FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS
PROCUREMENT DIVISION
320 Hospital Drive, Suite 23
Warrenton, Virginia 20186
Phone: 540-422-8354 Fax: 540-422-8355

NOTICE OF CONTRACT

DATE:	January 19, 2021
COMMODITY NAME:	Managed Print Services
CONTRACT NUMBER:	15-118-600-00 (Rider, City of Chesapeake)
CONTRACT PERIOD: Renewal #1	5 years from award date through December 31, 2020 January 1, 2021 through December 31, 2021
RENEWAL OPTIONS:	Five (5) one-year renewals remaining
CONTRACTOR: VENDOR #**649508**	Electronic Systems, Inc. (ESI) 104061 Lakeridge Parkway Ste 1000 Ashland, VA 23005 Office: 804.412.4446 E-mail: Sophia.Simmons@esi.net
TERMS:	30 Days
DELIVERY:	F.O.B Destination

FOR FURTHER INFORMATION CONTACT: Kathy H. Stanley, CPPB
Phone: 540-422-8354

INSTRUCTIONS

1. **Orders**: All FCG&PS Using Departments must order services listed by issuing FCG&PS Purchase Orders per FCG&PS Procurement Procedures Manual. An extra copy of the Procedures Manual can be obtained by calling Procurement at (540) 422-8351or 8352.

2. The applicable contract number, vendor number, estimated total dollar amount (can be done as a "Not to exceed" estimated figure), contact person with phone number, and billing/delivery address must be shown on each purchase order for Finance & Contractor use.

3. Inspection on delivery and approval of contractor's invoice is the responsibility of the receiving using department.

4. Any complaint as to quality of goods or services, faulty or delinquent delivery, or violation of contract provisions by contractor shall be reported to FCG&PS Procurement for handling with the Contractor. All complaints must be submitted in writing and can be forwarded to Procurement via fax or courier.

5. Pricing: Unit prices for each service provided under this contract are listed on the next page. All pricing includes freight and all charges that may be incurred in fulfilling the terms of this contract unless otherwise noted.

6. Renewals: As stated on the face of this notice, five (5) one-year renewals remain on this contract. Notice of renewal will be issued by the contract officer, with input requested from the using departments, approximately ninety days in advance of the expiration date of the current term.

Chesapeake VIRGINIA

CONTRACT MODIFICATION AGREEMENT

Date:	August 31, 2018
Contract No.:	15-118-600-00
Modification No.:	6
Issued By:	City of Chesapeake Purchasing Division 306 Cedar Road, 5th Floor Chesapeake, Virginia 23322
Procurement Administrator:	Anthony E. Cannion
Contractor:	Electronic Systems, Inc. 369 Edwin Dr. Virginia Beach, VA 23462 Phone: 757-497-8000
Commodity:	Managed Print Services

This Supplemental Agreement is entered into pursuant to the provisions of the basic contract.

The subject Contract is being modified as follows:

1: The parties hereby agree to exercise the first optional renewal term period provided in the agreement. The termination date for this agreement shall now be effective December 31, 2021, with four (4) one year optional renewal periods. All other provisions and requirements of this agreement shall remain in full force and effect.

2. Attachment E, Contract Pricing Schedule, is hereby revised effective September 01, 2018. Revised Pricing Schedule (Attachment E) reflects 5% discount on hardware acquisitions for departmental machines with lease term end date up to December 2018. Discounted pricing is considered unique to the City of Chesapeake for equipment purchased through the end of calendar year 2018. For any other contract period or any other agencies/entities purchasing off this cooperative contract, the initial contract negotiated pricing will apply.

Except for the changes provided herein, all other terms and conditions of this contract remain unchanged and in full force and effect.

ELECTRONIC SYSTEMS, INC.		CITY OF CHESAPEAKE	
By: (Signature)		By: (Signature)	
Kimberly A. Drumm VP, Sales Name and Title (Type or Print)	08/31/2018 Date Signed	Anthony E. Cannion Procurement Administrator	8/31/2018 Date Signed

END OF MODIFICATION NO. 6

FINAL

esi Electronic Systems

City Of Chesapeake VA RFP-15012 / Contract No. 15-118-600-00
Attachment E - PRICING, Modification 6, Revised 09/01/2018

Revised Model / Pricing Schedule E Purchase and Lease Pricing Options
Black & White and Color Fleet Copiers: REV. 09/01/2018
REFLECTS 5% DISCOUNT ON HARDWARE ACQUISITION COST FOR DEPARTMENTAL MACHINES

Xerox Product Description	MSRP	ORIGINAL Purchase Price	Original Purchase with 5% discount	ORIGINAL 36 Month lease	End of Term: 12/31/2021	SERVICE PRICING
					SEPTEMBER INSTALL	Base Allowances will be established per department Included clicks are for leased machines only and for the initial term of the lease
		COC	COC	36 Month	39 months	
				Monthly	Monthly	Service Pricing
Black & White MFDs						
WorkCentre 3335MFPDN (37 PPM)--Desktop	**$850.00**	**$580.00**	**$551.00**	**$18.30**	**$16.06**	Cost Per Page Plan Provided for Xerox 3335 B&W @ $0.0195
250 Sheet Feeder - Included						
Wireless Adapter - Not Available on 3325						
WorkCentre 3655X (47 PPM)--Up to Legal Paper	**$2,595.00**	**$1,648.00**	**$1,565.60**	**$52.00**	**$45.64**	Cost Per Page Plan Provided for Xerox 3655 B&W @ $0.0195
550 sheet Legal/Ltr tray, 150 sheet bypass incl						
Wireless Adapter - Included						
Stand with Storage	$299.00	$142.00	$134.90	$4.48	$3.93	
Optional additional Tray cost is per one unit, may add up to (3) additional	$199.00	$131.00	$124.45	$4.13	$3.62	
Xerox Versalink B405DN (47 PPM Black)	**$999.00**	**$699.00**	**$664.05**	**$24.00**	**$21.06**	Cost Per Page Plan Provided for B405 B&W @ $0.0195
550 sheet Legal/Ltr tray, 150 sheet bypass incl						
Wireless Adapter - Included						
Stand with Storage	$299.00	$142.00	$134.90	$4.48	$3.93	
Optional additional Tray cost is per one unit, may add up to (3) additional	$199.00	$131.00	$124.45	$4.13	$3.62	
Xerox Versalink B7030S2 (30 PPM) 11x17	**$10,250.00**	**$3,570.00**	**$3,391.50**	**$120.52**	**$105.79**	2,000 Clicks included per month, Excess Clicks @$.0085
Automatic Document Feeder Included						
2 Paper Trays plus stand						
Integrated Office Finisher / Stapler included						
1 Line Fax - Included						
Optional Wireless Adapter	$99.00	$79.00	$75.05	$2.47	$2.17	
Optional 3 Line Fax Kit	$1,355.00	$974.00	$925.30	$33.05	$29.01	
Optional High Cap Paper Feed	$1,599.00	$1,165.00	$1,106.75	$39.40	$34.58	
Optional PostScript Kit	$550.00	$338.00	$321.10	$11.55	$10.14	
Optional External Office Finisher	$1,999.00	$1,000.00	$950.00	$44.26	$38.85	
Optional Hole Punch	$895.00	$620.00	$589.00	$19.00	$16.68	

Black & White and Color Fleet Copiers: REV. 09/01/2018

REFLECTS 5% DISCOUNT ON HARDWARE ACQUISITION COST FOR DEPARTMENTAL MACHINES

Xerox Product Description	MSRP	ORIGINAL Purchase Price	Original Purchase with 5% discount	ORIGINAL 36 Month lease	End of Term: 12/31/2021	SERVICE PRICING
					SEPTEMBER INSTALL	Base Allowances will be established per department Included clicks are for leased machines only and for the initial term of the lease
		COC	COC	36 Month	39 months	
				Monthly	Monthly	Service Pricing
Xerox Versalink B7035H2 (35 PPM) 11x17	**$12,413.00**	**$3,887.00**	**$3,692.65**	**$131.21**	**$115.16**	2,000 Clicks included per month, Excess Clicks @$.0085
Automatic Document Feeder Included						
Console Model 4 Paper Trays Included						
Office Finisher / Stapler- Included						
1 Line Fax - Included						
Wireless Adapter - Included						
Optional 3 Line Fax Kit	$1,355.00	$974.00	$925.30	$33.05	$29.01	
Optional High Cap Paper Feed	$1,599.00	$1,165.00	$1,106.75	$39.40	$34.58	
Optional PostScript Kit	$550.00	$338.00	$321.10	$11.55	$10.14	
Optional Hole Punch	$895.00	$620.00	$589.00	$19.00	$16.68	
Xerox Altalink B8045H2 (45 PPM) 11x17	**$19,309.00**	**$5,665.00**	**$5,381.75**	**$177.03**	**$155.38**	2,000 Clicks included per month, Excess Clicks @ $0.0053
ADF Included						
Console Model 4 Paper Trays Included						
Office Finisher / Stapler- Included						
3 Hole Punch - Included						
1 Line Fax - Included						
Optional Wireless Adapter	$99.00	$79.00	$75.05	$2.47	$2.17	
Optional 2 Line Fax Kit	$1,399.00	$700.00	$665.00	$23.59	$20.70	
Optional High Cap Paper Feed	$2,200.00	$1,150.00	$1,092.50	$38.75	$34.01	
Xerox Altalink B8055H2 (55 PPM) 11x17	**$25,834.00**	**$5,867.00**	**$5,573.65**	**$183.37**	**$160.94**	2,000 Clicks included per month, Excess Clicks @ $0.0053
ADF Included						
Console Model 4 Paper Trays Included						
Office Finisher / Stapler- Included						
3 Hole Punch - Included						
1 Line Fax - Included						
ConnectKey Wireless Adapter - Included						
Optional 2 Line Fax Kit	$1,399.00	$700.00	$665.00	$23.59	$20.70	
Optional High Cap Paper Feed	$2,200.00	$1,150.00	$1,092.50	$38.75	$34.01	

Black & White and Color Fleet Copiers: REV. 09/01/2018

REFLECTS 5% DISCOUNT ON HARDWARE ACQUISITION COST FOR DEPARTMENTAL MACHINES

Xerox Product Description	MSRP	ORIGINAL Purchase Price	Original Purchase with 5% discount	ORIGINAL 36 Month lease	End of Term: 12/31/2021	SERVICE PRICING
					SEPTEMBER INSTALL	Base Allowances will be established per department Included clicks are for leased machines only and for the initial term of the lease
		COC	COC	36 Month	39 months	
				Monthly	Monthly	Service Pricing
Xerox Altalink B8075H2 (75 PPM) 11x17	**$33,884.00**	**$6,951.00**	**$6,603.45**	**$234.33**	**$205.67**	2,000 Clicks included per month, Excess Clicks @ $0.0053
ADF Included						
Console Model 4 Paper Trays Included						
Office Finisher / Stapler- Included						
3 Hole Punch - Included						
1 Line Fax - Included						
ConnectKey Wireless Adapter - Included						
Optional 2 Line Fax Kit	$1,399.00	$700.00	$665.00	$23.59	$20.70	
Optional High Cap Paper Feed	$2,200.00	$1,150.00	$1,092.50	$38.75	$34.01	
Xerox Altalink B8090H2 (90 PPM) 11x17	**$45,484.00**	**$8,990.00**	**$8,540.50**	**$303.00**	**$265.94**	2,000 Clicks included per month, Excess Clicks @ $0.0053
ADF Included						
Console Model 4 Paper Trays Included						
High Volume Finisher - Included						
3 Hole Punch for HVF - Included						
1 Line Fax - Included						
ConnectKey Wireless Adapter - Included						
Optional 2 Line Fax Kit	$1,399.00	$700.00	$665.00	$23.59	$20.70	
Optional High Cap Paper Feed	$2,200.00	$1,150.00	$1,092.50	$38.75	$34.01	

Black & White and Color Fleet Copiers: REV. 09/01/2018

REFLECTS 5% DISCOUNT ON HARDWARE ACQUISITION COST FOR DEPARTMENTAL MACHINES

Xerox Product Description	MSRP	ORIGINAL Purchase Price	Original Purchase with 5% discount	ORIGINAL 36 Month lease	End of Term: 12/31/2021	SERVICE PRICING
					SEPTEMBER INSTALL	Base Allowances will be established per department Included clicks are for leased machines only and for the initial term of the lease
		COC	COC	36 Month	39 months	
				Monthly	Monthly	Service Pricing
Black and White Light Production						
Xerox WorkCentre D95A (100PPM)	**$57,250.00**	**$20,080.00**	**$19,076.00**	**$632.50**	**$555.14**	2,000 Clicks included per month, Excess Clicks @ $0.0053
ADF Included						
Speed Kit						
Bypass Chute						
Staple Finisher with 2/3 Hole Punch						
PDF Kit						
Optional High Cap Paper Feeder	$3,583.00	$2,585.00	$2,455.75	$87.15	$76.49	
Additional accessories & print controllers available						
Xerox WorkCentre D110A (110PPM)	**$66,250.00**	**$23,575.00**	**$22,396.25**	**$742.61**	**$651.79**	2,000 Clicks included per month, Excess Clicks @ $0.0053
ADF Included						
Speed Kit						
Bypass Chute						
Staple Finisher with 2/3 Hole Punch						
PDF Kit						
Optional High Cap Paper Feeder	$3,583.00	$2,585.00	$2,455.75	$87.15	$76.49	
Additional accessories & print controllers available						
Xerox WorkCentre D125A (125PPM)	**$79,250.00**	**$26,630.00**	**$25,298.50**	**$838.85**	**$736.25**	2,000 Clicks included per month, Excess Clicks @ $0.0053
ADF Included						
Speed Kit						
Bypass Chute						
Staple Finisher with 2/3 Hole Punch						
PDF Kit						
Optional High Cap Paper Feeder	$3,583.00	$2,585.00	$2,455.75	$87.15	$76.49	
Additional accessories & print controllers available						

City Of Chesapeake VA RFP-15012 / Contract No. 15-118-600-00
Attachment E - PRICING, Modification 6, Revised 09/01/2018

Black & White and Color Fleet Copiers: REV. 09/01/2018

REFLECTS 5% DISCOUNT ON HARDWARE ACQUISITION COST FOR DEPARTMENTAL MACHINES

Xerox Product Description	MSRP	ORIGINAL Purchase Price	Original Purchase with 5% discount	ORIGINAL 36 Month lease	End of Term: 12/31/2021	SERVICE PRICING
					SEPTEMBER INSTALL	Base Allowances will be established per department Included clicks are for leased machines only and for the initial term of the lease
		COC	COC	36 Month	39 months	
				Monthly	Monthly	Service Pricing
Color MFDs						
Xerox WorkCentre 6655X (36 PPM Color / B&W)	**$3,795.00**	**$2,323.00**	**$2,206.85**	**$73.15**	**$64.20**	2,000 Clicks included per month B&W @ $0.0195 Color @ $0.0945
Print/Copy/Scan/Fax/Email, Letter/Legal						
550-sheet Paper Tray - Included						
Stand with Storage - Included						
ConnectKey Wireless Adapter - Included						
Xerox Versalink C405DN (36 PPM Color / B&W)	**$1,100.00**	**$750.00**	**$712.50**	**$27.00**	**$23.70**	Cost Per Page Plan Provided for C405 B&W @ $0.0195 Color @ $0.0945
550 sheet Legal/Ltr tray, 150 sheet bypass incl						
Wireless Adapter - Included						
Stand with Storage	$299.00	$142.00	$134.90	$4.48	$3.93	
Optional additional Tray cost is per one unit, may add up to (3) additional	$199.00	$131.00	$124.45	$4.13	$3.62	
Xerox Versalink C7025T2 (25PPM Black and Color)	**$12,543.00**	**$5,477.00**	**$5,203.15**	**$172.50**	**$151.40**	1,000 B&W Clicks Included per month Excess B&W @ $0.0076, Color @ $0.0469
Automatic Document Feeder Included						
Console Model 4 Paper Trays Included, Ltr, Lgl, 11 x 17						
Integrated Office Finisher / Stapler included						
1 Line Fax - Included						
ConnectKey Wireless Adapter - Included						
Optional High Cap Paper Feed	$1,300.00	$1,165.00	$1,106.75	$40.26	$35.34	
Optional 2 Line Fax Kit	$1,399.00	$700.00	$665.00	$23.60	$20.71	
Optional External Office Finisher /Stapler (multi-position)	$1,999.00	$1,000.00	$950.00	$44.26	$38.85	
Optional 2/3 Hole Punch for Office finisher	$895.00	$620.00	$589.00	$19.00	$16.68	

Black & White and Color Fleet Copiers: REV. 09/01/2018

REFLECTS 5% DISCOUNT ON HARDWARE ACQUISITION COST FOR DEPARTMENTAL MACHINES

Xerox Product Description	MSRP	ORIGINAL Purchase Price	Original Purchase with 5% discount	ORIGINAL 36 Month lease	End of Term: 12/31/2021	SERVICE PRICING
					SEPTEMBER INSTALL	Base Allowances will be established per department Included clicks are for leased machines only and for the initial term of the lease
		COC	COC	36 Month	39 months	
				Monthly	Monthly	Service Pricing
Xerox Altalink C8035T2 (35PPM Black and Color)	**$19,241.00**	**$5,684.00**	**$5,399.80**	**$179.05**	**$153.34**	2,000 B&W Clicks Included per month, Excess B&W @ $0.0076, Color @ $0.0469
Automatic Document Feeder Included						
Console Model 4 Paper Trays Included						
Integrated Office Finisher / Stapler included						
1 Line Fax - Included						
ConnectKey Wireless Adapter - Included						
Optional Business Ready Booklet-Maker Finisher w/ 3 Hole Punch	$4,999.00	$2,783.00	$2,643.85	$87.65	$76.93	
Optional High Cap Paper Feed	$1,300.00	$1,165.00	$1,106.75	$40.26	$35.34	
Optional 2 Line Fax Kit	$1,399.00	$700.00	$665.00	$23.60	$20.71	
Optional External Office Finisher /Stapler (multi-position)	$2,500.00	$715.00	$679.00	$24.10	$21.16	
Optional 2/3 Hole Punch for Office finisher	$895.00	$620.00	$589.00	$19.00	$16.68	
Xerox Altalink C8045H2 (45PPM Black and Color)	**$24,448.00**	**$5,793.00**	**$5,503.35**	**$195.26**	**$171.38**	2,000 B&W Clicks Included per month, Excess B&W @ $0.0076, Color @ $0.0469
Automatic Document Feeder Included						
Console Model 4 Paper Trays Included						
Office Finisher / Stapler- Included						
1 Line Fax - Included						
ConnectKey Wireless Adapter - Included						
Optional Business Ready Booklet-Maker Finisher w/ 3 Hole Punch	$4,999.00	$2,783.00	$2,643.85	$87.65	$76.93	
Optional High Cap Paper Feed	$1,300.00	$1,165.00	$1,106.75	$40.26	$35.34	
Optional 2 Line Fax Kit	$1,399.00	$700.00	$665.00	$23.60	$20.71	
Optional 2/3 Hole Punch for Office finisher	$895.00	$620.00	$589.00	$19.00	$16.68	

City Of Chesapeake VA RFP-15012 / Contract No. 15-118-600-00
Attachment E - PRICING, Modification 6, Revised 09/01/2018

Black & White and Color Fleet Copiers: REV. 09/01/2018

REFLECTS 5% DISCOUNT ON HARDWARE ACQUISITION COST FOR DEPARTMENTAL MACHINES

Xerox Product Description	MSRP	ORIGINAL Purchase Price	Original Purchase with 5% discount	ORIGINAL 36 Month lease	End of Term: 12/31/2021	SERVICE PRICING
					SEPTEMBER INSTALL	Base Allowances will be established per department Included clicks are for leased machines only and for the initial term of the lease
		COC	COC	36 Month	39 months	
				Monthly	Monthly	Service Pricing
Xerox Altalink C8055H2 (55PPM Black and Color)	**$28,548.00**	**$7,862.00**	**$7,468.90**	**$264.99**	**$232.58**	2,000 B&W Clicks Included per month, Excess B&W @ $0.0076, Color @ $0.0469
Automatic Document Feeder Included						
Console Model 4 Paper Trays Included						
Office Finisher / Stapler- Included						
1 Line Fax - Included						
ConnectKey Wireless Adapter - Included						
Optional Business Ready Booklet-Maker Finisher w/ 3 Hole Punch	$4,999.00	$2,783.00	$2,643.85	$87.65	$76.93	
Optional High Cap Paper Feed	$1,300.00	$1,165.00	$1,106.75	$40.26	$35.34	
Optional 2 Line Fax Kit	$1,399.00	$700.00	$665.00	$23.60	$20.71	
Optional 2/3 Hole Punch for Office finisher	$895.00	$620.00	$589.00	$19.00	$16.68	
Xerox Altalink C8070H2 (70PPM Black and Color)	**$38,283.00**	**$10,145.00**	**$9,637.75**	**$341.94**	**$300.12**	2,000 B&W Clicks Included per month Excess B&W @ $0.0076, Color @ $0.0469
Automatic Document Feeder Included						
Console Model 4 Paper Trays Included						
Business Finisher with 2/3 Hole Punch						
1 Line Fax - Included						
ConnectKey Wireless Adapter - Included						
Optional Business Ready Booklet-Maker Finisher w/ 3 Hole Punch	$4,999.00	$2,783.00	$2,643.85	$87.65	$76.93	
Optional High Cap Paper Feed	$1,300.00	$1,165.00	$1,106.75	$40.26	$35.34	
Optional 2 Line Fax Kit	$1,399.00	$700.00	$665.00	$23.60	$20.71	

Pricing includes 5% discount on hardware acquisition cost for departmental Xerox devices & BW light production devices (not production color), provided fleet of copiers placed in 2015 are refreshed by Sept 30, 2018. Discount is extended to lease payments with term dates up to December 31, 2021.

Discounted pricing is unique to City of Chesapeake. For other entities leveraging this agreement, **original contract** pricing prevails.

Additional accessories available; pricing/payment by request.

Other lease term options are available; monthly payment by request.

Xerox Color Production Devices

		ORIGINAL Purchase Price	ORIGINAL 36 Month lease	End of Term: 12/31/2021	SERVICE PRICING
				SEPTEMBER INSTALL	Base Allowances will be established per department Included clicks are for leased machines only and for the initial term of the lease
Production Color					
	MSRP	COC Pricing	36 Month Lease	SEPTEMBER INSTALL	Service Cost per Page
Xerox C70 (70 PPM) Production Color	$47,689.00	$25,127.00	$792.00	$717.38	B&W - $0.0076 Color - $0.0469
Automatic Document Feeder Included					
Console Model 4 Paper Trays Included					
Business Ready Finisher with Booklet Maker - Included					
Bustled Fiery - Included					
1 Line Fax - Included					
Versant 180 (80 PPM) Production Color	$110,895.00	$64,545.00	$2,032.00	$1,840.54	B&W - $0.0076 Color - $0.0469
Automatic Document Feeder Included					
Console Model 4 Paper Trays Included					
Light Production C Booklet Maker with Interface Module Included					
Single Oversized High Capacity Tray Included					
EX80 Fiery Print Server Included					
Faci Kit (Keyboard, Mouse, Monitor and Stand) Included					
Color ProFile Suite & Spectrophotometer Included					

Xerox Color Production Devices

		ORIGINAL Purchase Price	ORIGINAL 36 Month lease	End of Term: 12/31/2021 SEPTEMBER INSTALL	SERVICE PRICING Base Allowances will be established per department. Included clicks are for leased machines only and for the initial term of the lease
Versant 180 Plus (80 PPM) Production Color	**$137,647.00**	**$79,360.00**	**$2,499.00**	**$2,263.54**	B&W - $0.0076 Color - $0.0469
Automatic Document Feeder Included					
Console Model 4 Paper Trays Included					
Light Production C Booklet Maker with Interface Module Included					
Dual Oversized High Capacity Tray Included					
EX80 Fiery Print Server Included					
Faci Kit (Keyboard, Mouse, Monitor and Stand) Included					
Color ProFile Suite & Spectrophotometer Included					

Additional accessories available; pricing/payment by request.

Other lease term options are available; monthly payment by request.

Service Pricing ONLY for Xerox Wide Format Copiers/Printers:

(ESI does not sell Xerox Wide Format)

Xerox Wide Format BW	Monthly Service Base	Cost per Toner Cartridge (monthly service Base does NOT include supplies)
Xerox Wide Format 6204 WFCP	$74.68*	$109.00 per cartridge Average Yield: 14,300 square feet at 5% area coverage
*Incudes 1000 square feet		
*There is a One-time Inspection Fee of $55.00 and any parts required to bring the unit up to service specification would be charged directly to the CoC		

Purchase and Lease Pricing Options

HP Large Format Graphics Printers

HP Product Description	MSRP	COC Pricing	36 Month Lease	COC ONLY: SEPT INSTALL 39 Month Lease	3 year Service
		Purchase	Monthly	Monthly	Parts/Labor only
HP Designjet Z2600 Large Format 24"					
Includes spindle, printheads, start up inks, media high gloss photo sample roll, stand, power cord	$3,245.00	$2,795.00	$95.00	$90.16	$1,029.00 or $28.50 / month
Single roll - 24" - 8 INKS					
HP Designjet Z3200PS Large Format 24"					
Includes PostScript, spindle, printheads, start up inks, HP media roll, stand, rear tray, power cord	$4,690.00	$4,130.00	$140.00	$132.86	$1,350.00 or $37.50 / month
Single roll - 24" - 12 INKS					
HP Designjet Z3200PS Inkjet Large Format 44"					
Includes PostScript, spindle, printheads, start up inks, HP media roll, stand, rear tray, power cord	$5,874.00	$5,175.00	$175.00	$166.08	$1,350.00 or $37.50 / month
Single roll - 44" - 12 INKS					
HP Designjet Z5600 Inkjet Large Format 44"					
Includes PostScript, spindle, printheads, start up inks, stand, sample media roll, power cord	$5,445.00	$4,495.00	$152.00	$144.25	$1,129.00 or $31.36 / month
Double roll - 44" - 8 INKS					
HP Designjet Z6 Postscript Printer					
Includes PostScript, spindle, printheads, start up inks, stand, sample media roll, power cord					$829.00 or $23.03 / month
Single roll - 24" - 6 INKS	$3,245.00	$2,795.00	$95.00	$90.16	
Single roll - 44" - 6 INKS	$5,045.00	$4,295.00	$145.00	$137.61	
Double roll - 44" - 6 INKS with V-Trimmer	$7,045.00	$5,995.00	$203.00	$192.65	
HP Designjet Z9+ Postscript Printer					
Includes PostScript, spindle, printheads, start up inks, stand, sample media roll, power cord					$1,009.00 or $29.08 / month
Single roll - 24" - 8 INKS	$4,045.00	$3,495.00	$118.00	$111.98	
Single roll - 44" - 8 INKS	$5,845.00	$4,995.00	$169.00	$160.38	
Double roll - 44" - 8 INKS with V-Trimmer	$8,145.00	$6,895.00	$233.00	$221.12	

Purchase and Lease Pricing Options

HP Large Format Graphics Printers

HP Product Description	MSRP	COC Pricing	36 Month Lease	COC ONLY: SEPT INSTALL 39 Month Lease	3 year Service
		Purchase	Monthly	Monthly	Parts/Labor only
HP Designjet Z6200 Inkjet Large Format 42" Includes PostScript, 225 ml start up inks, media sample roll, printer stand, media bin, power cord, take up reel Single Roll - 42" - 8 inks	$14,299.00	$12,600.00	$425.00	$403.33	$2,140.00 or $60.00 / month
HP Designjet Z6610 Inkjet Large Format 60" Photo Production Unit includes PostScript, spindle, printheads, 225 ml start up inks, printer stand, media bin, take up reel, maintenance cartridge, power cord Single Roll - 60" - 6 inks	$12,995.00	$10,364.00	$349.00	$331.20	$2,196.00 or $61.00 / month
HP Designjet Z6810 Large Format 42" Photo Production Unit includes Postscript. Spindle, printheads, 225 ml start up inks, mantenance cartridge, printer stand take up reel, power cord Single Roll - 42" - 8 inks	$12,395.00	$10,200.00	$343.00	$325.51	$2,125.00 or $60.00 / month
HP Designjet Z6810 Large Format 60" Photo Production Unit includes Postscript. Spindle, printheads, 225 ml start up inks, mantenance cartridge, printer stand take up reel, power cord Single Roll - 60" - 8 inks	$18,195.00	$15,395.00	$519.00	$492.53	$2,125.00 or $60.00 / month
HP Designjet Pro HD Scanner Includes PC with Intel i7 processor	$19,495.00	$16,995.00	$573.00	$543.78	$1,415.00 or $40.00 / month

Purchase and Lease Pricing Options

HP Large Format Technical Printers

HP Product Description	MSRP	COC Pricing	36 Month Lease	COC ONLY: SEPT INSTALL 39 Month Lease	3 year Service
		Purchase	Monthly	Monthly	Parts/Labor Only
HP Designjet T520e Inkjet Large Format 24" includes start up inks, printhead, printer stand, power cord, spindle Single roll - 24"	$2,105.00	$1,855.00	$63.00	$59.79	$210.00 or $6.00 / month
HP Designjet T520e Inkjet Large Format 36" includes start up inks, printhead, printer stand, power cord, spindle Single roll - 36"	$2,995.00	$2,495.00	$85.00	$80.67	$210.00 or $6.00 / month
HP Designjet T730 Inkjet Large Format 36" Incudes start up inks, printheads, printer stand, spindle and power cord Single roll - 36"	$3,595.00	$2,995.00	$101.00	$95.85	$600.00 or $17.00 / month
HP Designjet T830 MFP Inkjet Large Format 36" includes start up inks, printheads, printer stand, spindle and power cord Single roll - 36"	$7,195.00	$5,995.00	$203.00	$192.65	$1,099.00 or $30.52 / month
HP Designjet T830 MFPInkjet Large Format 24" Incudes start up inks, printheads, printer stand, spindle and power cord Single roll - 24"	$3,245.00	$2,695.00	$91.00	$86.36	$539.00 or $15.00 / month
HP Designjet T930 Inkjet Large Format 36" Includes Postscript, start up inks, printheads, printer stand, spindle and power cord Single roll - 36"	$6,145.00	$4,995.00	$168.00	$159.43	$979.00 or $28.00 / month
HP Designjet T1530 Inkjet Large Format 36" Includes Postscript, start up inks, printheads, printer stand, spindle and power cord 2 rolls - 36"	$8,395.00	$6,995.00	$236.00	$223.96	$1,209.00 or $34.00 / month

Purchase and Lease Pricing Options

HP Large Format Technical Printers

HP Product Description	MSRP	COC Pricing	36 Month Lease	COC ONLY: SEPT INSTALL 39 Month Lease	3 year Service
		Purchase	Monthly	Monthly	Parts/Labor Only
HP Designjet T2530 MFP Large Format 36" Includes Postscript. Start up inks, printheads, printer stand, spindle and power cord 2 rolls - 36" Includes print, scan and copy	$10,995.00	$9,495.00	$320.00	$303.69	$1,939.00 or $54.00 / month
HP Designjet T3500 MFP Large Format 36" Production Unit Includes Postscript, start up inks, stacker, printer stand and media bin, spindles, scanner calibration sheet, power cord. Includes print, scan and copy 2 rolls - 36"	$20,890.00	$18,425.00	$670.00	$635.83	Included
HP Designjet T7200 Large Format 42" Production Unit Includes Postscript, start up inks, printer stand and media bin, power cords, stacker 3 rolls - 42"	$18,886.00	$16,750.00	$565.00	$536.19	$2,650.00 or $74.00 / month

Purchase and Lease Pricing Options

KIP Product Description	MSRP	COC Pricing	36 Month Lease	COC ONLY: SEPT INSTALL 39 Month Lease	Service Cost Per Square Foot
		Purchase	Monthly	Monthly	
KIP 770 System (Single Roll System)	**$16,415.00**	**$12,228.00**	**$545.00**	**$517.21**	2,000 square feet included per month Excess Clicks @ $0.08
Print/Scan/Copy Included					
Kip Color Direct Scan to File Included					
PDF Format Printing Included					
KIP 7170 System (2 Roll System)	**$21,730.00**	**$14,650.00**	**$622.00**	**$590.28**	2,000 square feet included per month Excess Clicks @ $0.08
Print/Scan/Copy Included					
Kip Color Direct Scan to File Included					
PDF Format Printing Included					
KIP 1200 Auto Stacker	$2,195.00	$1,800.00	$62.00	$58.84	
KIP 7582 System (2 Roll Systems)	**$27,315.00**	**$24,500.00**	**$990.00**	**$939.51**	2,000 square feet included per month Excess Clicks @ $0.0576
KIP 7584 System (4 Roll Systems)	**$30,715.00**	**$27,580.00**	**$1,095.00**	**$1,039.16**	
Print/Scan/Copy Included					
Kip Color Direct Scan to File Included					
PDF Format Printing Included					
KIP 1200 Auto Stacker	$2,195.00	$1,800.00	$62.00	$58.84	
KIP 7982 System (2 Roll Systems)	**$35,420.00**	**$30,342.00**	**$1,178.00**	**$1,117.92**	2,000 square feet included per month Excess Clicks @ $0.0516
KIP 7984 System (4 Roll Systems)	**$38,420.00**	**$32,885.00**	**$1,230.00**	**$1,167.27**	
Print/Scan/Copy Included					
Kip Color Direct Scan to File Included					
PDF Format Printing Included					
KIP 1200 Auto Stacker	$2,195.00	$1,800.00	$62.00	$58.84	
Color Wide Format					
KIP C860 Color (2 Roll) System	**$33,815.00**	**$29,122.00**	**$1,045.00**	**$991.71**	2,000 B&W Clicks & 1,000 Color Clicks included per month, Excess B&W @ $0.017, Excess Color @ $0.029 Does not include toner
KIP C880 Color (4 Roll) System	**$38,815.00**	**$32,885.00**	**$1,171.00**	**$1,111.28**	
Print/720 CIS Scanner Included					
KIP Color Direct Scan to File Included					
KIP 800 Auto Stacker	$1,675.00	$1,425.00	$48.00	$45.55	
KIP C900 Color (4 Roll) System	**$49,725.00**	**$43,449.00**	**$1,642.00**	**$1,558.26**	2,000 B&W Clicks & 1,000 Color Clicks included per month, Excess B&W @ $0.016, Excess Color @ $0.029 Does not include toner
Print/720 CIS Scanner Included					
KIP Color Direct Scan to File Included					
KIP 900 Auto Stacker	incl	incl	incl	incl	
Print/Scan/Copy Included, Kip Color Direct Scan to File Included and PDF Format Printing Included					

Purchase and Lease Pricing Options

HP Printers & Software

Product Description	MSRP	COC Pricing*	36 Month Lease**	Service Cost
			Monthly	
HP PRINTERS: SINGLE & MULTI-FUNCTION PRINTERS				
ALL HP PRINTER MODELS	HP printer models consistently refresh. Due to the large number of different possible configurations, pricing will be determined based on like models for department need and acquisition requirements.			
Software: Tracking / Follow Me Printing / Cost Recovery				
Equitrac	Software quotes based on license requirements and configuration. Cost to be determined by department analysis.			
Pharos				
Papercut				
Xerox Print Safe				
Software: Document Management				
DocuWare	Software quotes based on license requirements and configuration. Cost to be determined by department analysis.			
Square 9				
Nuance / NSI / Output Management and all other document management / tracking / scanning or software opportunities				
Software: Production				
Web CRD	Software quotes based on license requirements and configuration. Cost to be determined by department analysis.			
Lytrod				
Free Flow				
XM Pie				

Purchase Price (lease option available)

Xerox PrintSafe Software

Item #	Product Description	COC Pricing
		Purchase
Xerox PrintSafe Software		
300N03763	XEROX PRINTSAFE SOFTWARE 1 DEVICE(SERIALIZED BASE W 1 DEVICE)	$170.00
301N84650	XEROX PRINTSAFE 10 DEVICES	$1,600.00
301N84640	XEROX PRINTSAFE 1 ADDED DEVICE	$170.00
E497K16070	KIT INSTALL RFID 78XX 79XX	$330.00
E497K16170	KIT INSTALL RFID 59XX	$330.00
E497K16090	KIT INSTALL RFID 58XX	$330.00
T4DT-FB2WEL-P	TWN4 MULTI TECH P DT U20	$150.00
HKSI-WKIT	EXTERNAL READER KIT SNAP HOLDER WHITE	$19.00
T4DT-FB2WXX-PXUS	TWN4 MULTITECH -P DT-U20-W-XX	$150.00
301N93950	MOBILITY PRINT AND PRINTSAFE WORKFLOW 2 CONNECTORS	$170.00
1391LGSNN	MICROPROX TAG, PROG 125K, GRAY, ADHESIVE	$4.25
TC2K-BT2US	TCPCONV 2 KIT US	$189.00
TECH-PTGSOLUTIONS	ESI PTG PROFESSIONAL SVC -Hourly	$140.00
614N13252	XEROX PRINTSAFE SOFTWARE SUPPORT 1 DEVICE 1 YR	$3.33
614N12837	XEROX PRINTSAFE SUPPORT 10 DEVICES 1 YEAR	$31.67
614N12836	XEROX PRINTSAFE SUPPORT 1 DEVICE 1 YEAR	$3.33
ESI-DTS	ESI DOCUMENT TECHNOLOGY SUPPORT SERVICES	$560.04

Lease term options are available by request.

Laser Printers: Managed Print Services	Price
Managed Print Service for Laser Printers:	
MPS rate per B/W printed page	$0.0146
MPS rate per Color printed page	$0.11
MPS monthly flat rate per B/W Printer (locally connected)	$15.00
MPS monthly flat rate per Color Printer (locally connected)	$21.00
MPS rate for printers include all: toner, service, labor, parts, and other consumables – everything but paper. Service rates include 24/7 helpdesk support.	
MSRP % Discount for supplies, parts, and equipment	
MPS click charge price is based on monthly minimum volume requirements per device. Contractor shall work with each department to ensure that the appropriate device is selected to meet the volume needs of the department. Color impressions have no minimums. For purpose of this solicitation page pricing should include standard price plus any discounts or increases by volume.	
Monthly Billing model:	
Grand Total	
Blended Rate for MFDs and Printers can be applied after assessment.	
Volumes will be established by department.	
HP PageWide & OJPX Inkjet Printers may be eligible for MPS; pricing will vary.	
OEM Rates are available and will be provided based on fleet composition and volume.	

Multi-Function Devices	Monthly Lease Price
Large Volume MFD - Three Year Lease	See Pricing Tab for MFDs and Printers, and Maintenance
Medium Volume MFD - Three Year Lease	
Low Volume MFD - Three Year Lease	

* The City shall have the option to rent month to month at the end of each lease term at the same fees established in the original lease.