

EXHIBIT D BW Lasers

Segment	Evaluation Model	List	Percentage Off List	One Year of Maintenance, Next Business Day Exchange (Does not include Toner)	Purchase Price	Publicly Available site showing list price
27	Ricoh SP 3400N**/Savin SP 3400N/Lanier SP 3400N	279.00	49.00%	34.00	176.00	www.ricoh-usa.com/itchannel
28	Ricoh SP 3400N**/Savin SP 3400N/Lanier SP 3400N	279.00	49.00%	34.00	176.00	www.ricoh-usa.com/itchannel
29	Ricoh SP 5100N/Savin S5100N /Lanier L5100N	1,199.00	49.00%	141.00	752.00	www.ricoh-usa.com/itchannel

Segment	Minimum Copies Per Minute	Minimum Paper sources (excluding bypass)	Minimum Paper capacity (excluding bypass)	Minimum Memory	Energy Star Compliant	Minimum Warranty (Next business day exchange)	Connectivity Type
27	0 - 15	1	100	8 MB	Yes	One Year	USB
28	16 - 25	1	150	16 MB	Yes	One Year	USB
29	26 - 40	1	200	32 MB	Yes	One Year	USB

Accessories for Segment 27

Vendor is provide a percentage off list (list must be publicly available)
Vendors proposed price must be 10% or more

20% off List

Accessories for Segment 28

Vendor is provide a percentage off list (list must be publicly available)
Vendors proposed price must be 10% or more

20% off List

Accessories for Segment 29

Vendor is provide a percentage off list (list must be publicly available)
Vendors proposed price must be 10% or more

20% off List

*****Ink/Toner cannot be included as a standard accessory. DGS has established contracts for ink and toner.

****VITA will allow ink/toner to be purchased only at the time of the sale of the device.

Exhibit D (Color Lasers)

Segment	Evaluation Model	List	Percentage Off List	One Year of Maintenance, Next Business Day Exchange (Does not include Toner)	Purchase Price	Publicly Available site showing list price
30	Ricoh Aficio SP C231N**/Savin SP C231N**/Lanier SP C231N**	559.00	25.00%	190.00	609.00	www.ricoh-usa.com/itchannel
31	Ricoh Aficio SP C231N**/Savin SP C231N**/Lanier SP C231N**	559.00	25.00%	190.00	609.00	www.ricoh-usa.com/itchannel
32	Ricoh SP C420DN**/Savin CLP131DN**/Lanier LP331cn	1,299.00	25.00%	120.00	1,094.00	www.ricoh-usa.com/itchannel

Segment	Minimum Copies Per Minute	Minimum Paper sources (excluding bypass)	Minimum Paper capacity (excluding bypass)	Minimum Memory	Energy Star Compliant	Minimum Warranty (Next business day exchange)	Connectivity Type
30	0 - 15	1	100	8 MB	Yes	One Year	USB
31	16 - 25	1	150	16 MB	Yes	One Year	USB
32	26 - 40	1	200	32 MB	Yes	One Year	USB

Accessories for Segment 30

Vendor is provide a percentage off list (list must be publicly available)
 Vendors proposed price must be 10% or more
20 % off List

Accessories for Segment 31

Vendor is provide a percentage off list (list must be publicly available)
 Vendors proposed price must be 10% or more
20 % off List

Accessories for Segment 32

Vendor is provide a percentage off list (list must be publicly available)
 Vendors proposed price must be 10% or more
20 % off List

*****Ink/Toner cannot be included as a standard accessory. DGS has established contracts for ink and toner.
 ****VITA will allow ink/toner to be purchased only at the time of the sale of the device.

Exhibit D B&W Large Format MFP (Medium End) Toner Based

Segment	Evaluation Model	List	Percentage Off List	Purchase Price **	One Year of Maintenance, On Site Next Business Day (Does not include toner)	True Purchase Price for 3 Years	Publicly Available site showing list price
45	Ricoh MP W7140/Savin 7140WD/Lanier LW7140	43,500.00	44.12%	19,192.05	2,850.00	27,742.05	http://www.buyerslab.com/Advisor/Products/45813/Ricoh/Aficio-MP-

** Discounting prices are available for cash purchases

Fixed Spread Rate (in decimal format)

Term	Fixed Spread Rate
36 Months	0.03320
48 Months	0.02610
60 Months	0.02170
72 Months	0.01900
84 Months	0.01780

***Maintenance based on 180,000 square feet per year. Additional square feet at \$.0226/sq.ft.

Segment	Scanning Width	Printing Width	Minimum Print Speed Per Minute	Optical Resolution	Scan Formats	Minimum Warranty	Connectivity Type	Integrated Touch Screen	Energy Star Compliant	Minimum Hard Drive	Minimum Memory	Toner Based	Color Scan
45	36"	36"	13 "D"	600 x 600 DPI	TIFF, PDF, JPG	One Year On Site Next Bus. Day	Ethernet 10/100	Y	Y	60 GB	384 MB	Y	Y

Accessories for Segment 45

Vendor is provide a percentage off list (list must be publicly available)

Vendors proposed price must be 20% or more

20% off List

*****Ink/Toner cannot be included as a standard accessory. DGS has established contracts for ink and toner.

****VITA will allow ink/toner to be purchased only at the time of the sale of the device.

****Suppliers are encouraged to add additional service options such as yearly maintenance options, installation, training, etc. VITA however reserves the right to eliminate any additional service options that don't fit the purpose of this RFP**

Item Description	Rate
Surrender Hard Drive Cost (Cost includes labor and hard drive costs)	Add additional "Surrender Hard 350.00 Drive Cost" as needed
"@Remote Communications Gate @Remote Office	\$55/mo
software solutions	custom quote based on requirement