



The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at ***wvOASIS.gov***. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at ***WVPurchasing.gov*** with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

Header 2

List View

- General Information
- Contact
- Default Values
- Discount
- Document Information
- Clarification Request

Procurement Folder: 1755857	SO Doc Code: CRFQ
Procurement Type: Central Master Agreement	SO Dept: 0231
Vendor ID: VS0000049412	SO Doc ID: OOT26000000003
Legal Name: Dahill Office Technology Corporation	Published Date: 9/29/25
Alias/DBA: Xerox Business Solutions	Close Date: 10/8/25
Total Bid: \$186,782.96	Close Time: 13:30
Response Date: 10/08/2025	Status: Closed
Response Time: 11:37	Solicitation Description: Addendum No 3 Cutsheet Production Printers with Maint & Supp
Responded By User ID: xbsrfpteam	Total of Header Attachments: 2
First Name: Cindy	Total of All Attachments: 2
Last Name: Munson	
Email: xbsrfpteam@xerox.com	
Phone: 2147631855	



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

State of West Virginia
Solicitation Response

Proc Folder: 1755857
Solicitation Description: Addendum No 3 Cutsheet Production Printers with Maint & Supp
Proc Type: Central Master Agreement

Solicitation Closes	Solicitation Response	Version
2025-10-08 13:30	SR 0231 ESR10072500000002490	1

VENDOR
VS0000049412
Dahill Office Technology Corporation

Solicitation Number: CRFQ 0231 OOT2600000003
Total Bid: 186782.9599999999918509274721 **Response Date:** 2025-10-08 **Response Time:** 11:37:00

Comments: Thank you for the opportunity to participate in this RFQ. We appreciate your consideration and would welcome the chance to discuss our proposed Xerox solution in person. This would allow us to provide additional detail on our capabilities and how our offering can best support your needs.
Please note: Due to limitations within the portals pricing fields, we were unable to accurately input the B&W maintenance pricing under the Unit Price section. However, the correct pricing details have been clearly outlined in the Comments section and included in the attached required forms for your review.
We look forward to the possibility of working together and supporting your organization with a reliable, efficient solution.

FOR INFORMATION CONTACT THE BUYER
Toby L Welch
(304) 558-8802
toby.l.welch@wv.gov

All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Ricoh Pro C9500 Color Sheet-fed Digital Press or equal	1.00000	EA	134980.000000	134980.00

Comm Code	Manufacturer	Specification	Model #
43212100			

Commodity Line Comments: Proposed Device: Xerox Iridesse Production Press
Purchase Price: \$134,980
Install and Training: \$9,240
Total: \$144,130
Delivery Days: 10 - 14 days from order processing.

Extended Description:
Ricoh Pro C9500 Color Sheet-fed Digital Press or equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Year 1 Monthly Maintenance and Support-Ricoh c9500 or equal	12.00000	MO	246.600000	2959.20

Comm Code	Manufacturer	Specification	Model #
81112306			

Commodity Line Comments: Fixed for 48 Months

Extended Description:
Year 1 Monthly Maintenance and Support-Ricoh c9500 or equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	Year 2 Monthly Maintenance and Support-Ricoh c9500 or equal	12.00000	MO	246.600000	2959.20

Comm Code	Manufacturer	Specification	Model #
81112306			

Commodity Line Comments: Fixed for 48 Months

Extended Description:
Year 2 Monthly Maintenance and Support-Ricoh c9500 or equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	Year 3 Monthly Maintenance and Support-Ricoh c9500 or equal	12.00000	MO	246.600000	2959.20

Comm Code	Manufacturer	Specification	Model #
81112306			

Commodity Line Comments: Fixed for 48 Months

Extended Description:
Year 3 Monthly Maintenance and Support-Ricoh c9500 or equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	Year 4 Monthly Maintenance and Support-Ricoh c9500 or equal	12.00000	MO	246.600000	2959.20

Comm Code	Manufacturer	Specification	Model #
81112306			

Commodity Line Comments: Fixed for 48 Months

Extended Description:

Year 4 Monthly Maintenance and Support-Ricoh c9500 or equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
6	Year 1 Color Click Charges for Ricoh Pro C9500	1.00000	EA	0.032500	0.03

Comm Code	Manufacturer	Specification	Model #
81112306			

Commodity Line Comments: 8.5x11 and 8.5x14: \$0.0325
11x17 and 13x19: \$0.0336

Extended Description:

Year 1 Color Click Charges for Ricoh Pro C9500

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
7	Year 2 Color Click Charges for Ricoh Pro C9500	1.00000	EA	0.032500	0.03

Comm Code	Manufacturer	Specification	Model #
81112306			

Commodity Line Comments: 8.5x11 and 8.5x14: \$0.0325
11x17 and 13x19: \$0.0336

Extended Description:

Year 2 Color Click Charges for Ricoh Pro C9500

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
8	Year 3 Color Click Charges for Ricoh Pro C9500	1.00000	EA	0.032500	0.03

Comm Code	Manufacturer	Specification	Model #
81112306			

Commodity Line Comments: 8.5x11 and 8.5x14: \$0.0325
11x17 and 13x19: \$0.0336

Extended Description:

Year 3 Color Click Charges for Ricoh Pro C9500

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
9	Year 4 Color Click Charges for Ricoh Pro C9500	1.00000	EA	0.032500	0.03

Comm Code	Manufacturer	Specification	Model #
81112306			

Commodity Line Comments: 8.5x11 and 8.5x14: \$0.0325
11x17 and 13x19: \$0.0336

Extended Description:

Year 4 Color Click Charges for Ricoh Pro C9500

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
10	Year 1 B&W Click Charges for Ricoh Pro C9500	1.00000	EA	0.007800	0.01

Comm Code	Manufacturer	Specification	Model #
81112306			

Commodity Line Comments: 8.5x11 and 13x19: \$0.0078

Extended Description:

Year 1 B&W Click Charges for Ricoh Pro C9500

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
11	Year 2 B&W Click Charges for Ricoh Pro C9500	1.00000	EA	0.007800	0.01

Comm Code	Manufacturer	Specification	Model #
81112306			

Commodity Line Comments: 8.5x11 and 13x19: \$0.0078

Extended Description:

Year 2 B&W Click Charges for Ricoh Pro C9500

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
12	Year 3 B&W Click Charges for Ricoh Pro C9500	1.00000	EA	0.007800	0.01

Comm Code	Manufacturer	Specification	Model #
81112306			

Commodity Line Comments: 8.5x11 and 13x19: \$0.0078

Extended Description:

Year 3 B&W Click Charges for Ricoh Pro C9500

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
13	Year 4 B&W Click Charges for Ricoh Pro C9500	1.00000	EA	0.007800	0.01

Comm Code	Manufacturer	Specification	Model #
81112306			

Commodity Line Comments: 8.5x11 and 13x19: \$0.0078

Extended Description:

Year 4 B&W Click Charges for Ricoh Pro C9500

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
14	Ricoh Pro 8320S B&W Production Cutsheet printer or equal	1.00000	EA	39966.000000	39966.00

Comm Code	Manufacturer	Specification	Model #
43212100			

Commodity Line Comments: Proposed Device: Xerox PrimeLink B9136 Production Press
Purchase Price: \$39,966
Delivery Days: 10 - 14 days from order processing.

Extended Description:

Ricoh Pro 8320S B&W Production Cutsheet printer or equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
15	Year 1 Monthly Maintenance and Support-Ricoh 8320S or equal	12.00000	MO	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
81112306			

Commodity Line Comments: Xerox Device Monitoring Agent: \$10.67 per month,
The monthly pricing will be \$10.67 per month, plus \$0.0039 per click. Both costs will remain fixed for 48 months.

Extended Description:

Year 1 Monthly Maintenance and Support-Ricoh 8320S or equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
16	Year 2 Monthly Maintenance and Support-Ricoh 8320S or equal	12.00000	MO	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
81112306			

Commodity Line Comments: Xerox Device Monitoring Agent: \$10.67 per month,
The monthly pricing will be \$10.67 per month, plus \$0.0039 per click. Both costs will remain fixed for 48 months.

Extended Description:

Year 2 Monthly Maintenance and Support-Ricoh 8320S or equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
17	Year 3 Monthly Maintenance and Support-Ricoh 8320S or equal	12.00000	MO	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
81112306			

Commodity Line Comments: Xerox Device Monitoring Agent: \$10.67 per month,
The monthly pricing will be \$10.67 per month, plus \$0.0039 per click. Both costs will remain fixed for 48 months.

Extended Description:

Year 3 Monthly Maintenance and Support-Ricoh 8320S or equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
18	Year 4 Monthly Maintenance and Support-Ricoh 8320S or equal	12.00000	MO	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
81112306			

Commodity Line Comments: Xerox Device Monitoring Agent: \$10.67 per month,
The monthly pricing will be \$10.67 per month, plus \$0.0039 per click. Both costs will remain fixed for 48 months.

Extended Description:
Year 4 Monthly Maintenance and Support-Ricoh 8320S or equal

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
19	Year 1 B&W Click Charges for Ricoh Pro 8320S	1.00000	EA	0.003900	0.00

Comm Code	Manufacturer	Specification	Model #
81112306			

Commodity Line Comments: Fixed for 48 months.

Extended Description:
Year 1 B&W Click Charges for Ricoh Pro 8320S

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
20	Year 2 B&W Click Charges for Ricoh Pro 8320S	1.00000	EA	0.003900	0.00

Comm Code	Manufacturer	Specification	Model #
81112306			

Commodity Line Comments: Fixed for 48 months.

Extended Description:
Year 2 B&W Click Charges for Ricoh Pro 8320S

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
21	Year 3 B&W Click Charges for Ricoh Pro 8320S	1.00000	EA	0.003900	0.00

Comm Code	Manufacturer	Specification	Model #
81112306			

Commodity Line Comments: Fixed for 48 months.

Extended Description:
Year 3 B&W Click Charges for Ricoh Pro 8320S

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
22	Year 4 B&W Click Charges for Ricoh Pro 8320S	1.00000	EA	0.003900	0.00

Comm Code	Manufacturer	Specification	Model #
81112306			

Commodity Line Comments: Fixed for 48 months.

Extended Description:
Year 4 B&W Click Charges for Ricoh Pro 8320S



State of West Virginia

Request for Quote: Cutsheet Production Printers with Maintenance & Support

October 8, 2025

Prepared By: Point of Contact for RFP:
Jane Johnson, Director of RFP Support Team
Jane.Johnson@xerox.com
814-360-7895

Major Account Executive
Douglas Sanner
Douglas.Sanner@xerox.com
724-856-1570

Director of Sales
Adam Petrick
Adam.Petrick@xerox.com
412-588-0404

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October 8, 2025

Toby L. Welch
Senior Buyer
2019 Washington Street, E.,
Capitol Complex Building 15
Charleston, WV 25305

Dear Toby:

Thank you for the opportunity to submit our proposal in response to the Request for Quote (RFQ) for Cutsheet Production Printers with Maintenance and Support for the State of West Virginia. We appreciate the chance to offer a comprehensive solution designed to meet your high-speed production printing needs with reliability, performance, and ongoing support.

Our Proposal

We are pleased to propose the Xerox Iridesse Production Press and Xerox PrimeLink B9136 to support your organization's diverse and demanding printing requirements:

- **Xerox Iridesse Production Press** – A high-speed color production printer capable of handling a wide range of paper sizes and stocks to support your variable print jobs. While it offers optional specialty inks such as metallics and clear for added print effects, our focus remains on delivering consistent, high-quality output with minimal downtime to keep your operations running smoothly.
- **Xerox PrimeLink B9136** – A reliable, high-speed black-and-white production printer optimized for bulk document production. It supports various media types and sizes and is engineered for durability and fast throughput, helping you maintain productivity without compromise.

Comprehensive Maintenance and Support

Our proposal includes a full-service maintenance agreement covering parts, labor, and supplies to ensure continuous, worry-free operation. Key features include:

- **Preventative Maintenance:** Performed after each service call to prevent unexpected breakdowns and extend equipment lifespan.
- **Consumables Management:** Proactive replenishment of supplies so you never run out mid-job.
- **TCRU Kits:** Inclusion of essential Total Consumable Replacement Units such as paper feed rollers, smoothing rollers, charger roller unit, drum cleaning unit, fusing cleaning unit, belt cleaning unit, transfer belt unit and fuser cleaning units—ensuring optimal print quality and reliability.

Why Xerox?

Xerox is committed to delivering solutions that enhance operational efficiency through:

- **Minimal Downtime:** Expert support and preventative maintenance reduce interruptions.
- **Flexible Media Handling:** Ability to print on different paper sizes and types to meet varied job requirements.
- **Customer-Focused Service:** Certified technicians and proactive monitoring for fast issue resolution.
- **Sustainability:** Energy-efficient designs supporting your environmental goals.

We look forward to the opportunity to partner with the State of West Virginia to provide dependable, high-performance production printing solutions that support your operational needs. Thank you for your consideration.

Sincerely,

Jane Johnson
Director of RFP Support Team

Company Overview

History

The roots of Xerox go back over one hundred years to our humble beginnings as the Haloid Photographic Company, founded in 1906 in Rochester, New York, to manufacture and sell photographic paper and equipment. Over the years, we have pioneered and brought to market many of the technologies and solutions used by office workers every day.



Chester Carlson's Invention

The use of electricity to transfer an image.

From the first xerographic image made in 1938 to breakthroughs in home and business computing during the 1970s, and our influence and leadership in shaping the current Managed Print Services (MPS) offering, we have consistently been at the forefront of innovation. Our “game changing” ConnectKey® Technology enables modern workers to leverage Xerox® Multifunction Devices (MFDs) to simplify the way work gets done in the office and on the go.

We are proud of our rich heritage of innovation and forward thinking in bringing to market MPS and solutions that help organizations work smarter. Through our innovation and market leadership, we have developed a strong industry reputation and recognizable brand with trusted competencies in printing and communications, both in the office and in the graphic communications and production print markets.

For additional information please read [The Story of Xerography](#) and [Chester Carlson and Xerography](#).

Xerox Today

At Xerox, our workplace technology is powering today's workforce to make work, work.

Xerox is a workplace technology company, building and integrating software and hardware for enterprises large and small. As clients seek to manage information and document workflows across digital and physical platforms, we deliver a seamless, secure, and sustainable experience. Whether inventing the copier, the Ethernet, the laser printer or more, Xerox has long defined the modern work experience and continues to do so with investments in artificial intelligence (AI), augmented reality (AR)-driven service experiences, robotic process automation (RPA) and other technologies that enable Xerox to deliver essential products and services to address productivity challenges of a hybrid workplace and distributed workforce.

Xerox is a \$6.9 billion technology leader with 18,200 employees, operating in over 145 countries. We serve clients of all sizes across North America, Latin America, Europe, Eurasia, the Middle East, Africa, and India—delivering solutions regardless of complexity or location count.

Xerox and Lexmark: Unlocking Opportunities Together

As Xerox proudly welcomes Lexmark into our organization, we are excited to offer your business an expanded portfolio of print and digital solutions backed by enhanced global support and industry-leading innovation. By combining decades of expertise from both companies, we can provide you with greater flexibility, a broader service network, and smarter technologies designed to increase your productivity and streamline your workflows. We look forward to partnering with you on this new journey and delivering value that empowers your business to grow and thrive in today's dynamic market.

Organizational Structure

Xerox Business Solutions is a wholly-owned subsidiary of Xerox Corporation.

- Our corporate headquarters are located at 201 Merritt 7, Norwalk, CT 06851-1056, P.O. Box 4505, Norwalk CT
- Xerox is a publicly traded company, listed on the Nasdaq Global Select Market (XRX) and the Chicago Stock Exchange. Our registration number is 16-0468020.
- Xerox is governed by a Board of Directors and Corporate Officers. We have operated under this structure for more than 115 years, dating back to the founding of the Haloid Photographic Company in 1906 in Rochester, New York. The company went public on April 17, 1936. In 1958, the name was changed to Haloid-Xerox, and in 1961, it became Xerox Corporation.



Xerox Business Solutions

DELIVERING DIGITAL TRANSFORMATION WITH THE CARE AND ATTENTION OF A LOCAL PARTNER.

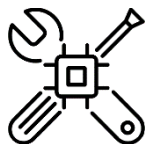
Our strategic mission is to help organizations and businesses improve the flow of work to enable greater performance, agility, and transformation. Staying true to our roots, **Xerox Business Solutions** solves business problems through diverse services, innovative technologies, and the expertise of local service and support. Our objective is to be the provider of choice for all our customers' business technology needs.

- We are your local partner for growth, efficiency, and productivity
- Local and live remote service to resolve problems, regardless of where your work is being done
- National and global reach as a division of Xerox Corporation
- We're here when you need, wherever you need us

Solutions to Support You



Local support team available for immediate assistance



Simple preventative maintenance routines to keep machines at peak performance



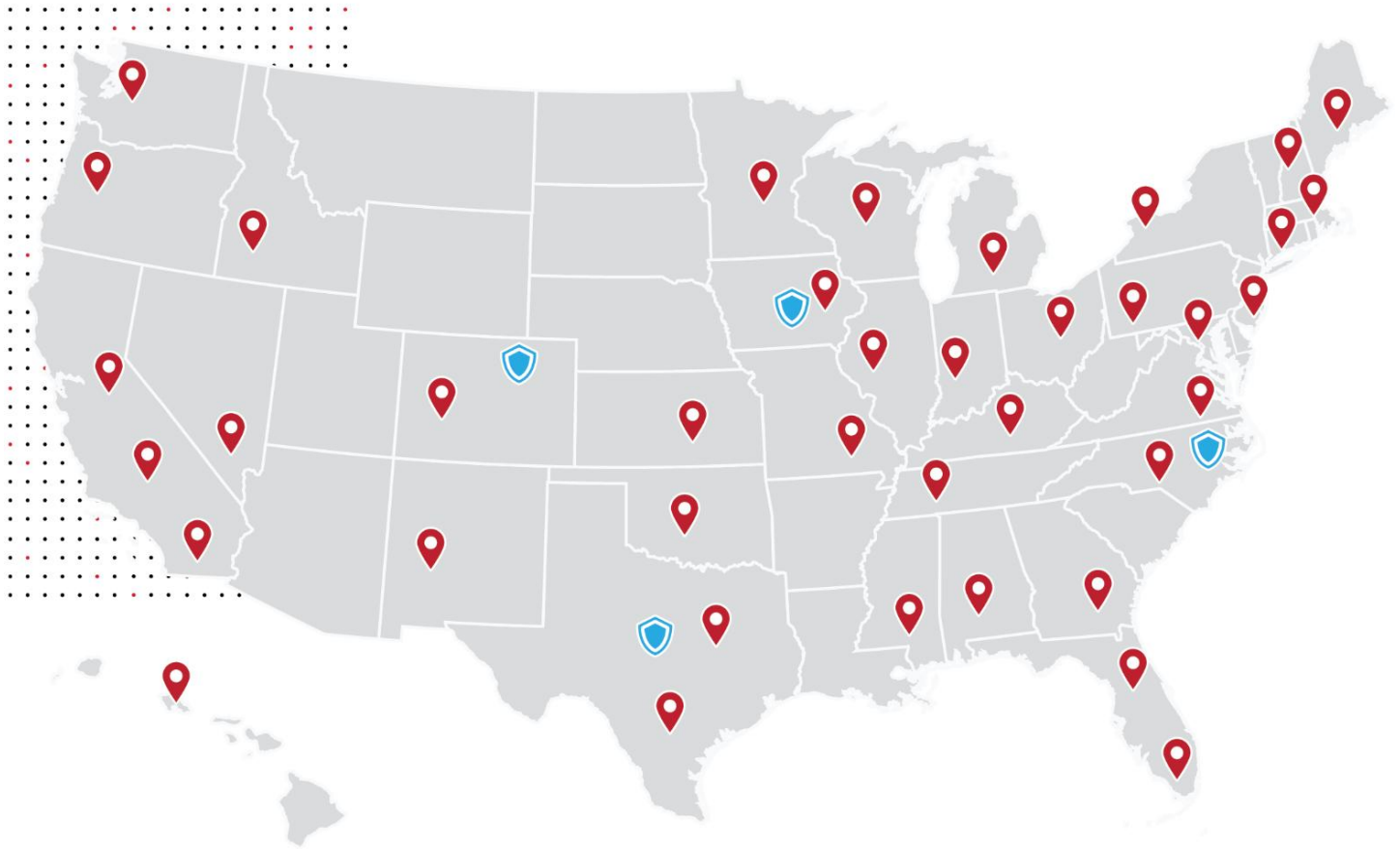
Fully stocked inventory to service your machines quickly



Auto Supplies Replenishment and meter reads

A LOCAL PARTNER YOU CAN RELY ON

Local Presence, National Reach and a Global Identity



Xerox Business Solutions Office



Network Operations Center

Our teams are passionate about creating local relationships that go beyond a simple product. We are committed to guiding local businesses of all types and sizes towards making a digital transformation in the way they work.

Xerox Business Solutions provides a level of local account management that cannot be beat.

Focus on what you do best, we'll take care of the rest

360 Assessment



1. DEFINE

We want to understand your company culture to ensure we are able to accurately assess your organization. In the first meeting, we define the 360 Assessment and gather information on the strategic direction and objectives of your company.



2. MEASURE

Get clear visibility into your current technology and workflow infrastructure. We work with you to set the baseline measures aligned with your strategic direction.



3. ANALYZE

Working with your team, integrated tools and techniques are used to collect and analyze data in these core areas over a defined period of time:

- Review Workflow
- Study Sustainability
- Mapping and Technology Inventory
- Analyze Usage
- Capture Costs



4. IMPROVE

We walk through co-authored improvements for sustainable working practices. In many cases we are able to reduce workflow expenditures by up to 30%. Together, we develop guidelines for achieving your best workflow processes and true optimizations.



5. CONTROL

Our suggested recommendations are built on actual data, not estimates or projections. We provide you with an action plan establishing critical metrics so you can continuously monitor, control, and analyze results for ongoing improvements.

Our Team of Experts

Dedicated to State of West Virginia

Jane Johnson, Director, RFP Support Team

Phone: 814-360-7895, Email: Jane.Johnson@xerox.com

Jane Johnson has 20 years of sales experience, 10 of which are in the Document Management industry as a Strategic Account Manager and a Major Account Manager. She began her career at Xerox Business Solutions in 2017 and is currently our Director of the RFP Support Team, where she oversees a team specializing in supporting major accounts. Jane responds to all RFPs and large proposals for Xerox Business Solutions including bids for MFP fleets, Print Management and Document Software. Jane has over 24 years of experience with building relationships and providing value to clients so they can achieve their goals.

Project Responsibilities:

- Point of authority for contract
- Ensures RFP objectives are met
- Ensures Service Level Agreement is upheld

Adam Petrick, Director of Sales

Phone: 412-588-0404, Email: Adam.Petrick@xerox.com

Adam joined the Xerox team in August 2013 and has held several leadership roles over the years, including Individual Contributor, Supervisor, Manager, and currently, Director of Sales. He supports sales teams across Western Pennsylvania, Harrisburg, and West Virginia. Adam is passionate about helping organizations make informed decisions around technology and workflow optimization. He lives in the South Hills of Pittsburgh with his wife Cheryl, their two children, Dominic and Kaylee, and their miniature poodle, Lily.

Project Responsibilities:

- Act as a senior point of contact for key clients
- Provide coaching, resources, and strategic guidance to the Account Executive
- Oversee Service Quality and Retention Initiatives
- Manage Escalations and Critical Issues

Douglas Sanner, Manager Account Executive

Phone: 724-856-1570, Email: Douglas.Sanner@xerox.com

Douglas Sanner joined Xerox Business Solutions in 2025 as a Major Account Executive. He has over 10 years experience within the office products industry working in Sales Management including SLG, Education, and Manufacturing verticals. Douglas has successfully developed and managed new accounts with a focus on customer service, implementation, account management and building long term relationships including sharing new strategies to help advance his customer's growth and solve their challenges. Douglas has working knowledge for implementation processes and will act as point of contact for project planning through implementation and training.

Project Responsibilities:

- Acts as Primary Account Manager.
- On-site to ensure implementation benchmarks are being met.
- Main on-going point of contact that will work with all internal resources to meet needs.
- Ensures quarterly business reviews are set and that all parties are present, including all required reports

Please Note:

Additional resources may be assigned to the project following contract signature, depending on agreed upon project requirements and availability of resources.

Our Team of Experts

Dedicated to State of West Virginia

Derek Lawrence, Production Inkjet Specialist

Phone: 267-424-0872, Email: Derek.Lawrence@xerox.com

Derek joined Xerox Corporation in 1989 and has held various positions within the Company, in Sales and Sales Management including SLG and Government accounts, as well as Regional Service Leadership . He has over 36 years of experience within the Production product industry. Derek has successfully supported and managed Xerox portfolio of Production Presses with a focus on customer service and implementation. Derek supports the account management team and building long term relationships providing and sharing new strategies to help advance customer's growth and solve their challenges. Derel has working knowledge for implementation processes and will support the team for project planning through implementation and training.

Project Responsibilities:

- Portfolio Support Specialist.
- Provide direction and project management for implementation.
- Works with the team to provide quarterly business reviews are set and that all parties are present, including all required reports

Please Note:

Additional resources may be assigned to the project following contract signature, depending on agreed upon project requirements and availability of resources.

Digital Printing Solutions for Production Print

We offer the broadest digital printing press portfolio of cut-sheet digital presses and production printers on the market. Xerox Sheet-fed digital presses are ideal for graphic communications and commercial print providers' high-speed, high-volume printing applications, including publishing, transaction printing, direct mail, packaging, and photo publishing.

High-volume production inkjet presses are the fastest-growing sector of digital printing. They can help you capitalize on color books, personalized catalogs, trans-promo, and direct mail. Our inkjet presses and continuous feed printers — including the industry's first entry production inkjet portfolio — are modular to grow with your business.

History of Firsts

We have a history of transforming print processes. We invented Xerography. We pioneered the DocuTech market, the iGen market, variable information printing, and the Beyond CMYK market—all in the name of capturing new business and new opportunity for our production print customers.

It's not overstating it to say that we have **molded much of what the industry is today**. In fact, after looking at all these “firsts,” it could be argued that our competitors are all followers.

Here's a look at some of the biggest impacts we have made on the graphic communications market, and the technologies that have initiated those transformative changes:

- **World's first production Print on Demand System:** DocuTech
- **First—and fastest—Variable Data Printing capability:** VIPP + DocuSP
- **First to introduce offset quality color print on demand digital cut sheet press;** most automated production print platform: iGen3 Press
- **Most advanced, rules-based, intelligent workflow automation:** FreeFlow Core
- **Introduction of cut sheet inkjet** to democratize the inkjet opportunity: Baltoro
- **First 6-color press with digital embellishment capability** for Beyond CMYK printing: Iridesse Production Press
- **Expansion of Beyond CMYK printing** via affordable accessory kits: Adaptive CMYK+ Technology
- **Expansion of inkjet quality:** Baltoro Color Accelerator Module
- **Democratization of Advanced Analytics and AI (AAAI)** through multiple productivity solutions such as PredictPrint Media Manager Software and CareAR Assist

We have not stopped here. Going forward, we are on a mission to continue transforming the print industry so you can continue to grow.

Purposeful AI outsmarts complexity, so every work moment is optimized.

Our use of AI is purposeful—and powerful.

It supports better work at virtually every turn. AI and smart automation is integrated across our portfolio of hardware and software technologies in different ways to maximize the value each solution delivers for all the different clients we work with. It is also the backbone of our global service delivery infrastructure, where predictive AI helps keep all those technologies running smoothly.

And when your people work better, your organization works better, putting strategic goals in closer reach.

AI plays a crucial role here as well. Our service delivery AI predicts potential issues, offering recommendations on how to prevent them and identifying the necessary parts.

Awards

Keypoint Intelligence has announced that Xerox is the recipient of several Buyers Lab (BLI) awards. This recognition highlights the enduring strength of Xerox's value proposition, as we continue to deliver a comprehensive range of hardware, software, and services to the market. Our offerings include best-in-class printers, innovative apps, Xerox Workplace Cloud, DocuShare, Content Hub, Managed Print Services for the Home Worker, vertical solutions, and more.



Production

- 2023-2024 BLI Pacesetter Award in Sustainably Production Workflow (XMPie, A CareAR Company).
- 2023-2024 BLI Pacesetter Award in Print Applications: Color Embellishments B3 Cut Sheet.
- 2022 BLI Pro Award in the following:
 - Xerox Versant 280 Press with EFI Fiery 280 Print Server for Outstanding Mid Volume CMYK+ Production Device. (60th Anniversary).
- 2021-2022 PaceSetter in the following:
 - Leader in Document Imaging Security for Production.
 - Print Applications: Market Expansion.
 - Smart Print Manufacturing.
- 2022-2023 BLI Pacesetter Award in Sustainability. Production.

Remote Service & Support Technology in Augmented Reality

- 2024 Pick Award for Outstanding Remote Service & Support Technology - Xerox & CareAR.
- 2023-2024 BLI Pacesetter Award in Remote Service – North America (Xerox & CareAR)


Xerox Certifications or Accreditations

Security Certifications

Common Criteria Certification	Common Criteria Certification provides independent, objective validation of the reliability, quality, and trustworthiness of IT products. It is a standard that customers can rely on to help them make informed decisions about their IT purchases. Common Criteria (aka ISO 15408) sets specific information assurance goals, including strict levels of integrity, confidentiality, and availability for systems and data, accountability at the individual level, and assurance that all goals are met. Common Criteria Certification is a requirement for hardware and software devices used by the federal government on national security systems.
FIPS 140-2	All hardware and software components that are used by government and other key industries for the purpose of collecting, storing, transferring, sharing, and disseminating sensitive but unclassified information are required to be FIPS 140-2 certified. FIPS 140 is a series of coordinated requirements issued by the National Institute of Standards and Technology (NIST) to validate the product's level of security depending on its intended use.
Trellix Security	<p>Built-in Trellix security provides protection against intrusion from within Xerox MFPs built on Xerox ConnectKey® Technology. Two levels of protection are offered.</p> <p>Trellix Enhanced Security is standard and allows only an approved, predefined list of applications, code, and software files to run on the device. This Trellix agent is Xerox factory installed and it monitors in the background for any changes to Xerox factory default system applications used to operate the device.</p> <p>Trellix Integrity Control is an optional, commercial application that supports a higher level of whitelisting and change control or dynamic whitelisting. This protects the device's executable files from tampering and identifies trusted sources, controls what can change, who can change and when it can change.</p>

Xerox Certifications or Accreditations

Environmental Certifications

Energy Star® 	<p>The U.S. Environmental Protection Agency has recognized Xerox as a 2024 ENERGY STAR® Partner of the Year for Sustained Excellence, the highest honor given by the program. This award reflects Xerox's consistent commitment to energy efficiency and environmental leadership.</p> <p>To learn more about the ENERGY STAR awards, Click here.</p>
Blue Angel	<p>Based in Germany, Blue Angel was the world's first certification for environmental friendliness. Its purposes are to promote ecological awareness and to guide environmentally conscious consumers to the most ecologically sound products.</p>
EPEAT®	<p>EPEAT (multiple countries) is a global registry for environmentally friendly electronics for purchasers, manufacturers, resellers, and others wanting to find and promote environmentally preferable products. EPEAT uses a self-declaration and rigorous verification system to ensure the products conform to the established criteria. Once products are added to the registry, EPEAT uses independent experts to verify that the products meet the selected criteria as claimed. All Xerox® products listed in this document are EPEAT-certified in the U.S. Various products are also certified in additional countries. For more information, go to www.epeat.net.</p>
FSC and PEFC Certification	<p>As part of its long-standing commitment to preserve biodiversity through responsible forest management and to provide customers with 'greener' paper choices, Xerox earned 'chain of custody' certification from both the Forest Stewardship Council (FSC) and the Program for the Endorsement of Forest Certification (PEFC).</p> <p>These certifications confirm that Xerox paper products carrying the FSC or PEFC logo have been manufactured using raw materials harvested from certified sources, controlled wood sources or post-consumer reclaimed sources. FSC- and PEFC-certified products can be tracked from harvest through distribution.</p> <p>Xerox's FSC certification was awarded by the Rainforest Alliance, an international non-profit conservation organization that is the world's leading FSC certifier of forestlands. FSC certification ensures responsible use of forest resources and is the Global Benchmark for Responsible Forest Management. PEFC certification was awarded by certifiers NEPCo and BMG Trada Certifying. For additional information please refer Efficient Use of Paper at Xerox.</p>
Eco-label Programs	<p>Many Xerox products meet or exceed the requirements of the world's most widely recognized certifications for product environmental performance - the international ENERGY STAR and Canada's Environmental Choice EcoLogo eco labels. Xerox's eco label products provide environmental benefits without compromising performance, quality, or reliability. And the energy- and paper-saving features of these machines bring value, efficiency, and flexibility to your work environment.</p>

ISO Certifications

ISO 9001/ 14001/27001	<p>ISO Certifications are site specific. Xerox has achieved and maintained certifications in ISO 9001, ISO 14001 and ISO 27001 at many Xerox facilities and locations throughout the world. We can expand on our certifications for various facilities upon request, if necessary, based on your scope of work and business requirements.</p>
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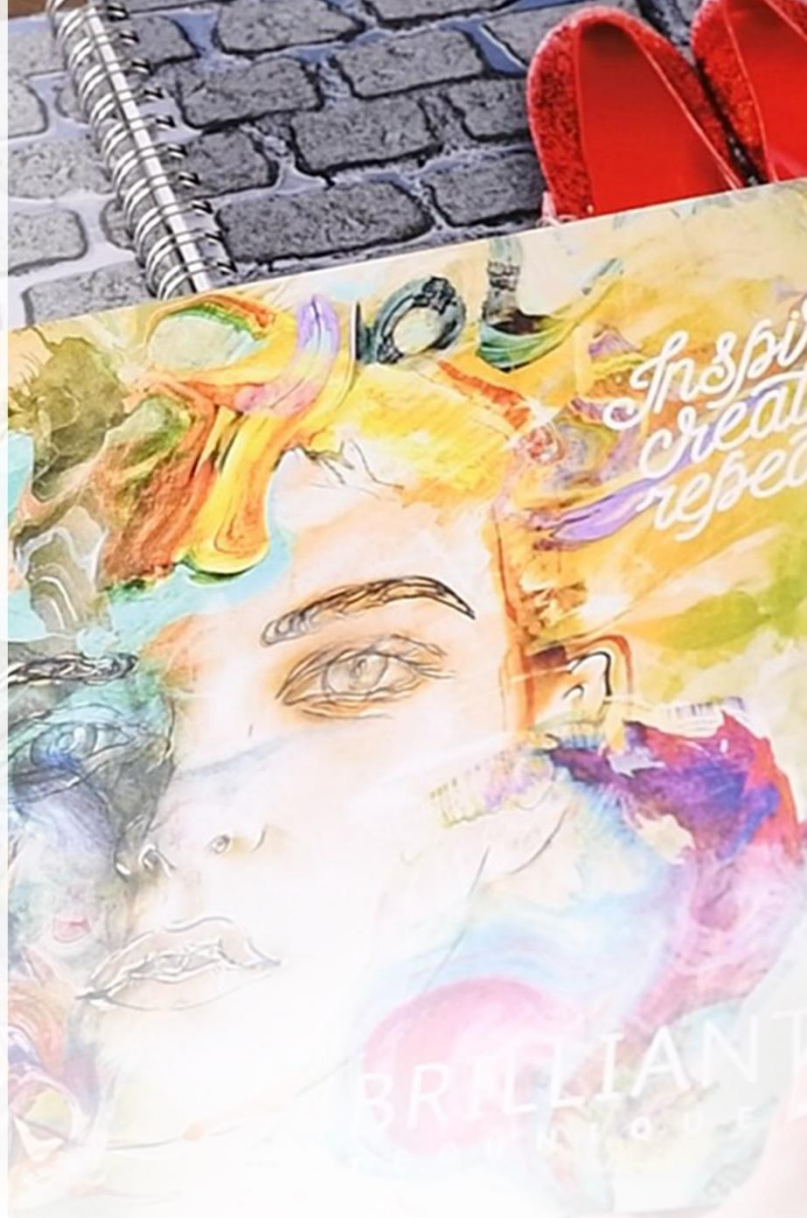
End-to-End Print Shop Solutions Designed for the State of West Virginia

Xerox Production Printing

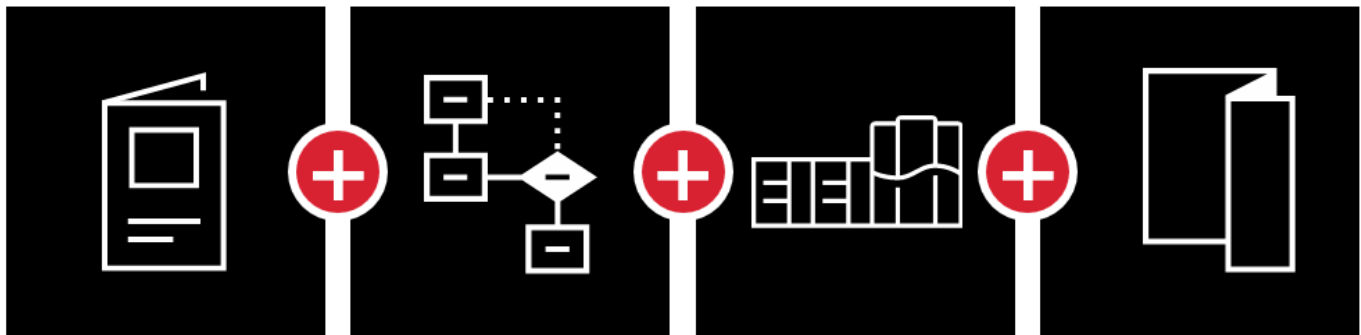
UNMATCHED COMMERCIAL PRINTING SOLUTIONS FOR ANY BUSINESS.

Dream it, then print it. Xerox Production Printing delivers unmatched image quality and automation while opening doors to new revenue streams with the ability to print on packaging and utilize gold, silver, white and clear inks with CMYK+ technology.

Production technology can help **deliver the brilliant color and quality your customers expect**. The unique capabilities of Xerox digital printing solutions can help you captivate and meet the changing needs of your customers.



AUTOMATED, INTEGRATED WORKFLOW



Personalization
to Create It

Workflow to
Manage It

Technology to
Produce It

Finishing to
Fulfill It

AN EFFICIENT END-TO-END SOLUTION

Xerox Digital Printing Press

Xerox digital production presses like the PrimeLink B9136 and Iridesse Production Press set the benchmark for productivity, quality, and sustainability in demanding print environments such as those operated by the State of West Virginia. Engineered to efficiently handle a wide range of print volumes and media types, these presses feature advanced automation and environmentally responsible technologies—including energy-saving modes and waste reduction systems—designed to maximize uptime, minimize environmental impact, and support your mission to deliver exceptional print quality with operational efficiency.



Xerox PrimeLink B9136 Copier/Printer

Production ready, office-friendly black and white.

- B&W MFP with support for 13 x 26 in. (330 x 660mm) banner printing.
- Endlessly configurable – feeding, finishing, and Digital Front-End options to fit every print environment.
- A wealth of production-friendly, office-ready features including workflow apps and built-in security.
- Copy, print, scan, email.
- Print speed: up to 136 ppm.
- Recommended average monthly volume: 70,000 – 700,000 pages per month.
- Finishing: Binder, Booklet Making, Cutting, Slitting, and Folding, Finisher, Folder, Hole Punch, Stacker.

Additional [Xerox PrimeLink B9100 Series](#) information is available online.

To view the list of our Security and Sustainability Certifications, please refer to [Xerox Office and Light Production Products](#).

Note: Photo above may not match final configurations selected by the State of West Virginia

Xerox Digital Printing Press

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Xerox Iridesse® Production Press

Powers a more brilliant future by delivering more “wow” impact per printed page through digital specialty enhancements.

- Up to six inline print stations that print in a single pass, at rated speed, with spot on color-to-color registration.
- Optional White, Clear, Silver, Gold, and Fluorescent Pink Specialty Dry Inks for enhancements and Media Expansion Low Gloss Clear.
- Full Width Array, a powerful Xerox-exclusive technology that baselines the press to expedite time to production.
- Optimal performance with mixed-stock jobs supported by Mixed Media Xceleration (MMX).
- Additional high-capacity feeders and inline finishing solutions—finish landscape booklets inline using extra-long sheets (XLS).
- Up to 120 ppm.
- Up to 475K pages/month.

Additional [Xerox Iridesse® Production Press](#) information is available online.

Note: Photo above may not match final configurations selected by the State of West Virginia

Device Monitoring Software



Embedded Device Management Software Provided Free of Charge:

Xerox Device Agent (XDA) provides automated device meter reads, supplies, and status for effective management of your print devices, including auto supply replenishment. Proactive alert monitoring and remote problem resolution optimize your output environment for maximum uptime. This device management interface offers a dashboard view of key printer data and metrics at a glance, such as device model, IP address, serial number, device status, and primary toner and ink levels. When used with Xerox Services Manager, this powerful integration delivers an industry-leading service solution for your enterprise.

Vendor neutral view of print activity to networked devices enables accurate, timely and informed asset management decisions.

Supply and troubleshooting needs are quickly identified through alert features and dashboard views.

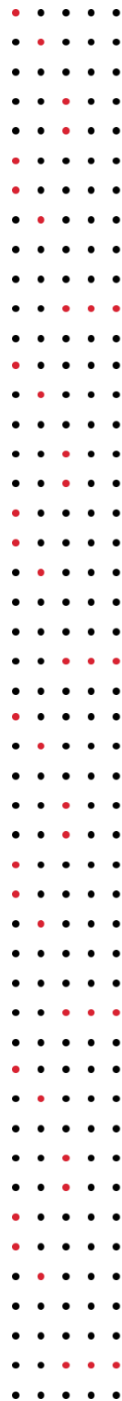
Seamless integration into your existing IT environment without additional software or third-party plug-ins.

Remote diagnostics and troubleshooting allow administrators to efficiently perform vital tasks from a remote site.

Key benefits:

- Single solution available to download on a workstation or server
- Intuitive wizard-based installation and set up takes approximately 15 minutes
- Can Xerox and non-Xerox devices
- Built in auto-reconnection that brings dropped-off devices back online
- Auto-discovery of newly installed devices
- Easy navigation to view and manage all networked devices
- Allows you to configure alert-message pop ups and emails
- Enables you to download device data into a single file extract
- Significantly improved connection reliability
- Works with products already registered via Device Direct method
- Automatic version upgrades available

Implementation and Training



Implementation

Xerox uses a phased delivery approach to deploy the necessary hardware and software tools and establish the appropriate support structure. These activities run in parallel and overlap with each other accordingly. The details within each of these six phases will be jointly customized by both State of West Virginia and Xerox to enable a smooth transition of services and long-term end user satisfaction.

The implementation tasks will involve various key processes and tasks, including verifying current equipment specifications, scheduling equipment deliveries, outlining equipment operation training for TCs end-users, and ensuring internal Xerox teams are prepared to support all sites according to the project plan schedule. A communication plan will be established, identifying key contacts, establishing communication frequencies, documenting implementation requirements through meetings, and refining the project plan with your input. Status and progress reports will be conducted through regular meetings, assessing progress, and providing performance feedback.

Phased Delivery Approach



- **Phase I** – Planning (Develop a Transition Project Plan).
- **Phase II** – Infrastructure Deployment (Setup Account & Fleet Management Infrastructure).
- **Phase III** – Discovery (Analyze - Due Diligence / Future State Analysis).
- **Phase IV** – Optimize (Right Size / Refresh Fleet).
- **Phase V** – Manage (Operate Fleet).
- **Phase VI** – Monitor & Report (Monitor and Report on Fleet Metrics).

Training

Xerox offers flexibility to engage in training when and where it is convenient for the user. Internet-based, on-demand training sessions are available 24/7 at Xerox Online Training and provides our customers with the ability to initiate training when and where they require, using Mac devices as well as other industry standard devices such as iPads, smart phones, and other mobile devices. After your equipment is delivered, we will provide easy instructions to access the online training.

From the basic to the more complex, our professional instructors are dedicated to teaching your employees how to maximize the effectiveness of your Xerox printing and workflow solution. Training programs can 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. Training 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.
- **Your Productivity** – Learn how your Xerox solution can be used to enhance your document management workflow to enable maximum productivity.
- **Your Environment** – Learn how you can realize maximum value from your Xerox solutions within your current technical and workflow environment.

Meter Reading and Invoicing

Meter Reading

Xerox Device Agent (XDA) is a device management tool that provides information for both Xerox and non-Xerox devices. XDA can discover and monitor printing devices and offers an optional dashboard user interface.

Invoicing

Xerox Business Solutions will provide a monthly invoice for all equipment and shall include items specified by the State of West Virginia.

- Invoice date and number
- Purchase order number
- Separate Location, make, model and serial number for each copier billing
- Current and previous reading
- Date of meter reading

All financial records pertaining to the contract will be made available to the WV upon request.

Quarterly Business Reviews



Quarterly Business Reviews (QBR)s are a critical element of our Xerox Account Management model to ensure our effective service delivery, continual alignment to WV's objectives, and the timely resolution of issues without affecting service to your employees.

Maintaining continuous and open communications with our clients is a fundamental component to building a strong, productive, and mutually beneficial relationship. Regular communication with WV is the vehicle for anticipating your changing business needs

The QBR meetings will be a mix of operational and strategic innovation content with the primary purpose of:

- Reviewing service level reports, trends, and overall services performance.
- Reviewing the progress of and/or the resolution of previously discussed open issues.
- Reviewing services relative your strategic goals.

The QBR provides summary output to the Annual Strategic Review (ASR), where we discuss:

- Annual performance review.
- Innovation proposals and opportunities.
- Major business and technology changes affecting services delivery or effectiveness.
- Other topics you would like to discuss.



Pioneering a Circular Economy

Xerox has been at the forefront of circular economy, pioneering a comprehensive approach to design for sustainability and circularity. Since 1959, we have embedded circularity in our products, addressing impact across the entire lifecycle. Our commitment extends beyond product design to raw materials and manufacturing, use and maintenance and end-of-life management. Our vision is to create waste-free workplaces where resources are conserved, and circularity maintained.

Waste as a resource	The Xerox Supplies Recycling Program provides a collection and reuse/recycling program for spent consumables. Collected toner from spent cartridges is used for color additives as well as returned to Xerox for reprocessing. The Xerox Product Takeback and Recycling Program efficiently manages equipment at end-of-life, thereby diverting material from landfills and reducing the demand for raw materials.
Design for the future	<div>This approach ensures that our products and packaging placed on the market today can ultimately be reused, fit end-of-life management processes, and meet client needs in the future. Our comprehensive Design for the Sustainability approach engages design teams in all phases to innovate for the circular economy. Our packaging design goes beyond regulatory requirements by prioritizing a “reduce, reuse, recycle” strategy.’</div> <div>Nearly 100% of leased Xerox equipment is returned for optimized end-of-life processing.</div>
Adaptive Business Model	Xerox has an adaptive, leased product business model through which we can guarantee nearly 100 percent of the equipment is returned for optimized end-of-life processing. This model also ensures that our design process prioritizes equipment longevity and reuse, allowing for efficient recycling.
Consumables Takeback and Recycling	Our Xerox Supplies Recycling Program initiative, as previously noted, is a collection and reuse/recycling program for clients for their used imaging supplies. and is central to our commitment to waste-free products. More than thirty-five countries currently participate in the Xerox Supplies Recycling Program.
Remanufactured Products and Consumables	<ul style="list-style-type: none">• Returned products are sorted, and items suitable for remanufacturing are cleaned, inspected, and then remanufactured.• Remanufactured consumables, containing an average of 90 percent reused/recycled parts, are built, and tested to the same performance specifications as new products. Items that are not suitable for remanufacturing are recycled or recovered through energy from waste. Recycled waste toner and toner reclaimed from manufacturing that qualifies for reuse may account for 25 percent of the weight of new toner without compromising toner functionality. Reusing waste/reclaimed toner saves several million dollars in raw material costs each year. Of the toner that cannot be reclaimed 75 percent is recycled by our consumables recycling partner, while the remaining volume is utilized at energy from waste facilities to generate steam and electricity.



Equipment and Parts Takeback and Recycling.	<p>We have developed a comprehensive end-of-life product takeback system, which processes assets through remanufacture, refurbish, parts reuse, recycling, or broker sales, each of which fully supports our waste-free initiatives. Our reverse logistics center is certified to R2, demonstrating our commitment to responsible management of end-of-life equipment and consumables.</p> <p>We are committed to collecting and reusing equipment at the end of its useful life. Our equipment reuse is guided by the following:</p> <ul style="list-style-type: none">• Reuse of complete end item/used equipment: Equipment returns are evaluated for potential reuse. Based on the condition and market demands, equipment may be put through an extended maintenance and verification process to return it to a high standard before redeploying it. This approach requires the least reprocessing, transportation, and energy usage.• Remanufacturing or conversion into a newer-generation product or part: Equipment is subjected to the following factory processes: (1) disassembly to predetermined standards established by Xerox for each model; (2) cleaning; (3) refinishing; (4) inspection and testing to new machine standards; (5) replacement of worn components with new, reconditioned, or reprocessed components; and (6) installation of all retrofits designated by Xerox.• Reuse of major modules, subcomponents, and parts for spares or manufacturing: Many machines that have outlived their useful life are stripped of usable parts and components before the scrap/reclaim process. Used spare parts returned from the field are also included in this reuse stream. Xerox has continually been increasing the number of reused components in upstream and downstream processes after the original machine has been designated for recycling.• Material recycling: After the processes noted above have been followed, any remaining portion of a machine is stripped of any recyclable material (e.g., plastics, copper wire) and material requiring special disposal services, such as printed wire boards, batteries, and lamps. The remainder of the machine is then sent to an industrial reclaim facility.
E-Waste	<p>While Xerox has long been committed to responsible end-of-life management of equipment, the proliferation of e-waste regulations has created a need for many separate programs in different countries and even states. We carefully manage suppliers that provide recycling and waste disposal services to ensure that our clients' returned equipment is protected from data breaches and improper disposal. Xerox does not allow its vendors to send electronic scrap to developing nations for processing. In addition, we strive to work only with electronic waste recyclers that have implemented voluntary programs certified by accredited organizations, including Sustainable Electronics Recycling International's (SERI) Responsible Recycling (R2) standard or the Basal Action Network's e-Stewards standard. Xerox has received the U.S. EPA Sustainable Materials Management GOLD Award for its responsible end-of-life processes.</p>

Maintenance and Support

Service Specifications

Xerox Full-Service Maintenance Agreement is a comprehensive support program designed specifically for high-volume production print environments. It covers all aspects of your production printing needs—including service, maintenance, supplies (excluding paper and staples), and software support—ensuring peak performance and minimal downtime for your Xerox Production Press and related devices.

Our program includes:

- **All-inclusive coverage:** Includes all toner, replacement parts, preventive maintenance and break/fix labor
- **Expert On-Site Support:** Fast response from certified production technicians, with **95% of service calls responded to within 4 business hours**, measured fleet-wide over a quarterly average.
- **High Availability Standards: Equipment uptime performance of 95% or higher**, often exceeding SLA benchmarks across large fleets.
- **Remote and Proactive Support:** Includes remote troubleshooting for print issues, driver configuration, and device monitoring to resolve issues quickly.
- **Software and Workflow Support:** Integration assistance, print server configuration, and support for job automation and color management.
- **Ongoing Training:** On-site and in-service training sessions led by Xerox Business Solutions trainers to maximize user knowledge and productivity.
- **Xerox Software Tools:** Supply-level monitoring, auto-replenishment, and fleet insights through dashboard visibility.
- **Performance Reviews:** Regular business reviews with detailed reporting on service levels, uptime, and optimization opportunities.

With Xerox's Full-Service Maintenance Agreement, you gain a dependable support structure that keeps your operation running smoothly. The result is a streamlined, cost-effective print environment that empowers your staff, protects your investment, and enables you to meet even the most complex production demands with confidence.

Predictive Fleet Maintenance

We have the capability to remotely monitor toner and supply levels on our production devices and proactively manage replenishment when levels run low. All networked devices will be connected through Xerox Remote Services, which securely transmits usage data to Xerox's servers in real time. This allows us to receive alerts for low toner levels and, when enabled, automate the ordering process—helping to keep your operation efficient and minimize downtime.



Preventative Maintenance

Xerox products, especially multi-function devices (MFDs) and production presses, are built on platforms that eliminate the need for incremental preventative maintenance. Xerox Software Tools provides proactive monitoring that fix up to 70% of device issues without the user even knowing there was an issue. If on-site service is needed, the Xerox Technical Service Representative diagnoses and repairs any current concerns and then follows several steps and processes to replace any parts they deem are worn or may cause a future service incident. These steps and processes address preventative maintenance on your equipment to ensure you are able to achieve maximum uptime and efficiency.

Technical Support Department Overview

Xerox Business Solutions will provide remote support with a certified Helpdesk/Copier Analyst with remote access software during normal business hours, Monday through Friday 8:00 am to 5:00 pm EST.

Requests for break/ fix service may be made through the following channel categories:

Xerox Business Solutions Technical Support Hotline: (800) 321-4846, Option 2

Xerox Business Solutions Webpage: www.xeroxbusinesssolutions.com/en-us/0005-service-request

The Xerox Business Solutions Call Center Representative act as a single point of contact for all IT and Copier service-related issues and provide support for:

- Reconfiguration of required network protocols (TCP/IP, DNS, etc.) Reconfiguration or installation of additional print drivers for new computers or print servers added after the initial setup
- Configuration and troubleshooting of EFI Fiery server settings to optimize print workflows and color management
- Basic image quality recalibration for all print documents to maintain consistent output
- Remote diagnostics of system fault codes for both the press and Fiery controller
- Firmware and software updates for the press and Fiery server to ensure peak performance and security
- Assistance with RIP queue management and job processing issues on the Fiery controller

Xerox Business Solutions can even assist your helpdesk with all necessary information or resources needed to resolve any issue. If our Helpdesk analyst cannot resolve any issue within a timely manner or determines that a Network Analyst is required on-site, one will be dispatched to the location. Physical network connections, cabling and network administration is provided by the client.

Xerox provides benchmark service for our customers, and we ensure all our technicians are trained to deliver the services our customers need.

Our Learning & Development team develops and delivers training to ensure **Technical Service Representatives (TSRs) are certified to offer service at the highest standard.** Learning for our TSRs covers baseline industry skills, including electric, mechanical, safety, print, IT, and customer service, as well as specific Xerox technical product and software training.

Training is delivered using the most appropriate platform for the training, including e-learning, instructor-led, or blended sessions. We have global training locations in the US, Canada, UK, and France to ensure our technicians have access to equipment and expert instructors.

TSRs must pass an assessment at the end of the Xerox product and technical eLearning. During instructor-led learning, TSRs are assessed daily to validate their skills before achieving their end-of-course certification. TSRs also complete regular technical training. All learning is recorded in our Xerox Learning Management System to ensure our employees have access to a transcript of certifications, assignments, and planned learning. Even after they have completed their formal training, TSRs participate in knowledge-sharing, best practices, and other areas to improve their skills.

Xerox Service Advantages for In-Plant Print Shops

Xerox understands the vital role that the in-plant print services center plays for the State of West Virginia—delivering essential course materials, research publications, recruitment collateral, and event programs promptly and with uncompromising quality. Our advanced service modules are designed to maximize uptime, streamline workflows, and empower operators, ensuring your print services center functions as a strategic asset supporting the State's diverse printing needs.

CareAR® – Augmented Reality Service Support

- Real-time visual support gives shop operators immediate guidance.
- Speeds up issue resolution without waiting for on-site service.
- Keeps essential print jobs on schedule to support the operational needs and events of the State of West Virginia.



Predictive AI Service

- Intelligent monitoring detects potential problems before they affect a job.
- Prevents costly delays by proactively keeping devices production-ready.
- Ensures smooth operation during peak demand periods like semester start-ups and graduations.

Xerox Quick Resolve

- Embedded, AI-driven assistant guides operators step-by-step through common fixes.
- Reduces dependency on IT and keeps print jobs moving without interruptions.
- Empowers shop staff to handle daily challenges confidently.

Xerox Customer Operator Program (COP) Training

- Tailored training equips print shop staff with advanced operational skills.
- Reduces reliance on external service for routine adjustments and maintenance.
- Enables faster turnaround of print jobs, supporting the State of West Virginia's operational and event requirements more efficiently.



Why It Matters for the State of West Virginia

✅ **Operational Reliability:** Ensures uninterrupted service for high-volume, time-sensitive jobs.

💰 **Cost Control:** Predictive tools minimize costly downtime and protect tight budgets.

🧠 **Staff Empowerment:** Operators gain confidence and autonomy, reducing IT strain.

🏛️ **Organizational Impact:** Enhances the State of West Virginia's ability to deliver professional-quality materials that reflect its commitment to excellence and public service.

Proposed Exceptions and Clarifications

REQUESTED EXCEPTIONS TO TERMS
Request for Quote for Cutsheet Production Printers
with Maintenance & Support

Basis of Offer

In accordance with page 19 Section 22 (EXCEPTIONS AND CLARIFICATIONS), below please find our proposed exceptions and clarifications. This document explains those differences that are related to terms and conditions.

We acknowledge your right to negotiate and approve the terms and conditions of any contract that you enter into, and we respectfully reserve the same right. Therefore, any acknowledgements made by either of us are qualified by the right to negotiate mutually acceptable terms following award.

Please note that our team is prepared to discuss our proposal in detail and adjust our proposed equipment, support services, and/or price offering based on the final requirements. Upon award of this Solicitation, we agree to negotiate in good faith towards a final contract that incorporates the mutually agreed-to terms from the Solicitation, our proposal including our Additional Terms and any other negotiated item(s).

Term & Section	Language
Agreements	<p>As part of our proposal, we respectfully submit templates for both the Lease Agreement and the Sales and Service Agreement, which we propose shall serve as the definitive agreements under any resultant award.</p> <p>The Lease Agreement is provided through our designated third-party Lease partner. A complete copy of the Lease Agreement is attached for review and consideration. This document establishes the contractual framework for equipment leasing and is designed to ensure compliance with industry standards, clarity of obligations, and enforceability of terms.</p> <p>Additionally, we have provided our proposed Sales and Service Agreement, which shall govern the provision of maintenance and related services. This agreement has been structured to delineate the respective rights and responsibilities of each party. An Addendum to our Sales and Service Agreement also included to modify Section 20 in accordance with West Virginia law.</p> <p>These agreements have been employed successfully with other customers, as well as State and Municipalities .</p>
Page 26 Section 19 CANCELLATION	<p>We recognizes the State's right to terminate for its convenience, however, the Lessor's offer is based on a firm equipment installation commitment that cannot be terminated without early termination fees except for fiscal-year funds non-appropriation or an uncured Vendor default. Cancellation for any other reason will result in early termination fees to include all past due amounts and the Lease Minimum Payments (less the Maintenance Services and Consumable Supplies components thereof, as reflected on Vendor's books and records) remaining in the Term. In addition, we respectfully request a 30-calendar day notice period prior to these provisions being exercised.</p>

Page 29 Section 36 INDEMNIFICATION	<p>Respectfully request that this provision be revised to read (please see redlines below):</p> <p>“The Vendor agrees to indemnify, defend, and hold harmless the State and the Agency, their officers, and employees from and against: (1) Any claims or losses for services rendered by any subcontractor, person, or firm performing or supplying services, materials, or supplies in connection with the performance of the Contract; (2) Any <u>third party</u> claims or losses resulting to an y person or entity injured or damaged by the Vendor, its officers, employees, or subcontractors by the publication, translation, reproduction, delivery, performance, use, or disposition of any data used under the Contract in a manner not authorized by the Contract, or by Federal or State statutes or regulations; and (3) Any failure of the Vendor, its officers, employees, or subcontractors to observe State and Federal laws including, but not limited to, labor and wage and hour laws.</p> <p><u>The State shall provide written notice of any claim or action and allow Vendor to select attorneys of its own choice to appear and defend the claim or action. The Vendor shall be responsible for its equitable share of any claims, liabilities, judgments, costs, and expenses based on contractor's relative culpability.</u></p> <p><u>Vendor total liability to the owner for any and all liabilities, claims or damages arising out of or relating to this contract, howsoever caused and regardless of the legal theory asserted, shall not, in the aggregate, exceed the amount actually paid to Vendor under the Contract”</u></p>
Page 47 Section 8 VENDOR DEFAULT	<p>We agree the State may terminate the Agreement due to uncured performance failure however we respectfully request a 30-calendar day cure period prior to these provisions being exercised.</p>

AMENDMENT TO SALES AND SERVICE AGREEMENT

THIS AMENDMENT 1 (“Amendment 1”) amends the Sales and Service Agreement (“Agreement”) between [REDACTED] (“Company”) and the State of West Virginia (“Customer”), dated [REDACTED], 2025. Capitalized terms used herein have the same meaning as set forth in the Agreement.

Paragraph 20 (Indemnification): This section is deleted in its entirety and replaced with "Reserved."

Except as expressly set forth herein, all other terms and conditions of the Agreement remain unchanged and in full force and effect. Any handwritten, typed, or “red-lined” additions and/or deletions on the terms and conditions of the Agreement are null and void and of no force or effect. The changes contained in this Addendum shall apply only to the Agreement to which it is incorporated and are not a precedent for future transactions.

State of West Virginia

Company

Name (Please Print)

Name (Please Print)

Signature

Signature

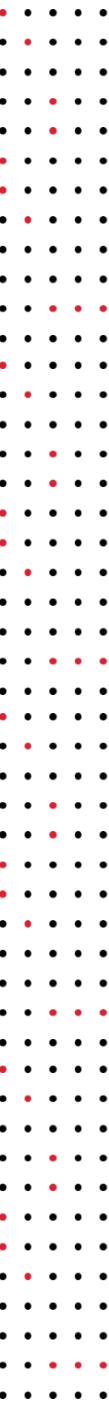
Title

Title

Date

Date

Additional Offerings and Capabilities



A Fast, Friendly, and Capable Artificial Intelligence (AI) Assistant

Say hello to Solver – our AI Chatbot.

We've all been there. You need instant support with a product or service without having to wait for an engineer. Or, you simply require quick access to resources and information. Solver, our new conversational AI chatbot, delivers what you need – quickly, accurately, and with a personal touch.



COMPREHENSIVE ANSWERS AT YOUR FINGERTIPS

With Solver, we've combined cutting-edge generative AI with technical expertise to create a powerful self-help solution. Simply ask Solver your question, and you'll get an instant, relevant answer tailored to your problem or opportunity. It's a faster, more efficient way to resolve issues and keep your operations running smoothly. And, if things get complicated, our Xerox representatives will be available to assist you personally.

18 countries. Six languages.
Available 24/7. Designed for you.
Simple, fast, and knowledgeable.
Let's get your questions answered with Solver – our AI Chatbot.

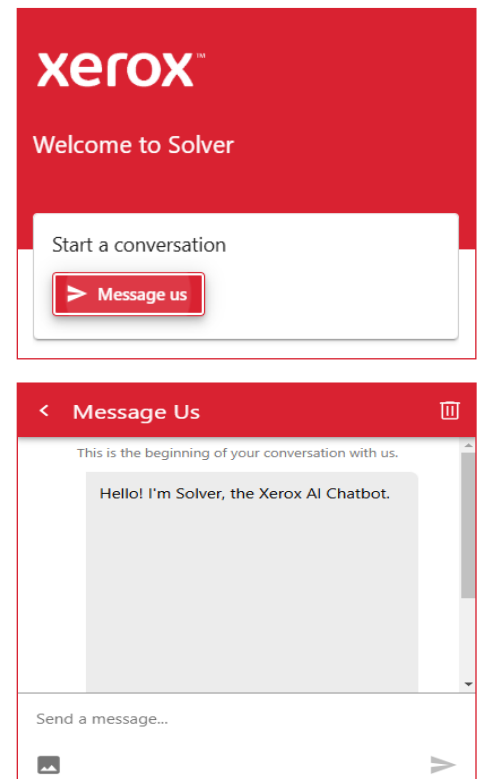
Solver can:

- Recognize context, pull the right information, and localize it in your language
- Provide instant instructions and knowledge for fast technical support to resolve a variety of simple issues
- Help order, track, trace, or recycle supplies
- Retrieve materials like installation instructions or troubleshooting
- Find easy-to-follow information on hardware and print drivers
- Refer you to a live agent when needed or requested
- Respond in English, Portuguese, Italian, German, French, and Spanish

AVAILABLE NOW, READY TO ACCESS

Available in 18 countries, Solver is ready and waiting for your questions. You can visit xerox.com, log into the Xerox® Fleet Management Portal, or access Solver through the Xerox® Easy Assist App.

LET'S TAKE A CLOSER LOOK



Find out more at xerox.com

PAPERCUT

Xerox® ConnectKey® Copiers and Printers

**CLOUD CONNECTED,
APP ENABLED PRINTERS
AND COPIERS.**

Give your team the power to collaborate and integrate everyday processes into existing apps and services with ConnectKey Copiers and Printers.

ConnectKey Technology is **transforming the experience of how people work**. It gives them the freedom to solve problems, be more sustainable and productive and take on new challenges. As a proven technology solution, ConnectKey helps collaborators communicate, connect and work from anywhere.

Discover the **unmatched versatility** that is built into every Xerox® ConnectKey Copier, Printer and Multifunctional Device.

Five Xerox® ConnectKey® Technology Attributes

- Intuitive User Experience
- Mobile and Cloud Ready
- Comprehensive Security
- Enables Managed Print Services
- Gateway to New Possibilities

Xerox® Managed Print Services

UNMATCHED COMMERCIAL PRINTING SOLUTIONS FOR ANY BUSINESS.

Xerox® Managed Print Services goes above and beyond by including comprehensive security, analytics, digitization, and cloud technologies and software to deliver a more seamless work experience across paper and digital platforms.

Create the synergy your workplace needs to succeed in today's rapidly evolving environment by going beyond managed print services with a solution-driven comprehensive analysis of all your workflows to identify bottlenecks and find opportunities to digitize and automate processes.



How Can Managed Print Services Transform Your Office?



Security

Comprehensive security built in and Xerox® ConnectKey® Technology



Cloud and Mobility

Scalable, low-touch IT infrastructure and advanced capabilities and solutions



Analytics

Insight and data for a more connected and intelligent workplace



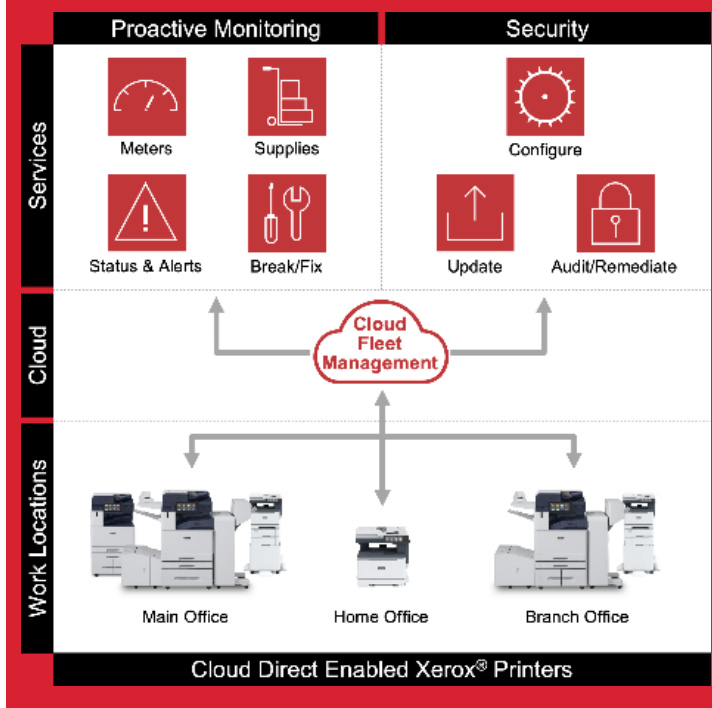
Digital Transformation

Optimize and automate processes for seamless collaboration and increases productivity

Xerox® Workplace Cloud Fleet Management Solution

Zero-footprint printer management means no-hassle printer management.

Ready for zero-footprint printer management?



Implement a cloud solution for fleet management, printer security and sustainability with Xerox Workplace Cloud Fleet Management Cloud Direct Printers.*

Proactive monitoring

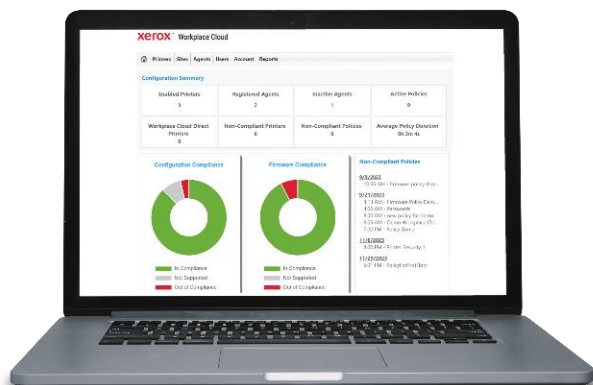
- Automatically monitors all printers for meter counts, low toner events and printer alerts
- Proactively resolves 80% of incidents
- Flags issues to alert service support when necessary
- Fleet management dashboard makes data easier to visualize and act on

Enables Xerox® Printer Security Audit Service

- Remote Device Configuration (passwords, firmware and security related configuration)
- Supports security policy enforcement by automatically remediating non-compliant devices
- Intuitive, interactive security dashboard puts insights at your fingertips

*Requires device agent for discovery only.

Simplify IT and focus on strategic priorities.

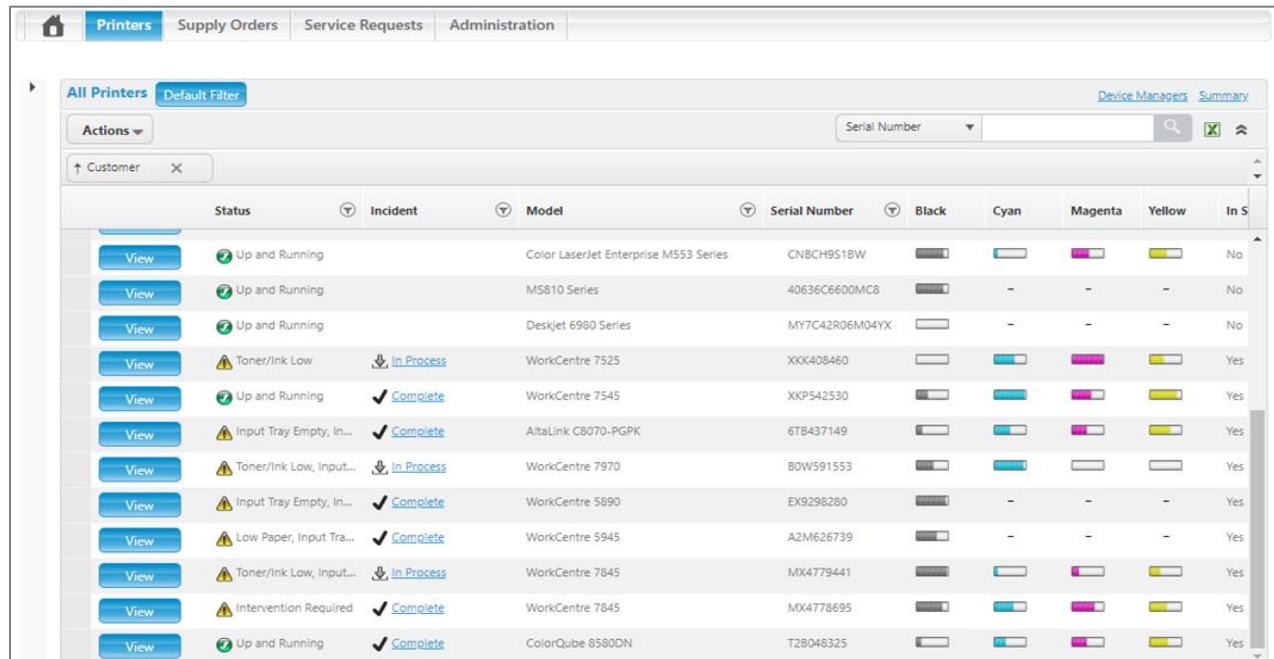


- **Reduce the burden on your IT staff**
Eliminate the hassle of managing software that resides on your network
- **Scale at the speed of organizational needs**
Enable hybrid work by securely managing printers anywhere on the globe
- **Support a Zero Trust security strategy**
Mitigate threats to devices, protect corporate data and improve compliance
- **Integrate seamlessly with your entire Xerox® Managed Print Services tool suite**
Gain actionable insights from Xerox® MPS Advanced Analytics, such as fleet health, sustainability performance, and detection of digital transformation opportunities like automation of repetitive document-centric tasks
- **Sustainable savings**
Efficiency drivers such as greater workload flexibility, better server utilization rates and an energy-saving infrastructure help to reduce environmental impact and costs

Xerox® Fleet Management Portal

Client View:

Operations Managers Responsible for Ongoing Printer Fleet Operations



The screenshot displays the 'All Printers' section of the Xerox Fleet Management Portal. It features a navigation bar with 'Printers', 'Supply Orders', 'Service Requests', and 'Administration'. Below the navigation bar, there are tabs for 'All Printers' and 'Default Filter', along with links for 'Device Managers' and 'Summary'. A search bar for 'Serial Number' is present. The main table lists various printers with columns for Status, Incident, Model, Serial Number, and ink levels for Black, Cyan, Magenta, and Yellow. Each row includes a 'View' button and a 'Status' icon.

	Status	Incident	Model	Serial Number	Black	Cyan	Magenta	Yellow	In S
View	Up and Running		Color LaserJet Enterprise M553 Series	CNBCH9S1BW					No
View	Up and Running		MS810 Series	40636C6600MC8		-	-	-	No
View	Up and Running		Deskjet 6980 Series	MY7C42R06M04YX		-	-	-	No
View	Toner/Ink Low	In Process	WorkCentre 7525	XXX408460					Yes
View	Up and Running	Complete	WorkCentre 7545	XXP542530					Yes
View	Input Tray Empty, In...	Complete	AltaLink C8070-PGPK	6TB437149					Yes
View	Toner/Ink Low, Input...	In Process	WorkCentre 7970	BOW591553					Yes
View	Input Tray Empty, In...	Complete	WorkCentre 5890	EX9298280		-	-	-	Yes
View	Low Paper, Input Tra...	Complete	WorkCentre 5945	A2M626739		-	-	-	Yes
View	Toner/Ink Low, Input...	In Process	WorkCentre 7845	MX4779441					Yes
View	Intervention Required	Complete	WorkCentre 7845	MX4778695					Yes
View	Up and Running	Complete	ColorQube 8580DN	T2B048325					Yes

What Can It Do?

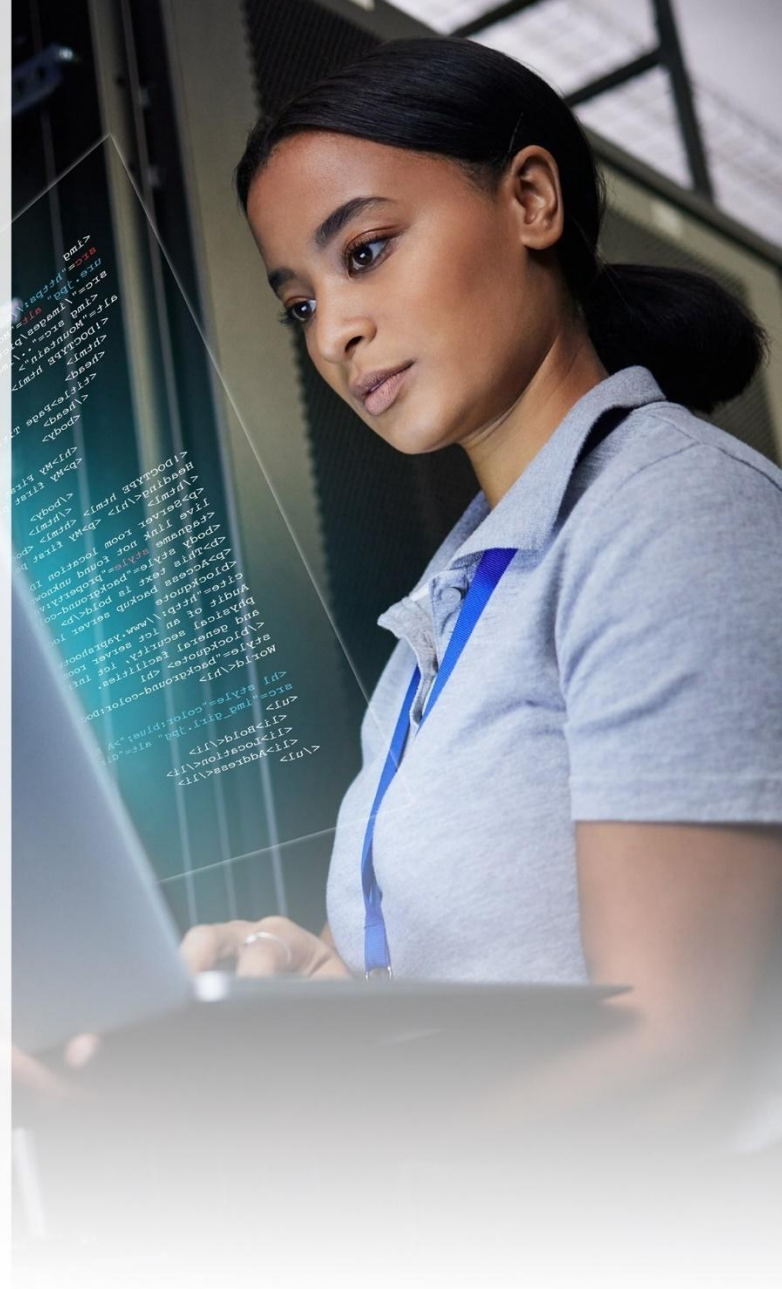
- Real-time printer status and meter management
- Integrated service and supplies status
- Submit service requests and supplies orders
- Link to reports
- Access to support links and chat
- Remote diagnostics

Xerox® IT Services

**WHATEVER YOUR NEED,
WE'VE GOT IT COVERED.**

We make things with IT in mind. **Future-proof your organization**, while driving the digital transformation you need now. Automate processes and protect your infrastructure with leading-edge technology, services and solutions for IT departments big and small.

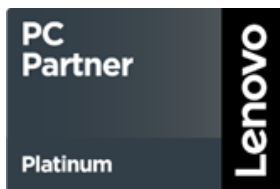
We are all living and working in the most advanced digital age yet, and that means information technology is more important than ever before. We go beyond delivering top-quality printers and scanners by offering secure and reliable IT services for small businesses and medium-size businesses.



Partnering with the Best in the Business

Bringing you award-winning technology with superior support.

We offer 24/7/365 IT support services for your business with a personalized suite of IT solutions. Our offerings range from technology procurement and managed IT services to cloud migrations and critical information security management.



Xerox® Robotic Process Automation Service

PUT MUNDANE, REPETITIVE TASKS ON AUTOPILOT.

Time is money — that's why every minute counts. Workflows that rely solely on paper and people demand the ease of Robotic Process Automation (RPA). By **automating manual tasks across business processes**, Robotic Process Automation lets you do more in less time and with fewer resources.

It doesn't matter what size your business is, or what industry you're in. If you have processes, we have bots to automate them. And getting started is easy. We can help you create a made-to-fit solution that makes your business smarter, safer and stronger.



Ready to Go

Hit the ground running with an extensive pre-loaded catalog for SMBs.



Fast Deployment

5–8 weeks for most implementations and hosted on Xerox cloud or on-premise.



Full Service Offer

Single provider one-stop-bot-shop designed for SMBs.



ROI Calculator

See your savings. Input costs and hours spent on tasks and check ROI with the bot.



Simplified Pricing

Annual license fee per bot tailored to your business needs.



Operational Efficiency

Cost savings of up to 30% and invaluable time savings that boost productivity.





Xerox® PrimeLink® B9100 Series Production Press



Total width: 175 in (4,449 mm) **Total height:** 58 in (1,477 mm) **Total depth:** 32 in (804 mm)

Dimensions shown are approximate. Please refer to the Specifications Sheet for exact dimensions.

PrimeLink B9136 Production Press

The Xerox® PrimeLink B9136 Production Press (prints, copies, and scans) delivers superior black and white image quality a productive 136 ppm.

- Superior black and white image quality, using new EA-Eco LGK (low gloss black) toner at print resolution of up to 2400 x 2400 dpi, produces rich blacks and more consistent, smooth shades of gray with a low-gloss matte finish.
- Simple, efficient and secure workflows with an easy-to-use 10.4 inch touch screen, excellent features, and walk-up copy/scan capabilities.
- Bypass tray runs up to 250 sheets (4' x 6'/100 mm x 148 mm through 13' x 19.2'/330mm x 488mm); 52 to 350 gsm weight. Additionally, Extra Long Sheet (XLS) up to 13" x 26"/330mm x 660mm; 60 to 220gsm weight. (Requires 1 or 2 Tray Oversize High Capacity Feeder and Production Ready Finisher)
- 4 Internal Trays standard. Accommodate various stock weights and capacities:
 - Tray 1: 1,100 sheets (8.5" x 11" / A4); 16 lb Bond to 80 lb Cover (52 to 216 gsm)
 - Tray 2: 1,600 sheets (8.5" x 11" / A4); 16 lb Bond to 80 lb Cover (52 to 216 gsm)
 - Tray 3: 550 sheets 5.5" x 7.2" (140mm x 182mm) to 13.0" x 19.2" (330mm x 488mm / A5 to SRA3); 16 lb Bond to 80 lb Cover (52 to 216 gsm)
 - Tray 4: 550 sheets 5.5" x 7.2" (140mm x 182mm) to 13.0" x 19.2" (330mm x 488mm / A5 to SRA3); 16 lb Bond to 80 lb Cover (52 to 216 gsm)
- 250 sheet Single Pass Duplex Automatic Document Feeder scans up to 270 ipm and accepts originals up to 11' x 17'/A3. 38 gsm to 200 gsm (duplex 50 gsm to 200 gsm)
- Ultra-High Precision Registration with image registration control technology (IReCT) that precisely measures the position of sheets while running and provides real time correction to any mis-registration or distortion on each sheet.
- SIQA – Simple Image Quality Adjustment
 - Precise adjustment over registration and density uniformity
 - Combines power and ease of use with consistent quality



2 Tray Oversized High Capacity Vacuum Feeder

Dual 2,000 sheet capacity trays, totaling a 4,000 sheet capacity. **Paper trays have a vacuum feed, providing optimal reliability for long production print runs.**

Holds paper sizes from 4 x 5.8"/100 x 148 mm/ up to 13" x 19.2"/SRA3/ 330 x 488mm with a weight of 52 gsm /16lb bond uncoated up to 350 gsm /129lb cover.

Tray 5 (Bypass): Up to 13" x 19.2"/SRA3/ 330 x 488mm with a weight of 52 gsm /16 lb bond uncoated up to 253 gsm /96 lb cover. Extra Long Sheet for Tray 5: Up to 13 x 26 in. (XLS) / 330 x 660mm (XLS); 60 to 220gsm weight; manual duplex.



High Capacity Stacker

High Capacity Stacker neatly stacks up to 5,000 sheets. This stacker can handle even your largest jobs. Removable rollaway cart included for easy transport and unloading. Neat stacking makes it easy to transport to offline finishing, especially for large volumes of transactional documents such as statements. Includes: 5,000 sheet offsetting output stack tray; 7.2" x 8.3" up to 13" x 19.2" (B5 LEF to SRA3); 500-sheet top tray; one rollaway cart, additional carts available.

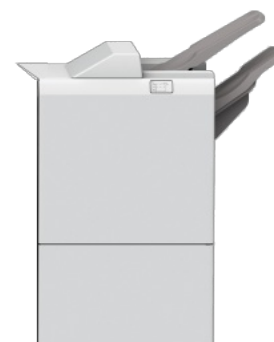
Requires the Interface Decurler Module.



Production Ready Finisher

Ensures consistent high-quality stapled sets for small or large documents with a variable-length stapler, single or dual stapling option, and a 100 sheet capacity:

- Stapled sheet sizes 7.2" x 5.7" (182 x 146 mm) to 11.7" x 17.0" (297 mm x 432 mm)
- Handles paper weights 52-350 gsm uncoated or 72-350 gsm coated for both stacking and Stapling
- Stacker Tray holds up to 3,000 sheets and can handle sizes from 5.83" x 5.75" (148 mm x 146 mm) to 13.0" x 19.2" (330.2 x 488 mm)
- Top Tray holds 500 sheets



Interface Decurler Module

The Interface Decurler Module acts as a "communications hub" whenever you elect to add a GBC AdvancedPunch Pro or High Capacity Stacker in combination with other finishing options. A decurler is also resident in this module to ensure flat sheet output.

Required when adding the High Capacity Stacker and/or GBC AdvancedPunch Pro.

This can also be purchased as an option.



Xerox Inserter

This module inserts preprinted or blank media into printed documents. Innovative design places it upfront to enable other finishing on inserted sheets, such as trimming, punching, folding, and stapling.

- Tray capacity: 250 sheets
- Smallest Sheet Size: 7.2" x 5.8" (182 mm x 148 mm)/A5L
- Largest Sheet Size: 13.0" x 19.2" (330 mm x 488 mm)
- Paper Weights: Uncoated 52-350 gsm and Coated: 72-350 gsm

Required when adding any Production Ready Finishers.



Xerox Integrated Color Server

Modernize the way you work. With the combination of the Xerox® PrimeLink® B-Series Copier/Printer and the Xerox® Integrated Server, powerful performance is at your fingertips. Engineered for high-end office applications, it enables advanced workflows for transformative results.

- Tailor your device to work the way you do with the ever-evolving selection of innovative apps available on the Xerox App Gallery.
- Maximize your productivity by performing scan, print, copy, fax* (optional for PrimeLink B9100 only) and file routing operations simultaneously.
- Securely print from any email-enabled device with @PrintByXerox. No software or app to download. No IT intervention. Just send an email and print at the device.
- Automate document routing to predefined locations such as email addresses with job flow sheets.
- Use Xerox® Standard Accounting and internal auditing to track device usage, set limits and control costs.
- Robust security that safeguards the full range of entry points.
- Remotely manage the device with Xerox® Embedded Web Server.

Xerox EX B9100 Series Print Server Powered by Fiery (FS600 Pro)

Get faster processing speed, outstanding image quality, and time-saving workflows with the EX B9100 Series Print Server now on the Fiery FS600 Pro Platform.

- **Get More Work Done, Faster.** The EX B9100 Series Print Server delivers performance-boosting features so you can get more work done, faster. Increase efficiency with built-in automation capabilities. Add Fiery JobMaster (optional) to define and design complex tabs and perform advanced page editing functions.
- **Automation and Efficiency.** Gain complete control of how and when jobs print. Job Groups makes it easy to print a group of jobs in a specific order or, group jobs together for multi-job makeready. Use Fiery Print Scheduler, to schedule jobs to best align with daily production demands. The Fiery JobExpert™ analyzes jobs and chooses the optimal and most efficient print settings, providing confidence that files will print correctly.
- **Centralizes job management** with Fiery Command WorkStation®, allows you to manage multiple printers and jobs simultaneously from a Mac® or Windows® clients for maximum productivity.
- **Personalization** with Fiery FreeForm™ Create, to quickly and simply personalize existing files for free – with no additional VDP software required. Add variable elements such as text, images, or barcodes.
- **A Secure, Integrated Production Environment.** Built on the Microsoft® Windows 10 platform, the EX C9065/C9070 Print Server contains the latest security protections, such as Windows Defender. Other enhancements include encryption, secure printing, user authentication, and configurable backup and restore capabilities.



Once you have used the Product Explorer to configure your product, this QR code will allow you, or a sales person, to easily retrieve your configured product details.

How to use your QR Code

1. Open the QR Code reader on your phone, or download a QR code scanning app from your device's app store.
2. Hold your smartphone over the QR Code so that you can clearly see the image within your screen.
3. Your smartphone reads the code and navigates to the intended destination.



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Walk-up Simplicity Meets Production-level Capability In One Compact Device

Xerox® PrimeLink® B9100 Series Production Press.



B9100/B9110/B9125/B9136

Production-ready, office-friendly black-and-white devices.

It's a copier. It's a scanner. It's a full-featured press, capable of production-level performance. Meet the PrimeLink® B9100 Series—the incredibly reliable, endlessly configurable family of black-and-white printers.

THE PRIME ADVANTAGE

The Xerox® PrimeLink® B9100 Series Production Press is designed to support modern office workgroups and in-plant print shops with the widest breadth of capabilities on the market.

- A **compact, high-performance** device, small enough to place near your workgroup—but configurable enough to handle a full range of **black-and-white applications**.
- A **fast, single-pass, dual-head color scanner** copies or converts pages to widely used digital formats at speeds up to 270 images per minute (ipm).
- Access to the **Xerox App Gallery** right from the user interface, where you'll find cloud-connected apps to automate complex, time-consuming tasks for business, education, healthcare, and more.
- Easy-to-use **Integrated Server for the Xerox® PrimeLink® B9100 Production Press Series** for touchscreen control of copy, scan, and pro-level print functions.
- Optional: **Xerox® EX B9100 Series Print Server powered by Fiery®** provides increased efficiency, automation, advanced job setup, and other performance-boosting features to help you get more done faster.
- Integrated security features at the machine and over the network ensure **data safety and compliance** with strict, industry-specific standards like HIPAA and FIPS 140-2.
- We developed **VCSEL print technology**, which uses 32 lasers to produce true high-definition (2400 x 2400 dpi) text and images, consistent print densities, and neutral grays.
- Our new **Xerox® EA-Eco Toner**, a **low gloss black toner** produces rich blacks, smoother and more consistent shades of gray, and better readability with its low-gloss matte finish.
- Use under-the-hood monitoring and automated toner density adjustments with our **Simple Image Quality Adjustment (SIQA)** for a defect-free output.
- **Automated technologies** keep sheets on track at high speeds—even with heavier, lighter, or longer stocks—reducing jams and ensuring output accuracy.
- **Save profiles** for future use with the same stocks.
- Digital **Image Registration Control Technology (IReCT)** measures each sheet position as it runs through the printer—making precise corrections digitally in real-time for **ultra-high precision registration**.

PRODUCTION VERSATILITY

With a full range of feeding, stacking, and finishing options, PrimeLink takes you anywhere—from office to entry-level production and beyond.

- **Insert color covers, pages**, and other pre-printed materials post-print, pre-finishing for added application variety and productivity.
- Print everything from **polyester vinyl window clings to extra-long-sheet (XLS)** banners, book jackets, calendars, and more up to 26"/660 mm in length.



SECURE AND RELIABLE REMOTE SERVICES

PrimeLink is your connection to hands- and worry-free services that keep your operation productive and profitable.

Automatic Meter Read ensures more accurate billing and saves administrative time.

Auto Supplies Replenishment monitors toner use and provides on-time, in-time delivery.

Event-based Data Push sends fault-specific data to a Xerox Digital Expert for faster resolution and reduced downtime.

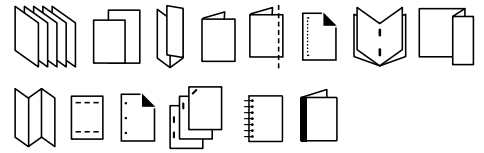
Rules-based Self-help provides contextual assistance as well as a searchable database right at the embedded web server.

REAL POSSIBILITIES

The opportunities are endless with Xerox® PrimeLink® Devices. The same technologies that drive image quality and reliability in Xerox® Production Presses are adapted to its compact footprint.

Flexibility for every environment.

FINISHING APPLICATIONS



- | | | |
|--|--|---|
| 1 One-tray Oversized High Capacity Feeder | 6 Four Internal Trays and Tray 5 (Bypass) Standard | 12 Optional Xerox® C/Z Folder |
| 2 Tray 5 (Bypass Tray) | 7 Xerox® Interface Decurler Module | 13 Xerox® Production Ready Booklet Maker Finisher |
| 3 Control Panel | 8 Xerox® Inserter | 14 Xerox® SquareFold Trimmer |
| 4 Integrated Single Pass Automatic Document Feeder/Scanner | 9 GBC® AdvancedPunch™ Pro | |
| 5 Xerox® PrimeLink® B9100/B9110/B9125/B9136 Production Press | 10 Xerox® High Capacity Stacker | Xerox Product Explorer for PrimeLink B9100 Series |
| | 11 Xerox® Crease and Two-sided Trimmer | Note: Not all available finishing devices are pictured. |

Note: Not all available finishing devices are pictured.

Specifications

PRINT ENGINES

- Monochrome Xerographic Engine
 - AMPV: 70,000-700,000 ppm
 - Duty Cycle: 3.0 million pages per month (A4, 8.5 x 11 in. simplex)
- Print speed³
 - 100/110/125/136 ppm – 8.5 x 11 in. (A4)
 - 56/69/78/82 ppm – 8.5 x 14 in. (B4)
 - 50/55/62/68 ppm – 11 x 17 in. (A3)
 - 34/55/55/55* ppm – 12 x 18 in. (SRA3)
- First-copy-out time
 - B9100: 4.6 seconds or less
 - B9110/B9125/B9136: 3.9 secs. or less
- Simplex or duplex printing
- Up to 1200 x 1200 dpi RIP resolution and up to 2400 x 2400 dpi print resolution with halftone screen 106 lpi (default) or 150 lpi (high-quality mode)
- Front-to-back registration
 - B9100/B9110/B9125/B9136: +/- 0.8 mm
- Automatic Meter Read (AMR) capable (where available)

DOCUMENT STORAGE

- **B9100/B9110/B9125/B9136:** Hard drive with a minimum of 320 GB for document storage

INTEGRATED SINGLE PASS AUTOMATIC DOCUMENT FEEDER/SCANNER

- Advanced Color Scanning
- Dual-head Scanner – up to 270 ipm black-and-white and/or color scanning, simplex/duplex³
- Optical 600 x 600 dpi 8-bit Gray (256 shades) scan resolution

- Scans in industry-standard PDF, JPEG, TIFF, or multi-page TIFF; supports LDAP
- Scan to Email with Mail Delivery Notification
- Scan to Network File Server
- 250-sheet Single Pass Duplex Automatic Document Feeder
- Throughput sizes: 5 x 8 in. to 11 x 17 in. (A5 to A3)
- Throughput weights: Simplex or duplex: 16 lb. bond to 110 lb. index (52 to 200 gsm)
- Optional: Searchable PDF Scan Kit
- Optional: High Compression PDF Scan Kit
- USB Scan/Save to and Print from USB
- Fax capability available (Xerox® PrimeLink® B9100 Production Press only)

PAPER HANDLING

Stock weights and capacity¹:

- **Tray 1:** 1,100 sheets – Standard selectable sizes: Letter (8.5 x 11 in.), A4 (8.27 x 11.69 in.), JIS B5 (7.17 x 10.12 in.), Executive (7.25 x 10.5 in.)
- **Tray 2:** 1,600 sheets – Standard selectable sizes: Letter (8.5 x 11 in.), A4 (8.27 x 11.69 in.), JIS B5 (7.17 x 10.12 in.), Executive (7.25 x 10.5 in.)
- **Tray 3-4:** 550 sheets each – 5.5 x 7.16 in. to 13.0 x 19.2 in. (137.9 x 182 mm (A5) to 330 x 488 mm (SRA3))
- **Tray 5 (Bypass) Tray:** 250 sheets – 3.93 x 5.82 in. to 13 x 26 in. (100 x 148 mm to 330 x 660 mm) up to 220 gsm; 16 lb. bond to 129 lb. cover (52 gsm to 350 gsm)
- **Optional: High Capacity Feeder:** Two trays, 4,000 sheets – 11.69 x 7.16 in. to 13 x 9.49 in. (297 x 182 mm to 330 x 241 mm); 16 lb. bond to 80 lb. cover (52 to 216 gsm)

- **Optional: One-tray Oversized High Capacity Feeder:**
2,000 sheets – 3.93 x 5.82 in. to 13 x 19.2 in. (100 x 148 mm to 330 x 488 mm); 16 lb. bond to 129 lb. cover (52 to 300 gsm).
- **Optional: Two-tray Oversized High Capacity Vacuum Feeder:**
4,000 sheets – 3.93 x 5.82 in. to 13 x 19.2 in. (100 x 148 mm to 330 x 488 mm); Tray 1 supports plain media weights up to 16 lb. bond to 110 lb. cover (52 to 300 gsm); Tray 2 supports plain media weights 16 lb. bond to 129 lb. cover (52 to 350 gsm).
- **Optional: XLS Feed Guide and Output Guide:**
For extra-long-sheet (XLS) printing up to 26 in./660 mm (requires either One-tray or Two-tray Oversized High Capacity Feeder)

BASIC FINISHING (B9100 ONLY)

- **Simple Catch Tray (SCT)**² holds up to 500 sheets
- **Offset Catch Tray (OCT)**² holds up to 500 sheets

**XEROX® INTERFACE
DECURLER MODULE**

- Inline paper cooling and decurler unit improve throughput and efficiency by connecting Production Ready finishers and ensuring flat sheets for reliability and speed. Required for all system configurations with GBC® AdvancedPunch™ Pro and Xerox® High Capacity Stacker.

Refer to the Xerox® PrimeLink® Product Explorer on xerox.com for all possible configurations.

* 55ppm achieved through a service setting

¹ Capacity based on 16 lb. bond to 80 lb. cover (52 gsm to 216 gsm).

² Available in limited geographies.

³ Declared print speed in accordance with ISO/IEC 24734, 24735, 17991 for printing, copying, and scanning.

Specifications for Xerox® PrimeLink® B9100/B9110/B9125/B9136 Production Press

XEROX® INSERTER

- Inserts 250 pre-printed or blank sheets into finishing for pre-printed covers
- Enables trimming, punching, folding, stapling, and stacking of inserted sheets from 13 x 19.2 in. (330 x 488 mm) to 7.2 x 5.8 in. (182 x 148 mm) up to 350 gsm coated and uncoated
- Integrated decurler

GBC® ADVANCEDPUNCH™ PRO

- Punch for coil and comb binding near-line
- Easy-to-insert punch/hole die sets are available. Able to punch a variety of standard sheets in long- or short-edge tabs, and weights up to 300 gsm
- Supports commonly used offline binding styles like comb, coil, wire, ring, and VeloBind®

XEROX® PRODUCTION READY FINISHER

- Stapled sheet sizes 7.2" x 5.7" (182 x 146 mm) to 11.7" x 17.0" (297 mm x 432 mm)
- Handles paper weights 52-350 gsm uncoated or 72-350 gsm coated for both stacking and stapling
- Stacker Tray holds up to 3,000 sheets and can handle sizes from 5.83" x 5.75" (148 mm x 146 mm) to 13.0" x 19.2" (330.2 x 488 mm)
- Top Tray holds 500 sheets

XEROX® PRODUCTION READY BOOKLET MAKER FINISHER

Provides the same function as the Xerox® Production Ready Finisher, plus:

- Produces booklets up to 200 pages (50 sheets) 7.17 x 10.1 in./182 x 257 mm to 13 x 19.2 in./330 x 488 mm in size, up to 350 gsm
- Includes 500-sheet top tray, 3,000-sheet stack tray, and saddle-stitch booklet tray

XEROX® BASIC PUNCH

- Punching 2/3 (not available in all geographies), 2/4, and Swedish 4-hole on the Xerox® Production Ready Finisher and Xerox® Production Ready Booklet Maker Finisher using standard or custom sizes

*Optional or bundled with Professional Finishers depending on geographic location.

XEROX® HIGH CAPACITY STACKER

- Enables stacking and offsetting for 5,000 sheets up to 350 gsm, using standard size sheets or custom sizes (maximum 13 x 19.2 in./330 x 488 mm to minimum 8 x 7.2 in./203 x 182 mm)
- Stacking tray with a movable cart
- Includes a 500-sheet top tray for proofs/output

XEROX® CREASE AND TWO-SIDED TRIMMER

- Trims the head and foot of a sheet up to 0.985 in. (25 mm) with a minimum trim of 0.236 in. (6 mm) using standard or custom sizes (maximum 13 x 19.2 in./330 x 488 mm to a minimum 7.7 x 8.3 in./194 x 210 mm) on uncoated and coated stocks up to 350 gsm
- Includes a buffering unit that extends print productivity during trimming and allows for up to five customizable mountain or valley creases on a sheet
- Use in combination with the Xerox® Production Ready Finisher and Xerox® Production Ready Booklet Maker Finisher

*Requires the Xerox® EX B9100 Series Print Server Powered by Fiery®

XEROX® C/Z FOLDER

- Produces sheets with C and Z folds for 8.5 x 11 in. (A4)
- Produces an Engineering or Half Z fold on larger stock; This type of Z fold places a fold on 11" x 17" or A3/B4 paper
- Use in combination with the Xerox® Production Ready Finisher and Xerox® Production Ready Booklet Maker Finisher

GBC® eWIRE™

- Inline mechanical binding system for creating twin loop wire-bound booklets
- Combines printing, punching, collating, and twin-loop binding into one integrated process
- Produces wire-bound applications such as calendars and books in letter and A4 sizes
- Binds a variety of sheet sizes and weights up to 110 lb Cover (300 gsm)

XEROX® TAPE BINDER

- Produces inline thermal tape binding
- Binds 8.5 x 11 inch (A4) sizes from 15 to 125 sheets
- Tape color options are black, white, and dark blue

XEROX® SQUAREFOLD® TRIMMER

- Creates flat-edged finished booklets
- Professional face trim up to 120 pages (30 sheets)
- Combine with the Two-sided Trimmer for finished full-bleed booklets
- Use in combination with the Xerox® Production Ready Booklet Maker Finisher and Xerox® Production Ready Finisher Plus

XEROX® PRODUCTION READY PLUS FINISHER

- Provides the same function as the Xerox® Production Ready Finisher with a 500-sheet top tray and 3,000-sheet stacker tray
- Used to connect third-party inline finishing options

PLOCKMATIC PRO450/PRO435 BOOKLET MAKER FINISHER

- Highest quality production booklets; Pro450: 2-50 sheets (up to 200 pages) Pro435: 2-35 sheets (up to 140 pages)
- Face trimming, square fold, rotate crease and bleed trim, and hand feeding, up to 130 lb cover/350 gsm
- Booklet sizes: Min 4.14 x 5.71 inches (105 x 145 mm), Max 12.6 x 13 inches (320 x 330 mm)
- Connects via the Xerox® Production Ready Finisher Plus

EIP

- EIP version 3.7.3, 8th Gen UI

DATA SECURITY

- Secure Print, Password-protected PDF, FIPS 140-3 NEW NIST 800-171 (Integrated Server only), IPsec, SNMP v3.0, TLS (1.3)/SSL, Image Overwrite, Hard Disk Data Encryption, Remote Authentication with LDAP, SMB, or Kerberos, CaC/PIV (Common Access Card/Personal Identity Verification), and SIPRNet Smartcard authentication
- 256 Bit Encryption
- Common Criteria Certification
- Job-based Accounting (Xerox® PrimeLink® B9136 Production Press only)

ELECTRICAL REQUIREMENTS

- Print Engine:
 - 208 – 240 VAC, 60/50 Hz, 15/13 amp service
 - KVA rating: Maximum Power Consumption: 2.8 – 3.1 KVA
 - Agency certifications: ENERGY STAR®, EPEAT (Silver), CSA, Section 508, MEDITECH, Citrix, WHQL, Environmental Choice, GOST, NOM, RoHS, CE, WEEE Compliance
- Optional Feeding/Finishing:
 - Each module requires 100 – 240 VAC, 60/50 Hz power

PRINT SERVERS

- Integrated Server for the Xerox® PrimeLink® B9100 Series Production Press
- Optional: Xerox® EX B9100 Series Print Server Powered by Fiery® (Fiery FS600 Pro)

Xerox® Iridesse® Production Press



Total width: 259 in (6,570 mm) **Total height:** 72 in (1,835 mm) **Total depth:** 44 in (1,114 mm)

Dimensions shown are approximate. Please refer to the Specifications Sheet for exact dimensions.

Xerox® Iridesse® Production Press

The Xerox® Iridesse® Production Press offers all the hallmarks of a digital press – personalization, economical short runs, and agile production – enhanced by new high-value inline capabilities that allow you to combine stunning four color imagery with up to two Specialty Dry Inks in a single pass. These unique digital embellishments make it easy to create more results-driving “wow” per page



Productive Speeds: Up to an impressive 120 ppm on all media weights

- Wide media latitude: Stocks from 52–400 gsm (35 lb. text to 145 lb. cover) with sizes ranging from 7.2 x 7.2” (182 x 182 mm) up to 13 x 47.2” (330mm x 1.2m), all from a small footprint.
- Specialty Dry Ink Stations: Creates high impact prints at full-rated speed. Color FLX Technology allows you to add one or two stations and run HD EA Clear, Low Gloss Clear, Silver, Gold, White or Fluorescent Pink Specialty Dry Inks all in a single pass
- Gamut Extension instantly adds vibrancy, pop and life-like detail right at the press – no skilled designer needed! And, with built-in Fiery Spot Pro, see at-a-glance how Fluorescent Pink Dry Ink improves spot color accuracy.
- HD EA Toner: New low gloss, small particle High Definition Emulsion Aggregate (HD EA) Toner, xerographic design advantages, and automatic IQ corrections work together with Ultra HD Resolution to create brilliant results for text, fine graphic details, tints, solids, and photographs.
- Full Width Array with ACQS: Ensures quick, accurate color reproduction and boosts your productivity by automating key calibration, profiling, and alignment tasks using an inline scanner and RGB sensors. Some of these automatic adjustments can be batched together and scheduled at the start of a shift or before essential jobs using the EZ Press Check function
- Ultra HD Resolution: The combination of 1200 x 1200 dpi x 10 bit RIP rendering and 2400 x 2400 dpi x 1 bit print imaging yields Ultra High Definition (HD) that grabs serious attention.
- Mixed Media Xceleration: Technologies integrated throughout the press ensure superior

performance for mixed or specialty stock jobs up to 400 gsm. This Mixed Media Xceleration capability means you're ready for the most challenging job requests.

- Xerox® PredictPrint Media Manager Software ensures accurate and productive stock management powered by crowd-sourced cloud data and powerful AI.
- Easy Vitals for the Xerox® Iridesse® Production Press constantly compares the current press state with the recommended state to ensure the press is operating within the correct tolerances.

High Capacity XLS Vacuum Feeder

Selecting Xerox High Capacity XLS Vacuum Feeders to your press's configuration will extend your feeding capacity and application range unlocking added productivity on extra-long sheets. One can load and run up to 700 XLS sheets of 13" (330 mm) wide by up to 34" (864 mm) long. For productivity on an even wider range of applications, load up to 100 XLS sheets from 34" (864 mm) up to 47.2" (1.2 m). Superior vacuum feed technology enables greater reliability with unique shuttle head contouring ensuring efficiently capturing top sheet.

XLS Tray:

- Up to 700 XLS sheets (52 to 400 gsm) up to 34" or up to 100 sheets of up to 47.2" (1.2 m)
- Min 8.2" x 8.2" to Max 13" x 47.2" (210 mm x 210 mm to 330 mm x 1.2 m)

Standard Tray:

- Up to 2,100 sheets (52 to 400 gsm)
- Min 5.8" x 7.2" to Max 13" x 19.2" (148 mm x 182 mm to 330 mm x 488 mm)
- Provided postcard bracket allows for minimum sheet size of 3.9" x 5.8" (98 mm x 148 mm)



High Capacity Stacker

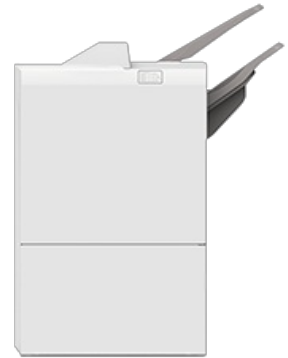
- 500 sheet top tray up to 1.2 M
- 5,000 sheet offset stacking; 7.2 x 8.3" up to 13 x 19.2" (B5 LEF to SRA3)
- Stock range from 52 - 400 gsm (35 lb Text to 145 lb cover) coated/uncoated. Up to 350 gsm (130 lb cover) is recommended
- Available in Single or Dual combinations with unload-while-run capability
- Includes one removable cart for offline finishing - additional carts available



Xerox® Production Ready Finisher

Ensures consistent high-quality stapled sets for small or large documents with a variable-length stapler, single or dual stapling option, and a 100 sheet capacity:

- Stapled sheet sizes 7.2 x 5.7" (182 x 146 mm) to 11.7 x 17.0" (297 x 432 mm)
- Handles paper weights 52-350 gsm uncoated or 72-350 gsm coated for both stacking and Stapling
- Stacker Tray holds up to 3,000 sheets and can handle sizes from 5.83 x 5.75" (148 x 146 mm) to 13.0" x 19.2" (330.2 x 488 mm).
- Top Tray holds 500 sheets and up to 400gsm. Optional Banner Extension Kit allows up to 1.2 M



Interface Decurler Module

The Interface Decurler Module acts as a "communications hub" whenever you elect to have any type of finishing, excluding Offset Catch Tray, connected to the press. It enables finisher module communications. A decurler is also resident in this module to ensure flat sheet output.



Xerox® Basic Punch

This punch option can be configured inside all of the Production Ready Finishers:

- Options include 2/3 hole, 2/4 hole, and Swedish style 4 hole punch
- Using standard or custom sizes 8.0" x 7.2" (203 mm x 182 mm) to 11.69" x 17.0" (297 mm x 431.8 mm) for 2 hole, 10.0" x 7.2" (254 mm x 182 mm) to 11.69" x 17.0" (297 mm x 431.9 mm) for 3 hole, and 10.5" x 7.2" (267 mm x 182 mm) to 11.69" x 17.0" (297 mm x 431.8 mm) for 4 hole on uncoated and coated stocks up to 220 gsm

Xerox® EX-P 6 Print Server Powered by Fiery®

The powerful Xerox® EX-P 6 Print Server driving the Xerox® Iridesse® Production Press enables you to more “wow” per page when you can utilize up to two Specialty Dry Ink stations simultaneously. Combine HD EA Gold, Silver, White, Fluorescent Pink, or Clear Inks to create dazzling effects and jaw-dropping tactile embellishments. Features such as Fiery ImageViewer, Fiery Spot-On™, and Fiery Metallics make working with Metallic Specialty Dry Inks easy and intuitive. The integrated Fiery Smart Estimator allows you to estimate your Dry Ink usage per job before printing a single page.

- NX Server industrial design
- Ergonomically designed Fiery NX Station GL
- Fiery QuickTouch with rotating touchscreen panel
- HyperRIP technology: a unique parallel processing technology that enables blazing-fast RIP speeds. Two HyperRIP modes (for single and multiple jobs) optimize job processing speed, which allows you to take on new higher-value opportunities with confidence.
- 1200 x 1200 x 10 RIP rendering
- Support of automated calibration and destination profiling with Full Width Array
- Fiery® Edge™ technology achieves the best-possible gamut for both spot and process color reproduction.
- Fiery JobExpert™ analyzes files and dynamically chooses the optimal print settings. So anyone can print jobs correctly – no expert knowledge required
- Adobe Print Engine version 6
- Fiery Graphic Arts Pro Package
- IPDS option for four color transactional print



Once you have used the Product Explorer to configure your product, this QR code will allow you, or a sales person, to easily retrieve your configured product details.

How to use your QR Code

1. Open the QR Code reader on your phone, or download a QR code scanning app from your device's app store.
2. Hold your smartphone over the QR Code so that you can clearly see the image within your screen.
3. Your smartphone reads the code and navigates to the intended destination.



Created on 10/6/2025 1:09:28 PM

Work smarter, never harder.



UNLEASHING MORE “WOW” HAS NEVER BEEN EASIER.

Capitalising on the opportunities in today's short-run, fast-turn production climate means being able to handle more jobs – 4, 5 and 6 colours; different media sizes, types and finishing; and personalisation – even as the skilled labour pool continues to shrink.

It comes down to having the easiest ways to produce more accurate, beautiful prints, which is where the automation-infused Xerox® Iridesse® Production Press shines. Our unique, precision integration with Fiery® unlocks exclusive process simplification that cuts costly redundancy, time and waste from each shift – replacing production pains with profits.

IMAGINE ANYONE PRINTING LIKE A PRO – IN SECONDS.

Reduce your reliance on skilled labour with advanced automation.

New, automated press setup routines help anyone quickly optimise jobs for on-page perfection. Xerox® PredictPrint Media Manager Software unlocks one-click press optimisation, bypassing the time-consuming, paper-wasting hassle of manual baselining tasks.

IMAGINE ACCELERATING YOUR GROWTH.

Jump-start powerful competitive differentiation and business expansion.

Standing out in a competitive market means going beyond the expected without sacrificing productivity or profitability.

Running up to two Speciality Dry Inks – real metallic Gold and Silver, White, Clear and Fluorescent Pink – inline with CMYK, Iridesse® helps you do just that.

Now you can pack even more punch with Pink using on-press gamut extension, which automatically enhances the press' already stunning quality and matches more brand colours in just seconds.

IMAGINE GETTING BETTER ROI, AUTOMATICALLY.

Instantly integrate with our new predictive press analytics solutions.

Access essential press data and insights across a range of KPIs to better manage costs, fine-tune performance and maximise ROI across your fleet.

Unlock even more brilliant opportunities with ease.

With its robust production capabilities and precision automation, Iridesse® makes fast, profitable work of jobs with tight deadlines, non-traditional stock sizes and weights, and embellishments so you can take on more new opportunities and grow with confidence.

DRIVE MORE PRESS PERFORMANCE

The Xerox® EX-P 6 v4.0 Print Server Powered by Fiery® combines our decades of print and colour management expertise to streamline the management and submission of every job.

1 EXPAND YOUR MEDIA RANGE*

Multi-Sheet Inserter (MSI) holds up to 250 sheets; feeds specialty, heavyweight, and Extra-Long Sheets (XLS) up to 330 x 660 mm.

2 HIGH CAPACITY FEEDERS*

Choose the Dual Advanced High Capacity Feeder for paper capacity up to 8,000 sheets with four additional trays in two feeder stations.

Or extend your XLS capabilities with the Xerox® High Capacity XLS Vacuum Feeder – available in single or dual configurations. Print up to 700 sheets as long as 864 mm or 100 sheets up to 1.2 m with precision at rated speeds.

3 STANDARD FEEDERS

Provide a total capacity of 4,000 sheets from two internal feeder trays that are integrated into the press' base design to provide a small footprint.

4 CMYK TONER STATIONS

Keep production moving with load-while-run capability. High Definition Emulsion Aggregate (HD EA) Toner produces high-quality output with less toner and no fuser oil.

5 XEROX® COLOUR FLX TECHNOLOGY*

Put speciality effects at your fingertips, creating high-impact prints in a single pass, at rated speed with spot-on registration.

Choose to add one or two print stations and run HD EA Gold, Silver, White or Fluorescent Pink underlays together with HD EA Gold, Silver, White, Fluorescent Pink, Clear or Low Gloss Clear** overlays.

6 FAST INK CHANGES

Enable fast, efficient Speciality Dry Ink changeovers so you can vary and execute more high-value print embellishments more easily – with no maintenance or cleanup.

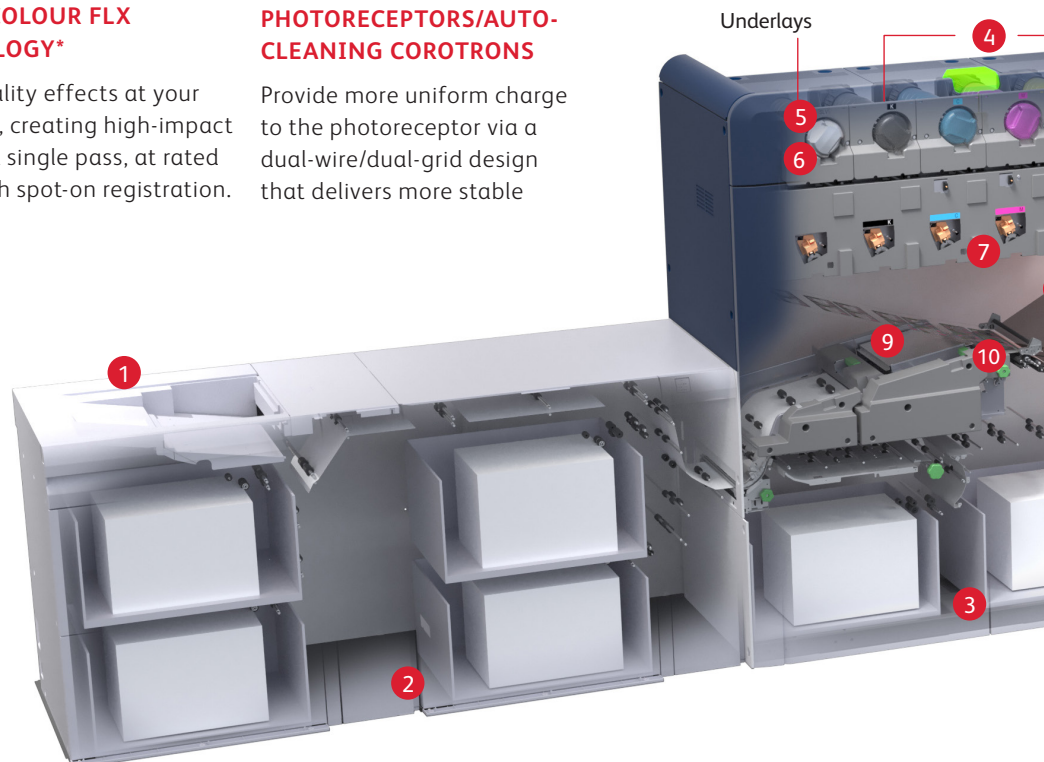
7 LONG-LIFE PHOTORECEPTORS/AUTO-CLEANING COROTRONS

Provide more uniform charge to the photoreceptor via a dual-wire/dual-grid design that delivers more stable

print quality within a page and from page to page. Self-cleaning technology optimises press availability while maintaining high-quality print standards.

8 CLOSED-LOOP PROCESS CONTROLS

Enable continuous closed-loop monitoring of colour patches and registration targets on the Intermediate Belt Transfer. Quality adjustments are made immediately and automatically.



*Optional component(s)

**Clear and Low Gloss Clear cannot be run in the same job in a single pass

9

PAPER ALIGNMENT

Ensures precise ± 0.5 mm front-to-back registration at rated speed with advanced centre registration technology that automatically adjusts for paper size and weight.

10

INTERMEDIATE BELT TRANSFER

Seamless belt supports even greater speed and reliability across a wide range of media and applications.

11

BELT ROLL FUSER

Rapidly transfers energy more efficiently using a silicon-coated Teflon belt that fuses a wide range of stocks up to 400 gsm at rated speed.

12

COOLING MODULE

Cools prints for optimum finishing and stacking.

13

AUTO SHEET CLEARING

Provides simple, efficient and virtually hands-free jam recovery.

14

FULL WIDTH ARRAY

A powerful Xerox-exclusive technology ensures quick, accurate colour reproduction and boosts your productivity by automating calibration, profiling, alignment, transfer and density uniformity tasks using an inline scanner with RGB sensors.

15

DECURLING UNIT

Delivers flat sheets optimised by media type using belt and roller technology for productive inline and offline finishing.

16

XEROX® PREDICTPRINT MEDIA MANAGER SOFTWARE*

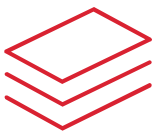
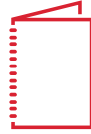
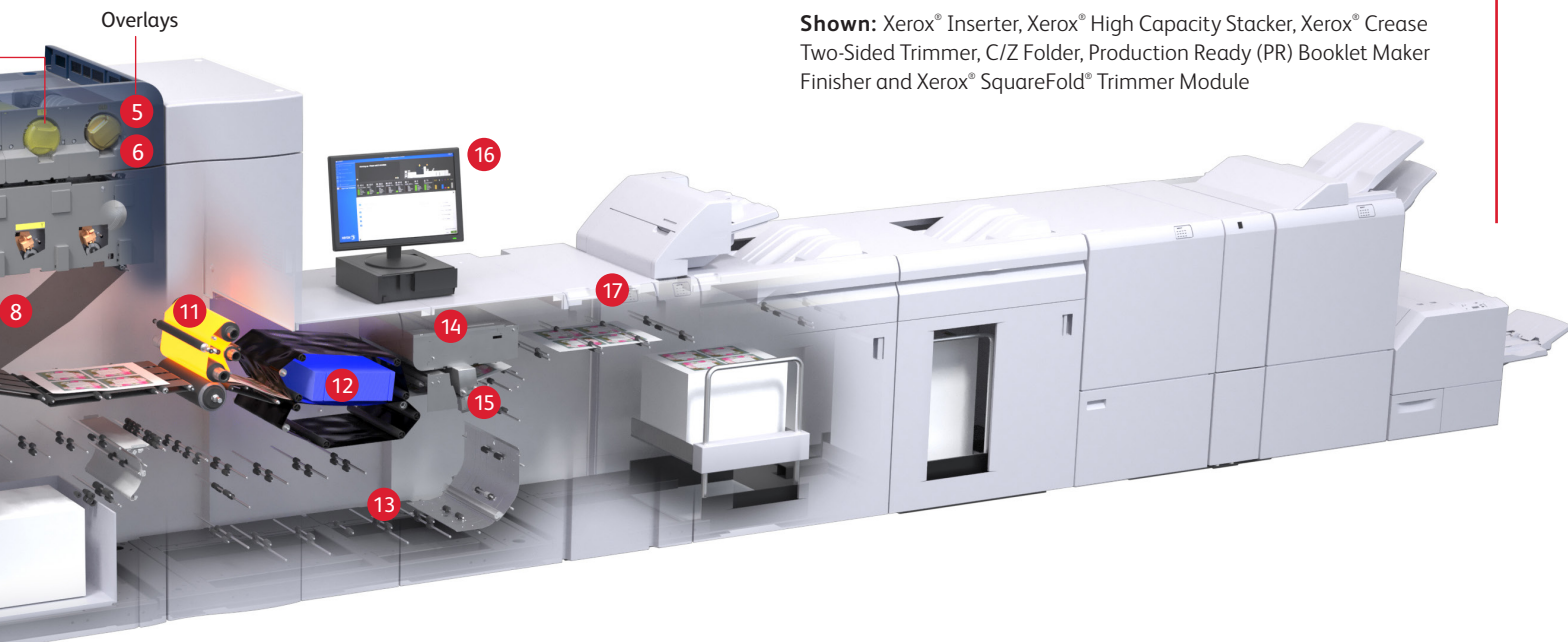
Scan, load and go to accelerate accurate stock definition. Simply scan a media's barcode, place the media in a tray and use our simple Wizard-driven process to quickly baseline the press – including calibration and profiling. PredictPrint then links any needed optimisations right to each stock.

17

INTERFACE MODULE*

Provides a gateway to a wide variety of finishing alternatives.

Enable ultimate end-to-end productivity with inline finishing and deliver faster:

**STACKING****INSERTING****TRIMMING****BINDING****BOOKLET MAKING****FOLDING**

Overlays

Shown: Xerox® Inserter, Xerox® High Capacity Stacker, Xerox® Crease Two-Sided Trimmer, C/Z Folder, Production Ready (PR) Booklet Maker Finisher and Xerox® SquareFold® Trimmer Module

ULTRA HIGH DEFINITION

Delivers 1200 x 1200 dpi x 10-bit RIP rendering and 2400 x 2400 dpi x 1-bit imaging at the engine, yielding offset-like halftone images, smooth tints and gradients, as well as fine text and line detail.

ENERGY STAR® CERTIFIED

Iridesse® is an energy-efficient product in accordance with Environmental Protection Agency (EPA) standards that helps your operation – and your clients – advance essential sustainability goals.



Specifications for the Xerox® Iridesse® Production Press

DUTY CYCLE AND AMIV

- Duty Cycle: Up to 2.25 million impressions
- AMIV: 225,000–475,000 impressions

PRODUCTIVITY/PRINT SPEEDS

- 120 ppm (A4), all weights
- 7,200 A4 impressions per hour
- 60 ppm (A3–SRA3 tabloid), all weights
- 3,600 (A3–SRA3 tabloid) impressions per hour

COLOUR SERVER

- Xerox® EX-P 6 v4.0 Print Server Powered by Fiery®
- Integrated IPDS Functionality
 - Licensed software option on Xerox® EX-P 6 Print Server
 - IS/3 compliant for four-colour process printing

IMAGE QUALITY

- Ultra High Definition (UHD) (RIP 1200 x 1200 dpi x 10-bit, plus print 2400 x 2400 dpi x 1-bit)
- Halftone Screens:
 - 150, 175, 200, 300 and 600 Clustered Dot
 - 150 and 200 Rotated
 - Stochastic
- High Definition Emulsion Aggregate (HD EA) Toners: Cyan, Magenta, Yellow and Black
- Xerox® PredictPrint Media Manager Software

XEROX® COLOUR FLX TECHNOLOGY

- Up to six inline print stations that print in a single pass, at rated speed, with spot-on colour-to-colour registration
- HD EA Speciality Dry Inks: Gold, Silver, White, Fluorescent Pink (with automated on-press gamut extension). Clear for enhancements, and Media Expansion Low Gloss Clear

IMAGE FORMAT

- Advanced centre registration technology for tight front-to-back registration of +/- 0.5 mm
- Maximum Print Area: 326 x 484 mm

PAPER WEIGHTS/SIZES

- Paper Weights: 52-400 gsm; tray capacities are based on 90 gsm

- Maximum Sheet Size: 330 x 488 mm
- Minimum Sheet Size with Advanced High Capacity Feeder: 182 x 182 mm; tray inserter kit supports for 102 x 152 mm sheets
- Minimum Sheet Size with Optional High Capacity XLS Vacuum Feeder: 98 x 148 mm
- Optional Extra-Long Sheet (XLS):
 - Maximum Length (simplex): 1.2 m
 - Maximum Length (duplex): 729 mm
 - Weight: 52-400 gsm

PAPER FLEXIBILITY

- Coated, uncoated, text, cover and a variety of speciality media
- Mixed-media jobs supported by the Xerox® Mixed Media Acceleration Feature for optimised productivity

FEEDING

- Standard Internal Paper Trays: Two at 2,000 sheets each; tray capacity is based on 90 gsm
- Auto-Tray Switching/Reload-While-Run
- Auto-Perfecting (4/4 impressions) from internal trays up to 400 gsm at rated speed
- Optional Advanced High Capacity Feeder (with up to two stations for Dual Advanced High Capacity Feeders):
 - Two Paper Trays at 2,000 sheets each; tray capacity is based on 90 gsm
 - Auto-Tray Switching/Reload-While-Run
 - Auto-Perfecting (4/4 impressions) from external trays up to 400 gsm at rated speed
- Optional Advanced High Capacity XLS Vacuum Feeder (Single or Dual):
 - Max 6,300 sheets up to 488 mm with Dual configuration
 - Max 700 XLS sheets up to 864 mm
 - Max 100 sheets up to 1.2 m
 - Auto-Tray Switching/Reload-While-Run
- Optional Multi-Sheet Inserter (MSI) Tray
 - One tray up to 250 sheets
- XLS options (for use with Advanced High Capacity Feeders only)
 - Banner Feeder Extension Kit
 - XLS Automatic Feeding Kit for up to 250 sheets

STACKING OPTIONS

- Offset Catch Tray with up to 500-sheet capacity
- High Capacity Stacker:
 - 500-sheet top tray up to 330 mm x 1.2 m
 - 5,000-sheet offset stacking; B5 LEF up to SRA3
 - 52-400 gsm coated/uncoated
 - Available in Single or Dual combinations with unload-while-run capability
 - Includes one removable cart for offline finishing; additional carts available
- Plockmatic MPS XL
 - Accelerates end-to-end XLS productivity when paired with the Advanced High Capacity XLS Vacuum Feeder
 - Reliable stacking for 210 mm x 210 mm up to 330 mm x 1.2 m, 400 gsm
 - Requires Interface Module and Production Ready Finisher Plus

FINISHING OPTIONS

See the Product Explorer Tool for a full list of all available Xerox and third-party finishing solutions for standard and XLS sheets:

explore.xeroxproducts.com

ELECTRICAL

- Printer Base Configuration: 200–240 VAC, 50/60 Hz, EMEA > 50 A (sole use)/single phase/Type IEC 60309 NAO > 60 A (sole use)/single phase/Hubbell HBL360C6W
- Additional electrical required for print server and feeding/finishing devices:
 - 115 VAC 15 amp for 60 Hz or 220 VAC 10 amp for 50 Hz (Western Hemisphere)
 - 200–240 volts, 10 amp, 50 Hz (Europe)

SIZE

- Base Printing System (without RIP and/or feeding/finishing devices; W x D x H):
 - 3,009 mm x 1,092 mm x 1,865 mm
 - Weight: 1,373 kg

Learn more about brilliant new opportunities for print at xerox.com/Iridesse

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFQ OOT26*003

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 type="checkbox"/> Addendum No. 6 |
| <input checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7 |
| <input checked="" type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8 |
| <input type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 9 |
| <input type="checkbox"/> Addendum No. 5 | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further 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.

Xerox Business Solutions, LLC

Company


Digitally signed by Xerox Business Solutions, LLC, DN: cn=Xerox Business Solutions, LLC, o=Xerox, ou=Business Solutions, email=bsolutions@xerox.com, c=US, date=Oct 6, 2025 11:16:15 EDT

Authorized Signature

10/06/2025

Date

NOTE: This addendum acknowledgment should be submitted with the bid to expedite document processing.
Revised 6/8/2012



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

State of West Virginia
Centralized Request for Quote
Printing

Proc Folder: 1755857

Doc Description: Addendum No 3 Cutsheet Production Printers with Maint & Supp

Reason for Modification:

Addendum No 3 is issued to
publish Questions with
Responses.

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2025-09-29	2025-10-08 13:30	CRFQ 0231 OOT2600000003	4

BID RECEIVING LOCATION

BID CLERK
DEPARTMENT OF ADMINISTRATION
PURCHASING DIVISION
2019 WASHINGTON ST E
CHARLESTON WV 25305
US

VENDOR

Vendor Customer Code:

Vendor Name : Xerox Business Solutions, LLC

Address :

Street : 3600 McClaren Woods Drive

City : Coraopolis

State : PA

Country : USA

Zip : 15108

Principal Contact : Douglas Sanner


Vendor Contact Phone: 724-856-1570

Extension:

FOR INFORMATION CONTACT THE BUYER

Toby L Welch
(304) 558-8802
toby.l.welch@wv.gov

Vendor
Signature X


Date (Oct 6, 2025 11:16:15 EDT)

FEIN# 25-1333970

DATE 10/06/2025

All offers subject to all terms and conditions contained in this solicitation

ADDITIONAL INFORMATION

Addendum No 3 is issued for the following reasons:

1) To publish a copy of vendor's questions with the agency's responses.

---no other changes---

INVOICE TO**SHIP TO**

DEPARTMENT OF
ADMINISTRATION
OFFICE OF TECHNOLOGY

1900 KANAWHA BLVD E,
BLDG 5 10TH FLOOR

CHARLESTON

WV

US

STATE OF WEST VIRGINIA

JOBSITE - SEE
SPECIFICATIONS

No City

US

WV

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Ricoh Pro C9500 Color Sheet-fed Digital Press or equal	1.00000	EA	Purchase Price: \$134,980 Install and Training: \$9,240	\$144,130

Comm Code	Manufacturer	Specification	Model #
43212100	Xerox	120 ppm	Iridesse Production Press

Extended Description:

Ricoh Pro C9500 Color Sheet-fed Digital Press or equal

INVOICE TO**SHIP TO**

DEPARTMENT OF
ADMINISTRATION
OFFICE OF TECHNOLOGY

1900 KANAWHA BLVD E,
BLDG 5 10TH FLOOR

CHARLESTON

WV

US

STATE OF WEST VIRGINIA

JOBSITE - SEE
SPECIFICATIONS

No City

US

WV

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Year 1 Monthly Maintenance and Support-Ricoh c9500 or equal	12.00000	MO	\$246.60	

Comm Code	Manufacturer	Specification	Model #
81112306		Fixed for 48 Months	

Extended Description:

Year 1 Monthly Maintenance and Support-Ricoh c9500 or equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US		STATE OF WEST VIRGINIA JOBSITE - SEE SPECIFICATIONS No City WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Year 2 Monthly Maintenance and Support-Ricoh c9500 or equal	12.00000	MO	\$246.60	

Comm Code	Manufacturer	Specification	Model #
81112306		Fixed for 48 Months	

Extended Description:

Year 2 Monthly Maintenance and Support-Ricoh c9500 or equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US		STATE OF WEST VIRGINIA JOBSITE - SEE SPECIFICATIONS No City WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	Year 3 Monthly Maintenance and Support-Ricoh c9500 or equal	12.00000	MO	\$246.60	

Comm Code	Manufacturer	Specification	Model #
81112306		Fixed for 48 Months	

Extended Description:

Year 3 Monthly Maintenance and Support-Ricoh c9500 or equal

INVOICE TO				SHIP TO			
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US				STATE OF WEST VIRGINIA JOBSITE - SEE SPECIFICATIONS No City WV US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
5	Year 4 Monthly Maintenance and Support-Ricoh c9500 or equal	12.00000	MO	\$246.60	

Comm Code	Manufacturer	Specification	Model #
81112306		Fixed for 48 Months	

Extended Description:
Year 4 Monthly Maintenance and Support-Ricoh c9500 or equal

INVOICE TO				SHIP TO			
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US				STATE OF WEST VIRGINIA JOBSITE - SEE SPECIFICATIONS No City WV US			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
6	Year 1 Color Click Charges for Ricoh Pro C9500	1.00000	EA	8.5x11 & 8.5x14: \$0.0325 11x17 & 13x19: \$0.0336	

Comm Code	Manufacturer	Specification	Model #
81112306			

Extended Description:
Year 1 Color Click Charges for Ricoh Pro C9500

INVOICE TO			SHIP TO		
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US			STATE OF WEST VIRGINIA JOBSITE - SEE SPECIFICATIONS No City WV US		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
7	Year 2 Color Click Charges for Ricoh Pro C9500	1.00000	EA	8.5x11 & 8.5x14: \$0.0325 11x17 & 13x19: \$0.0336	

Comm Code	Manufacturer	Specification	Model #
81112306			

Extended Description:
Year 2 Color Click Charges for Ricoh Pro C9500

INVOICE TO			SHIP TO		
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US			STATE OF WEST VIRGINIA JOBSITE - SEE SPECIFICATIONS No City WV US		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
8	Year 3 Color Click Charges for Ricoh Pro C9500	1.00000	EA	8.5x11 & 8.5x14: \$0.0325 11x17 & 13x19: \$0.0336	

Comm Code	Manufacturer	Specification	Model #
81112306			

Extended Description:
Year 3 Color Click Charges for Ricoh Pro C9500

INVOICE TO			SHIP TO		
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US			STATE OF WEST VIRGINIA JOBSITE - SEE SPECIFICATIONS No City WV US		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
9	Year 4 Color Click Charges for Ricoh Pro C9500	1.00000	EA	8.5x11 & 8.5x14: \$0.0325 11x17 & 13x19: \$0.0336	

Comm Code	Manufacturer	Specification	Model #
81112306			

Extended Description:

Year 4 Color Click Charges for Ricoh Pro C9500

INVOICE TO			SHIP TO		
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US			STATE OF WEST VIRGINIA JOBSITE - SEE SPECIFICATIONS No City WV US		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
10	Year 1 B&W Click Charges for Ricoh Pro C9500	1.00000	EA	8.5x11 & 13x19 - \$0.0078	

Comm Code	Manufacturer	Specification	Model #
81112306			

Extended Description:

Year 1 B&W Click Charges for Ricoh Pro C9500

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US		STATE OF WEST VIRGINIA JOBSITE - SEE SPECIFICATIONS No City WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
11	Year 2 B&W Click Charges for Ricoh Pro C9500	1.00000	EA	8.5x11 & 13x19 - \$0.0078	

Comm Code	Manufacturer	Specification	Model #
81112306			

Extended Description:

Year 2 B&W Click Charges for Ricoh Pro C9500

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US		STATE OF WEST VIRGINIA JOBSITE - SEE SPECIFICATIONS No City WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
12	Year 3 B&W Click Charges for Ricoh Pro C9500	1.00000	EA	8.5x11 & 13x19 - \$0.0078	

Comm Code	Manufacturer	Specification	Model #
81112306			

Extended Description:

Year 3 B&W Click Charges for Ricoh Pro C9500

INVOICE TO			SHIP TO		
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US			STATE OF WEST VIRGINIA JOBSITE - SEE SPECIFICATIONS No City WV US		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
13	Year 4 B&W Click Charges for Ricoh Pro C9500	1.00000	EA	8.5x11 & 13x19 - \$0.0078	

Comm Code	Manufacturer	Specification	Model #
81112306			

Extended Description:
Year 4 B&W Click Charges for Ricoh Pro C9500

INVOICE TO			SHIP TO		
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US			STATE OF WEST VIRGINIA JOBSITE - SEE SPECIFICATIONS No City WV US		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
14	Ricoh Pro 8320S B&W Production Cutsheet printer or equal	1.00000	EA	\$39,966	\$39,966

Comm Code	Manufacturer	Specification	Model #
43212100	Xerox	136 ppm	PrimeLink B9136

Extended Description:
Ricoh Pro 8320S B&W Production Cutsheet printer or equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US		STATE OF WEST VIRGINIA JOBSITE - SEE SPECIFICATIONS No City WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
15	Year 1 Monthly Maintenance and Support-Ricoh 8320S or equal	12.00000	MO	\$10.67 per month for XDA (Xerox Device Monitoring Agent) plus \$.0039 per click	

Comm Code	Manufacturer	Specification	Model #
81112306		Fixed for 48 months	

Extended Description:

Year 1 Monthly Maintenance and Support-Ricoh 8320S or equal

INVOICE TO		SHIP TO	
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US		STATE OF WEST VIRGINIA JOBSITE - SEE SPECIFICATIONS No City WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
16	Year 2 Monthly Maintenance and Support-Ricoh 8320S or equal	12.00000	MO	\$10.67 per month for XDA (Xerox Device Monitoring Agent) plus \$.0039 per click	

Comm Code	Manufacturer	Specification	Model #
81112306		Fixed for 48 months	

Extended Description:

Year 2 Monthly Maintenance and Support-Ricoh 8320S or equal

INVOICE TO			SHIP TO		
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US			STATE OF WEST VIRGINIA JOBSITE - SEE SPECIFICATIONS No City WV US		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
17	Year 3 Monthly Maintenance and Support-Ricoh 8320S or equal	12.00000	MO	\$10.67 per month for XDA (Xerox Device Monitoring Agent) plus \$.0039 per click	

Comm Code	Manufacturer	Specification	Model #
81112306		Fixed for 48 months	

Extended Description:

Year 3 Monthly Maintenance and Support-Ricoh 8320S or equal

INVOICE TO			SHIP TO		
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US			STATE OF WEST VIRGINIA JOBSITE - SEE SPECIFICATIONS No City WV US		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
18	Year 4 Monthly Maintenance and Support-Ricoh 8320S or equal	12.00000	MO	\$10.67 per month for XDA (Xerox Device Monitoring Agent) plus \$.0039 per click	

Comm Code	Manufacturer	Specification	Model #
81112306		Fixed for 48 months	

Extended Description:

Year 4 Monthly Maintenance and Support-Ricoh 8320S or equal

INVOICE TO			SHIP TO		
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US			STATE OF WEST VIRGINIA JOBSITE - SEE SPECIFICATIONS No City WV US		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
19	Year 1 B&W Click Charges for Ricoh Pro 8320S	1.00000	EA	\$0.0039	

Comm Code	Manufacturer	Specification	Model #
81112306		Fixed for 48 months	

Extended Description:

Year 1 B&W Click Charges for Ricoh Pro 8320S

INVOICE TO			SHIP TO		
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US			STATE OF WEST VIRGINIA JOBSITE - SEE SPECIFICATIONS No City WV US		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
20	Year 2 B&W Click Charges for Ricoh Pro 8320S	1.00000	EA	\$0.0039	

Comm Code	Manufacturer	Specification	Model #
81112306		Fixed for 48 months	

Extended Description:

Year 2 B&W Click Charges for Ricoh Pro 8320S

INVOICE TO			SHIP TO		
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US			STATE OF WEST VIRGINIA JOBSITE - SEE SPECIFICATIONS No City WV US		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
21	Year 3 B&W Click Charges for Ricoh Pro 8320S	1.00000	EA	\$0.0039	

Comm Code	Manufacturer	Specification	Model #
81112306		Fixed for 48 months	

Extended Description:
Year 3 B&W Click Charges for Ricoh Pro 8320S

INVOICE TO			SHIP TO		
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV US			STATE OF WEST VIRGINIA JOBSITE - SEE SPECIFICATIONS No City WV US		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
22	Year 4 B&W Click Charges for Ricoh Pro 8320S	1.00000	EA	\$0.0039	

Comm Code	Manufacturer	Specification	Model #
81112306		Fixed for 48 months	

Extended Description:
Year 4 B&W Click Charges for Ricoh Pro 8320S

SCHEDULE OF EVENTS		
Line	Event	Event Date
1	questions are due by 3:00 p.m.	2025-09-17

	Document Phase	Document Description	Page 13
OOT2600000003	Final	Addendum No 3 Cutsheet Production Printers with Maint & Supp	

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions

DESIGNATED CONTACT: Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

(Printed Name and Title) Jane Johnson, Director of RFP Support Team

(Address) 820 W Sandy Lake Road, Coppell, TX 75019

(Phone Number) / (Fax Number) 814-360-7895

(email address) Jane.Johnson@xerox.com

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through wvOASIS, I certify that: I have reviewed this Solicitation/Contract in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation/Contract for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that this bid or offer was made without prior understanding, agreement, or connection with any entity submitting a bid or offer for the same material, supplies, equipment or services; that this bid or offer is in all respects fair and without collusion or fraud; that this Contract is accepted or entered into without any prior understanding, agreement, or connection to any other entity that could be considered a violation of law; that I am authorized by the Vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on Vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

By signing below, I further certify that I understand this Contract is subject to the provisions of West Virginia Code § 5A-3-62, which automatically voids certain contract clauses that violate State law; and that pursuant to W. Va. Code 5A-3-63, the entity entering into this contract is prohibited from engaging in a boycott against Israel.

Xerox Business Solutions, LLC

(Company) 
Claire (Oct 6, 2025 11:16:15 EDT)

(Signature of Authorized Representative)

Claire McFadden, Assistant Treasurer

(Printed Name and Title of Authorized Representative) (Date)

616-719-5059

(Phone Number) (Fax Number)

Claire.McFadden@xerox.com

(Email Address)

REQUEST FOR QUOTATION
[CutSheet Production Printers with Maintenance & Support]

9.3 Reports: Vendor shall provide quarterly reports and annual summaries to the Agency showing the Agency's items purchased, quantities of items purchased, and total dollar value of the items purchased. Vendor shall also provide reports, upon request, showing the items purchased during the term of this Contract, the quantity purchased for each of those items, and the total value of purchases for each of those items. Failure to supply such reports may be grounds for cancellation of this Contract.

9.4 Contract Manager: During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract. Vendor should list its Contract manager and his or her contact information below.

Contract Manager: Douglas Sanner
Telephone Number: 724-856-1570
Fax Number: _____
Email Address: Douglas.Sanner@xerox.com