

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	3250D	318.00	37.50%	0.00	198.75	www.portal.xerox.com/virginia
28	3250D	318.00	37.50%	0.00	198.75	www.portal.xerox.com/virginia
29	3250D	318.00	37.50%	0.00	198.75	www.portal.xerox.com/virginia

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
25 % 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
25 % 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
25 % 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	6125N	417.00	35.50%	0.00	268.97	www.portal.xerox.com/virginia
31	6140N	472.00	36.75%	0.00	298.54	www.portal.xerox.com/virginia
32	6280N	669.00	40.30%	0.00	399.39	www.portal.xerox.com/virginia

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

25% 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

25% 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

25% 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 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
43	6604-5	20800.00	33.00%	13936.00	1236.00	17644	www.portal.xerox.com/virginia
44	6279P	36420.00	36.00%	23308.80	2328.00	30293	www.portal.xerox.com/virginia

See notes at bottom

Fixed Spread Rate (in decimal format)

Term	Fixed Spread Rate	Fixed Lease Factor
36 Months	12.00	0.03376
48 Months	12.00	0.02674
60 Months	12.00	0.02256
72 Months	No Bid	No Bid
84 Months	No Bid	No Bid

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
43	36"	36"	5 "D"	600 x 600 DPI	TIFF, PDF, JPG	One Year On Site Next Bus. Day	Ethernet 10/100	Y	Y	40 GB	160 MB	Y	Y
44	36"	36"	8 "D"	600 x 600 DPI	TIFF, PDF, JPG	One Year On Site Next Bus. Day	Ethernet 10/100	Y	N	40 GB	160 MB	Y	Y

Accessories for Segment 43

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

Vendors proposed price must be 20% or more

20% off List

Accessories for Segment 44

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.

Notes:

Maintenance charges are billed monthly

Maintenance Base cost includes supplies, excluding staples

Model 6604-5 includes 1000 prints with an overage rate of \$.032

Model 6279P includes 5,000 prints with an overage rate of \$.036

Xerox is offering the option for leasing of a fixed lease factor that will not change over the contract term

Exhibit D B&W Large Format MFP (High 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
46	6622	82,580.00	28.00%	59457.60	8472.00	84,874	www.portal.xerox.com/virginia

See notes at bottom

Fixed Spread Rate (in decimal format)

Term	Fixed Spread Rate	Fixed Lease Factor
36 Months	12.00	0.03376
48 Months	12.00	0.02674
60 Months	12.00	0.02256
72 Months	No Bid	No Bid
84 Months	No Bid	No Bid

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	Ability to Handle Two Media Rolls
46	36"	36"	20 "D"	600 x 600 DPI	TIFF, PDF, JPG	One Year On Site Next Bus. Day	Ethernet 10/100	Y	N	60 GB	384 MB	Y	Y	Y

Accessories for Segment 46
 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.

Notes:

Maintenance charges are billed monthly

Maintenance Base cost includes supplies, excluding staples

Model 6622 includes 25,000 prints with an overage rate of \$.0210

Xerox is offering the option for leasing of a fixed lease factor that will not change over the contract term

Appendix C Color Wide Format MFP High-End Ink

Segment	Evaluation Model	List	Percentage Off List	Purchase Price	One Year of Maintenance, On Site Next Business Day (Does not include ink)	True Purchase Price for 3 Years	Publicly Available site showing list price
50	2CQ9303	28,299.00	57.00%	12,168.57	120.00	16,488.57	www.portal.xerox.com/virginia

See notes at bottom

Fixed Spread Rate (in decimal format)

Term	Fixed Spread Rate	Fixed Lease Factor
36 Months	12.00	0.03376
48 Months	12.00	0.02674
60 Months	12.00	0.02256
72 Months	No Bid	No Bid
84 Months	No Bid	No Bid

Segment	Minimum Print Speed	Minimum Print Resolution	Minimum Warranty	Connectivity Type	Energy Star Compliant	Minimum Hard Drive	Minimum Memory	Minimum Paper Input
50	50 ppm Color	600 x 600 DPI	One Year On Site Next Bus. Day	Ethernet 10/100	Y	60 GB	1 GB	100 Sheet Duplex Automatic Feeder

Accessories for Segment 50
 Vendor is provide a percentage off list (list must be publicly available)
 Vendors proposed price must be 20% or more
30 % off List

Notes:

- Maintenance charges are billed monthly
- Maintenance Base cost includes supplies and staples
- There is no copy allowance
- All B/W copies are billed at a rate of \$.0068
- All Color copies are billed at a rate of \$.055
- This product includes end user training and analyst support
- Xerox is offering the option for leasing of a fixed lease factor that will not change over the contract term

****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 Drive Cost" as needed
High End Color Ink yearly maintenance for CQ9203 (Model 1CQ9203)	\$984 Annual	No copies included; B/W and Color meter both at \$.028; Billed Monthly
High End Color Ink yearly maintenance for CQ9203 (Model 3CQ9203)	\$372 Annual	No copies included; B/W Meter at \$.0068; Color Meter 1 of \$028 and Color Meter 2 of \$.057; Billed Monthly
Analyst Support for WF 6604-5	\$ 882.00	One time charge for analyst support
Analyst Support for WF6279P	\$ 882.00	One time charge for analyst support
Analyst Support for WF 6622 w/out PLP	\$ 1,764.00	One time charge for analyst support
Analyst Support for WF 6622 w/ PLP	\$ 3,528.00	