHEET FOR EVALUATION  
COLOR PRINTERS**

**BAND 1**

Brand Name: \_\_\_\_\_ LEXMAK

Model #: \_\_ C544N

Monthly Duty Cycle: 20,000

|  |                  |
|--|------------------|
| Purchase Price:  | \$449.00         |
| Maintenance/month : \$6.00 X 36                          | \$216.00         |
| Per Copy cost/Maintenance Prints<br>.09811 X 20,000 X 36 | \$70,639.00      |
| <b>TOTAL FOR EVALUATION - BAND 1 =</b>                   | <b>71,304.00</b> |

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**BAND 2**

Brand Name: \_\_\_\_\_ LEXMARK

Model #: \_\_ C782N

Monthly Duty Cycle: 50,000

|  |                  |
|--|------------------|
| Purchase Price: \$1,199.00                                 | \$1,199.00       |
| Maintenance/month : \$19.00                                | \$684.00         |
| Per Copy cost/Maintenance Prints<br>.06936 X 50,000 X 36 = | \$124,848.00     |
| <b>TOTAL FOR EVALUATION - BAND 2 =</b>                     | <b>\$126,731</b> |

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**BAND 3**

Brand Name: \_\_\_\_\_ LEXMARK

Model #: \_\_ C935DTN

Monthly Duty Cycle: 100,000

|  |                  |
|--|------------------|
| Purchase Price:  | \$3,913.00       |
| Maintenance/month : \$31.00                            | \$1,116.00       |
| Per Copy cost/Maintenance Prints<br>\$.05129 X 100,000 | \$184,644.00     |
| <b>TOTAL FOR EVALUATION - BAND 3 =</b>                 | <b>\$189,730</b> |

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1026 4th Avenue • Huntington, West Virginia 25701

(304) 525-4714

1 (800) 926-1268

FAX (304) 525-5711

State of West Virginia  
Purchasing Department  
Attn: Jo Ann Adkins

West Virginia Business Products  
1026 4<sup>th</sup> Avenue  
Huntington WV 25701

Has been in business as of January 3, 1984



DIGCOP09  
VENDOR INFORMATION

Please CIRCLE the regions you will service.

|   |                                     |
|---|-------------------------------------|
| Region I - Hancock, Brooke, Ohio, Marshall, Wetzel, Monongalia, Marion, Harrison, Doddridge, Gilmer, Pleasants, |                                     |
| Region II - Mason, Cabell, Wayne, Mingo, Logan, Boone, Lincoln, Kanawha, Putnam, Roane and Jackson              | <input checked="" type="checkbox"/> |
| Region III - Lewis, Upshur, Randolph, Pendleton, Hardy, Grant, Hampshire, Mineral, Morgan, Berkeley,            | <input checked="" type="checkbox"/> |
| Region IV - Braxton, Clay, Nicholas, Fayette, Raleigh, Wyoming, McDowell, Mercer, Summers, Greenbrier,          |                                     |

Contact Name: Hal Zimmer

Signed: Hal Zimmer

Date: 11/29/08

Phone: 304-525-4714

Fax: 304-525-5711

Email: halz@casklandoffice.com

Office: 1-800-926-1268

Cell: 304-633-4499

# Panasonic

## **Panasonic Digital Document Company**

Two Panasonic Way  
A Unit Company of Matsushita Electric Corporation of America  
Secaucus, NJ 07094  
[rickeyj@us.panasonic.com](mailto:rickeyj@us.panasonic.com)

September 23, 2008

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

**SUBJECT: Panasonic Document Imaging Company – Authorization of West Virginia Business Products**

**West Virginia Business Products**, located at 1026 4<sup>th</sup> Avenue, Huntington, West Virginia 25701 is an authorized Panasonic Document Imaging Company for Copiers, Multi-Functional Products, Facsimile, Scanners, Panaboards and Printers.

Under the terms of the Panasonic Dealer Agreement, this Dealer is presently authorized to sell and service Panasonic Copiers, Multi-Functional Products, Facsimile, Scanners, Panaboards and Printers listed on its Schedule A to the aforementioned Agreement. In addition, the Dealer is obligated to perform such service within a four-hour response time.

The agreement requires that the dealer enroll technician's in the Panasonic service training programs to enable the dealer to properly maintain each model of the products it is authorized to sell. The agreement also provides that the Dealer shall maintain an adequate inventory of parts and supplies to service all the Panasonic products offered under this agreement. The contractual commitments by the Dealer have been established by Panasonic to afford the user of the Panasonic Copiers, Multi-Functional Products, Facsimile, Scanners, Panaboards and Printers adequate service facilities to maintain these products at the highest standards.

In the unlikely event that **West Virginia Business Products** should not continue in business as an authorized Panasonic Dealer, Panasonic will use its best efforts to make arrangements to find a suitable replacement service facility.

If you have any questions concerning this matter, please contact John Rickey at (937) 374-6412.

Sincerely,

John Rickey  
Regional Manager

**AGREEMENT ADDENDUM**

In the event of conflict between this addendum and the agreement, this addendum shall control:

1. **DISPUTES** - Any references in the agreement to arbitration or to the jurisdiction of any court are hereby deleted. Disputes arising out of the agreement shall be presented to the West Virginia Court of Claims.
2. **HOLD HARMLESS** - Any clause requiring the Agency to indemnify or hold harmless any party is hereby deleted in its entirety.
3. **GOVERNING LAW** - The agreement shall be governed by the laws of the State of West Virginia. This provision replaces any references to any other State's governing law.
4. **TAXES** - Provisions in the agreement requiring the Agency to pay taxes are deleted. As a State entity, the Agency is exempt from Federal, State, and local taxes and will not pay taxes for any Vendor including individuals, nor will the Agency file any tax returns or reports on behalf of Vendor or any other party.
5. **PAYMENT** - Any references to prepayment are deleted. Payment will be in arrears.
6. **INTEREST** - Should the agreement include a provision for interest on late payments, the Agency agrees to pay the maximum legal rate under West Virginia law. All other references to interest or late charges are deleted.
7. **RECOUPMENT** - Any language in the agreement waiving the Agency's right to set-off, counterclaim, recoupment, or other defense is hereby deleted.
8. **FISCAL YEAR FUNDING** - Service performed under the agreement may be continued in succeeding fiscal years for the term of the agreement, contingent upon funds being appropriated by the Legislature or otherwise being available for this service. In the event funds are not appropriated or otherwise available for this service, the agreement shall terminate without penalty on June 30. After that date, the agreement becomes of no effect and is null and void. However, the Agency agrees to use its best efforts to have the amounts contemplated under the agreement included in its budget. Non-appropriation or non-funding shall not be considered an event of default.
9. **STATUTE OF LIMITATION** - Any clauses limiting the time in which the Agency may bring suit against the Vendor, lessor, individual, or any other party are deleted.
10. **SIMILAR SERVICES** - Any provisions limiting the Agency's right to obtain similar services or equipment in the event of default or non-funding during the term of the agreement are hereby deleted.
11. **ATTORNEY FEES** - The Agency recognizes an obligation to pay attorney's fees or costs only when assessed by a court of competent jurisdiction. Any other provision is invalid and considered null and void.
12. **ASSIGNMENT** - Notwithstanding any clause to the contrary, the Agency reserves the right to assign the agreement to another State of West Virginia agency, board or commission upon thirty (30) days written notice to the Vendor and Vendor shall obtain the written consent of Agency prior to assigning the agreement.
13. **LIMITATION OF LIABILITY** - The Agency, as a State entity, cannot agree to assume the potential liability of a Vendor. Accordingly, any provision limiting the Vendor's liability for direct damages to a certain dollar amount or to the amount of the agreement is hereby deleted. Limitations on special, incidental or consequential damages are acceptable. In addition, any limitation is null and void to the extent that it precludes any action for injury to persons or for damages to personal property.
14. **RIGHT TO TERMINATE** - Agency shall have the right to terminate the agreement upon thirty (30) days written notice to Vendor. Agency agrees to pay Vendor for services rendered or goods received prior to the effective date of termination.
15. **TERMINATION CHARGES** - Any provision requiring the Agency to pay a fixed amount or liquidated damages upon termination of the agreement is hereby deleted. The Agency may only agree to reimburse a Vendor for actual costs incurred or losses sustained during the current fiscal year due to wrongful termination by the Agency prior to the end of any current agreement term.
16. **RENEWAL** - Any reference to automatic renewal is hereby deleted. The agreement may be renewed only upon mutual written agreement of the parties.
17. **INSURANCE** - Any provision requiring the Agency to insure equipment or property of any kind and name the Vendor as beneficiary or as an additional insured is hereby deleted.
18. **RIGHT TO NOTICE** - Any provision for repossession of equipment without notice is hereby deleted. However, the Agency does recognize a right of repossession with notice.
19. **ACCELERATION** - Any reference to acceleration of payments in the event of default or non-funding is hereby deleted.
20. **CONFIDENTIALITY**: -Any provision regarding confidentiality of the terms and conditions of the agreement is hereby deleted. State contracts are public records under the West Virginia Freedom of Information Act.
21. **AMENDMENTS** - All amendments, modifications, alterations or changes to the agreement shall be in writing and signed by both parties. No amendment, modification, alteration or change may be made to this addendum without the express written approval of the Purchasing Division and the Attorney General.

**ACCEPTED BY:**  
**STATE OF WEST VIRGINIA** \_\_\_\_\_

Spending Unit: \_\_\_\_\_

Signed: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

**VENDOR**

Company Name: WV Business Products

Signed: [Signature]

Title: GM

Date: 11/12/08

EXHIBIT 10

REQUISITION NO.: .....

ADDENDUM ACKNOWLEDGEMENT

I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED  
ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY  
PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.

ADDENDUM NO.'S:

- NO. 1 ..... *6* ✓
- NO. 2 ..... *7* ✓
- NO. 3 ..... /
- NO. 4 ..... /
- NO. 5 ..... /

I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE  
ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF BIDS. VENDOR  
MUST CLEARLY UNDERSTAND 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.

*[Signature]*  
.....  
SIGNATURE  
*WU. Business Products*  
.....  
COMPANY  
*11/12/08*  
.....  
DATE